Canada Lumberman & Wood Worker


## Time is Money

The rapid cutting File is the economical File

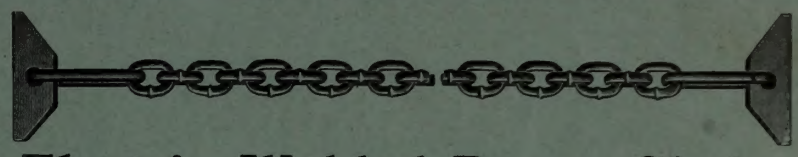
Files Branded

**American - Arcade - Eagle - Great Western**
**Globe - Kearney & Foot - McClellan - J. B. Smith**

are rapid cutters made by

**NICHOLSON FILE COMPANY**

**Port Hope, Ont.**



## *Electric-Welded Boom Chain*

25% {More Weld = 25% {More Strength = 25% {More Wear

Sheared Toggle and Ring * T Bar Hook and Link * Two Sheared Toggles * Forged Toggle and Ring

Made in Canada Write to Fully Guaranteed

**McKinnon Chain Co., St. Catharines, Ont.**

## Save 20 to 40 per cent of your Transmission Losses

**Install U. G. Hanoers** (made in Can.) **and Skelko Ball Bearings** (made in Eng.)

They require no rearrangement of a plant already installed nor departure from well established mill practice.

They insure the most sturdy, highly efficient and economical method of line shaft power distribution.

**The Canadian Fairbanks-Morse Co., Limited**

St. John, Montreal, Toronto, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria

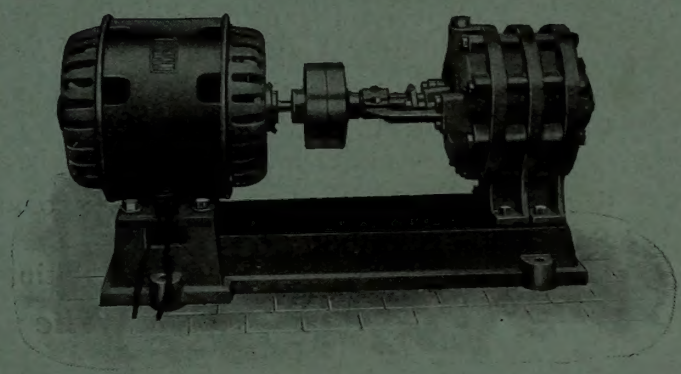
## New RAILS Relaying

**12 to 80 pounds per yard.**

## LOGGING CARS

## Jno. J. Gartshore

**58 Front St. West, Toronto**



**Made in Canada PUMPS**

and at the same time

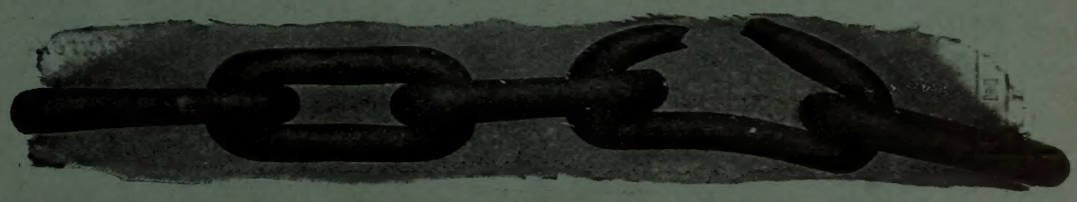
**The Best Pumps**

Send us your inquiries.

**The Smart-Turner Machine Co., Limited,** Hamilton, Canada

## THE STRONGEST CHAIN IN THE WORLD

## "Weldless Steel Chain"



**Photograph of 7/16-inch Weldless Steel Chain** broken with a test load of 9 tons, 3 cwts. (20,496 lbs.), or fully double the Admiralty breaking load for iron chain of this size. Note the elongation and reduction of area at the fracture.

CAN YOU BEAT IT?

WRITE FOR PARTICULARS

**B. J. COGHLIN CO., Limited** ∴ ∴ **MONTREAL**


Alphabetical Index of Advertisers, Page 62 Classified Directory to Advertisements, Page 54

A Good Belt For Wet Runs

Thoroughly Waterproof Oak Tanned

# "AMPHIBIA"

## *Made in Canada*

# Leather Belting

Despite the many substitutes offered, leather belting is still the most efficient medium of power transmission and likely to remain so indefinitely.

To drive your machines that are producing *"Made in Canada"* articles you should use **"Amphibia,"** *"Made in Canada"* belting.

**"Amphibia"** belting is made from the best hides selected for their suitability for belting. They are given a special waterproofing tannage in our own tannery under intelligent supervision.

**"Amphibia"** belting resists exposure to oil, water or heat generated by pulley friction.

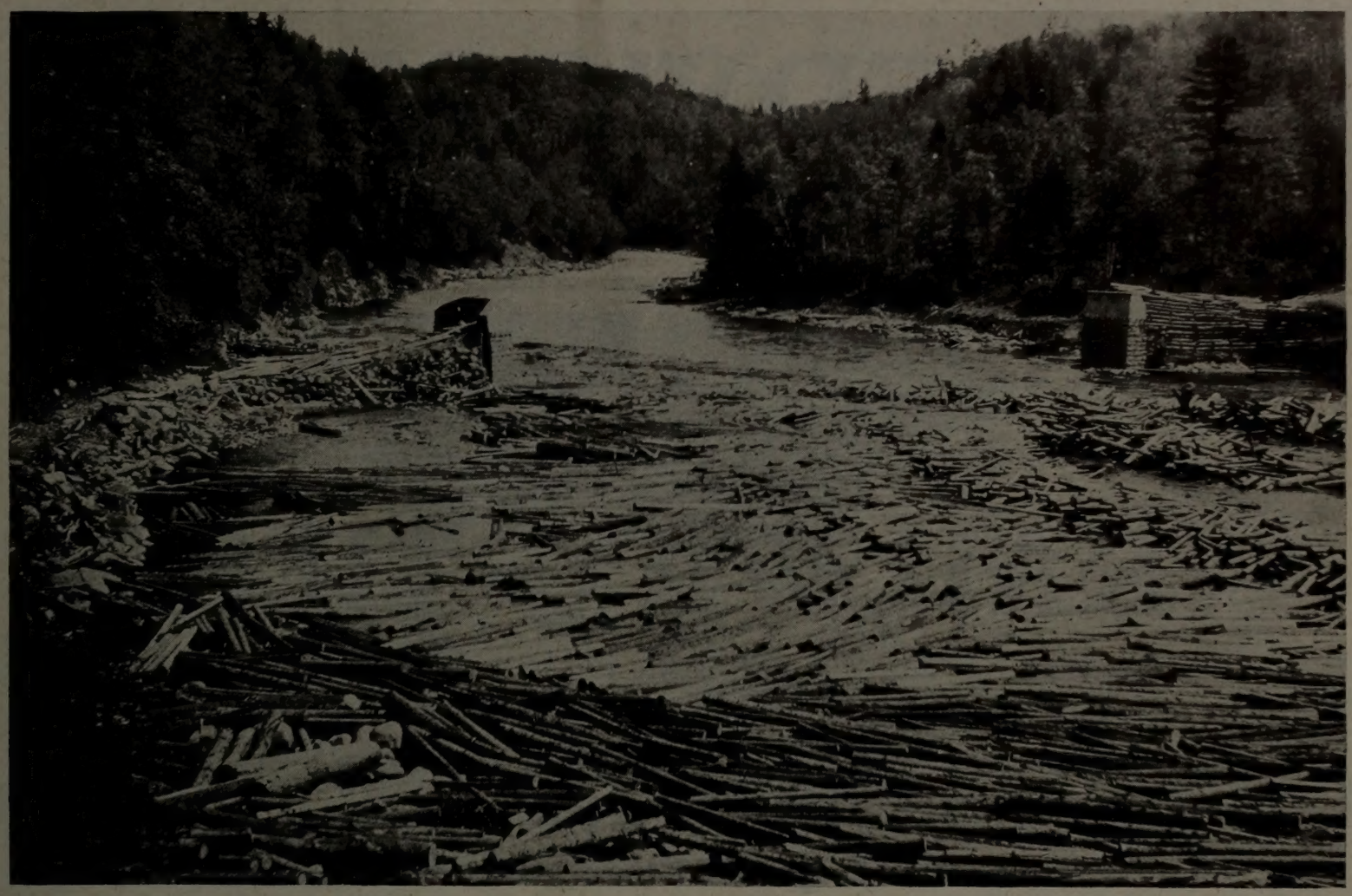
When ordering **"Amphibia"** belting state where the belt is to run.

***Write us for prices.***

*Sadler & Haworth*

*Tanners and Manufacturers*

| MONTREAL | TORONTO | ST. JOHN, N. B. | WINNIPEG | VANCOUVER |
|---|---|---|---|---|
| 511 William St. | 38 Wellington St. E | 89 Prince William St. | Galt Building | 27 Columbia Ave. |



View of logs in Sturgeon River


# White and Norway Pine Dimension Timber

| | | | |
|---|---|---|---|
| 6 x 6—12/16′, | 25,000′ | 10 x 10—12/16′, | 65,000′ |
| 6 x 8—12/16′, | 50,000′ | 10 x 10—20/24′, | 52,000′ |
| 8 x 8—12/16′, | 25,000′ | 10 x 12—16′, | 45,000′ |
| 8 x 8—20/24′, | 38,000′ | 12 x 12—11/14′, | 34,000′ |
| 8 x 10—12/16′, | 22,000′ | 12 x 12—16′, | 105,000′ |
| 8 x 10—18′, | 16,000′ | 12 x 12—20/28′, | 40,000′ |
| 8 x 10—20/28′, | 13,000′ | 12 x 12—20/28′, | 28,000′ |
| 8 x 12—16′, | 5,000′ | | |

**When you want the best in WHITE and NORWAY PINE, write or wire us for prices.**

***Dressing Done on Short Notice.***

# George Gordon & Company

Limited

CACHE BAY - - ONTARIO

# REDWOOD

our big specialty. The versatile wood. You have read our previous messages and know what this wonderful and economical wood is.

# BIG TIMBERS

our hobby. The bigger the better.

# RAILWAY TIES

our big line and everything in lumber. Second to none.

***TRY OUR QUALITY GOODS AND EFFICIENT SERVICE.***

## Canada Lumber Sales Co., Limited

**145 St. James Street, Montreal**

# Spruce, Hemlock and Hardwoods

***We have on hand ready for shipment:—***

| | |
|---|---|
| 1,000,000 ft. | Merchantable Hemlock 1″, 2″ and 3″, lengths 9 ft. to 26 ft., widths 4″ to 11″, each length and width piled separately. |
| 1,200,000 ft. | Merchantable Spruce 1″, 2″ and 3″, lengths 8 ft. to 24 ft., widths 4″ to 12″, piled separately. |
| 700,000 ft. | Hard Maple 1″, 1¼″, 1½″, 2″ and 3″, sawn on grade. |
| 250,000 ft. | 1″ and 1½″ Beech, sawn on grade. |
| 125,000 ft. | 1 x 4 & up Basswood L.R., No. 2 C. & B. |
| 125,000 ft. | 1″ M. C. Ash. |
| 70,000 ft. | 1″ M. C. Elm. |

We specialize in timbers—lengths 10 ft. to 26 ft. long, and we have facilities for Dressing.

***Send us your inquiries***

## Fassett Lumber Company, Limited

**Fassett, Que.**

# Our Wish to the Trade

Is

# A Happy and Prosperous New Year

For 1915

## The Long Lumber Company

HAMILTON, ONT.

# "Beat It"

## If it is HOCKEN'S HEMLOCK You Can't

You simply can't beat the unvarying good quality of Hocken's Hemlock. We can make any size shipment—promptly.

## Hocken Lumber Company, Limited

Otter Lake Station, Ont.

TRADE T MARK (REGISTERED)

DRY WHITE PINE

2 x 7 - 12/16
2 x 8 - 12/16
2 x 9 - 12/16
6/4 x 8 - 12/16
6/4 x 8/10 - 12/16

Watson & Todd, Ltd., Ottawa, Ont.

The
Harris Tie & Timber Co.
Ottawa - Canada
Lumber - Lath - Shingles
Cedar Poles and Posts
Railway Ties - - Piles

The
Georgian Bay
Lumber Co.
Limited
Waubaushene, Ontario

Manufacturers of High Grade
Lumber
and Laths

Fraser Bryson
Lumber Co., Ltd.
Wholesale Lumber Dealers
Selling agents for Fraser & Co., Manufacturers
Mills at Deschenes, Que., near Ottawa

White Pine
Red Pine
Spruce
Lumber and Lath

Office, Castle Building 53 Queen St. Ottawa, Can.

JOHN GILLIES, President
DAVID GILLIES, Vice-President.
J. S. GILLIES, Sec.-Treas.

Established 1873

GILLIES BROS.
Limited

Mills and Head Office
BRAESIDE, ONT.

Manufacturers of
WHITE PINE
RED PINE
SPRUCE

New York City: Guy E. Robinson, 1123 Broadway

# BARTRAM BROTHERS, LIMITED
## OTTAWA, CANADA

# SPRUCE, RED AND WHITE PINE

***We Offer for Immediate Shipment, Dry Merchantable Quebec Spruce, Culls Laid out.***

| | | | |
|---|---|---|---|
| 2 x 3 x 8/16 ft. | 24,432 ft. | 1¼ x 3 x 8/16 ft. | 13,687 ft. |
| 2 x 4 x " | 730,640 ft. | 1¼ x 4 x " | 92,735 ft. |
| 2 x 5 x " | 400,000 ft. | 1¼ x 5 x " | 17,094 ft. |
| 2 x 6 x " | 148,000 ft. | 1¼ x 6 x " | 14,093 ft. |
| 2 x 7 x " | 14,000 ft. | 1¼ x 7 x " | 3,369 ft. |
| 2 x 8 x " | 40,000 ft. | 1¼ x 8 x " | 67,238 ft. |

We can dress and match to order, shipping straight or mixed cars. Write us for quotations. We have a large stock of Jack Pine and Norway Pine in good shipping condition. Your enquiry will receive prompt and careful attention.

**B**romley can submit attractive prices.

**R**eal choice red and white pine stock.

**O**dd lots go at bargain prices.

**M**ississaga reserve timber—my stock.

**L**argest orders filled promptly.

**E**very board carefully graded.

**Y**ou should get my wholesale prices.

**William H. Bromley**
Pembroke
Ontario
Canada

# FIR TIMBERS FIR FINISH

Fir Casing, Base, Interior Finish and Mouldings

RED CEDAR SHINGLES CEDAR BEVEL SIDING

# E. H. HEAPS & CO., LIMITED

VANCOUVER, B.C.

Mills at Ruskin and Vancouver, B. C. | HEAD OFFICE: 446 Hastings St. West, Vancouver, B. C.

**Charlemagne & Lac Ouareau Lumber Co.**
Mills: Charlemagne, Montcalm, St. Adele

**The Gres Falls Company**
Mills: Three Rivers and Cape Madelaine

**St. Gabriel Lumber Co., Limited**
Mill: St. Gabriel de Brandon
Head Office: 524 Board of Trade, Montreal, P. Q.

Manufacturers of
**Spruce and Pine Lumber and Ground Wood Pulp**

**THE PACIFIC LUMBER CO.**

The Largest Manufacturers of
**California PXTL Redwood**
in the world.

Used for every purpose for which a soft wood is adapted.
Furnished in any width and thickness.
Manufactured goods of all kinds.

Exclusively Represented by
**John D. Mershon Lumber Company**
Saginaw, Mich. | New York 1 Madison Ave. | Chicago 1657 Monadnock Bldg.

# Fraser Limited
Fredericton, N. B.

SELLING AGENTS FOR

**Donald Fraser & Sons, Limited**
Cabano, P. Q.

**Fraser Lumber Co., Limited**
Plaster Rock, N. B.

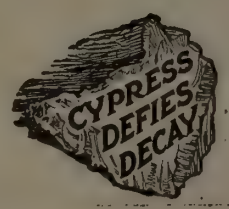
**F & M Lumber Co., Limited**
Whitworth, P. Q.

MANUFACTURERS OF

**Spruce Lumber**
Rough and Finished

**Shingles, Lath, Piano Sounding Board Stock, etc.**

**Our Mills Produce and We Market as Much**
# GENUINE LOUISIANA RED CYPRESS
**As All Other Concerns Combined**




250,000,000 feet constantly in stock insures filling any reasonable order promptly.
Our Canadian trade is constantly increasing and we are always striving to merit a still larger increase.

*Our salaried salesmen receive credit for mail orders. Try us.*

**LOUISIANA RED CYPRESS COMPANY**
Hibernia Building New Orleans, La.

# CAMERON & CO., LIMITED

OTTAWA WHOLESALE CANADA

OAK FIR WHITE PINE

## Specialty --- Dimension Timber

HEMLOCK YELLOW PINE NORWAY PINE

Lumber
Lath
Shingles

EASTERN AGENTS
NORTH PACIFIC LUMBER CO., Limited
MILLS AT - - BARNET, B.C.

TIES
POLES
POSTS

ESTABLISHED 1855

## THE McGIBBON LUMBER CO.
OF PENETANGUISHENE

Manufacturers of and Dealers in

**Lumber, Lath, Shingles, Etc.**

HEMLOCK BILLSTUFF a Specialty of which we have the Best Assortment on Georgian Bay.

Don't wait to write. Phone us your requirements.

All stock sized or matched if required.

**Our Yards are Unequalled for Drying Lumber**

## Canada Pine Lumber Co.
Limited

Mills at Kearney, Ont.

*Manufacturers of*

## White Pine Lumber

Head Office, Hamilton, Ont.

## California White Pine
## California Sugar Pine
## and Arizona Soft Pine

Best Stock for Factory and Pattern Lumber

Ask **LOUIS WUICHET**

Room 716 Railway Exchange, CHICAGO, ILLINOIS

F. N. WALDIE, President. R. S. WALDIE, Vice President. W. E. HARPER, Secretary.

# The Victoria Harbor Lumber Co., Ltd.

Manufacturers of

## Lumber, Lath and Shingles

Mills at Victoria Harbor, Ont.

HEAD OFFICE,
12-14 Wellington Street East, TORONTO, ONT.

JOHN MCKERGOW, President — W. K. GRAFFTEY, Managing-Director

**The Montreal Lumber Co. Limited**

**Wholesale Lumber**

Ottawa Office: 46 Elgin St. — Montreal Office: 759 Notre Dame St., W.

**WHOLESALE DEALERS**

**SPRUCE**

13 Foot and 16 Foot

**Lath and White Cedar Shingles**

**CHRISTY-MOIR CO.**

149 Broadway, New York City

**FOR SALE**
**HARDWOOD LUMBER**

Dimension Stock, Mattress Frames, Hard and Soft wood slabs cut to lengths required. Hemlock, Cedar, Posts.
Orders receive prompt attention.
PHONE 37 — RESIDENCE 15
**JOHN P. NEWMAN,** Wiarton, Ont.

**HAEBERLE LUMBER CO.**
LUMBER AND TIMBER
White Pine, Norway, Yellow Pine, Hemlock
Oak Mouldings, Doors, Sashes and Blinds, Cedar Poles and Ties.
Yellow Pine Timber a Specialty.
Interior Trim Mill Work.
NIAGARA FALLS, N.Y.

STAONAL MARK
Hexagonal Lumber Crayon No. 9.

**STAONAL LUMBER CRAYONS**
Waterproof — Permanent
Will not wash or rub off.
SUPERIOR MFG. CO., LIMITED
39 Church Street, Toronto

**BAUGHMAN'S BUYER AND SELLER**
*Special Price, $1.00*
Canada Lumberman - Toronto

**Hardwood Flooring**
The Celebrated Diamond Brand
End Matched, Bored, Polished and Bundled
Manufactured by
**SIEMON BROS., LTD.**
For prices write
W. T. EAGEN
Selling Agent for Ontario and Quebec
2 Toronto Street,
Phone M. 2814 — TORONTO

# Lumber

**Good Grades — Right Prices — Prompt Shipments**

**Canadian Hardwood. National Grading Rules**

**Birch**
**Basswood**
**Maple**
**Elm**
**Beech**
***All Thicknesses***

Also full line in

**White, Red**
and
**Jack Pine**
***All grades and sizes.***

***Get in touch with us for prices***

**C. G. Anderson Lumber Company, Limited**

Manufacturers and Strictly Wholesale Dealers in Lumber

**206 Manning Chambers**
**Toronto**

WE Buy, Sell and deal in all kinds of Lumber and Timber in Canada and United States: Spruce, White Pine, White and Basswood, Ash, Cedar, Douglas Fir, Beech, Birch, Walnut, Cherry, Chestnut, Cottonwood, Hemlock, Maple, Norway Pine, Short and Long Leaf Yellow Pine, Oak, Redwood, Birch, Maple and Oak Floorings, Pulpwood Ties, and Cedar Poles.

**AUGER & SON**
QUEBEC

**The Canada Wood Specialty Co., Limited**
Manufacturers:
Lumber, Hardwood Flooring, Handles, Poles, Bed Frame Stock, Cheese Box Hoops, Heading, Baskets, Etc.
Write, Telegraph or Telephone your orders
Orillia, Ont.

**R. LAIDLAW LUMBER CO.**
LIMITED
Toronto
Sarnia
Buffalo

**The Rimouski Industrial Co., Ltd.**
(La Cie Industrielle de Rimouski, Ltee.)
**Dressing of wood in transit on the Intercolonial Railway.**

SPECIALTIES
Sawed Hemlock
Red Cedar Shingles
White Pine Lath
Bass and Poplar Siding

**James Gillespie**
Pine and Hardwood
**Lumber**
Lath and Shingles
North Tonawanda, N. Y.

**James W. Sewall**

TIMBER Estimates, Topographic and Boundary Surveys, Planting, Logging Maps, Portable Mill Operations.

Technical Training Thoroughness Experience

141 Centre Street
OLD TOWN, MAINE

**HOBART & CO.**
CHOICE
***Southern Hardwoods***
*Cypress, Kiln Dried North Carolina Pine*
Send Us Your Inquiries
53 State St., BOSTON, MASS.
Yard at Prison Point
Cable Address "Hobco Boston."

**The Penetanguishene Planing Mill Sash and Door Factory**
Planing of all kinds done by carload. Railroad Switch in connection with mill.
All classes of building material, lime and cement for sale.
ALPHONSE TESSIER, Builder & Contractor
PENÉTANGUISHENE, ONTARIO

**Do you know the worth of your Timber Lands?**
My methods of cruising, based on 24 years' experience, will prove as valuable to you as they have to many large Banking and Bond Houses, Railroads, Corporations, and private Investors in the United States and Canada,
Whether you want to buy, bond or sell I can be of service to you.

**F. R. MEIER**
Consulting Forester
1 Broadway NEW YORK
Formerly: Forest Expert U. S. Forest Service, State Forester of New Jersey, Timber Expert Penna, Forest Commission, etc.

**Guessing on Timber Yield**
no longer satisfies the man who wants to know what he is buying, selling, or operating.
Our estimates furnish dependable information not only as to quantity but also quality and accessibility of timber and advice as to most efficient operation.
*Write for particulars.*
**Munson-Whitaker Co.**
*Consulting Forest Engineers*
Chicago, 512 Cont. and Comm. Bank Bldg.
New York 470 Fourth Ave. Boston 622 Tremont Bldg.
Pittsburgh, 900 Arrott Bldg.

**"Well Bought is Half Sold"**

***We Offer the Following Special Lines—***
***For Quick Sale***

| | | |
|---|---|---|
| 2 Cars | 4 x 4 to 6 x 6 | Sound Cedar Squares |
| 100,000 Ft. | 5/4 | 1st and 2nd Basswood |
| 2,500 " | 8/4 | " " " |
| 2,500 " | 16/4 | " " " |
| 12,000 " | 8/4 | 1st and 2nd Soft Elm |
| 17,000 " | 4/4 | No. 1 C. & B. Soft Elm |
| 22,000 " | 8/4 | No. 1 C. & B. Soft Elm |
| 50,000 " | 4/4 | No. 2 C. & B. Birch |
| 13,000 " | 3 x 8 to 16"—10 to 16 ft. | 1st and 2nd White Ash |
| 13,000 " | 2 x 6 and up—10 to 16 ft. | No. 1 C. & B. White Ash |

**Hardwoods Thoroughly Dry**
**Your Inquiries Will Have Prompt Attention**

**Graves, Bigwood & Co.**
MANUFACTURERS OF
**Pine and Hemlock Lumber**
1026-32 Traders Bank Bldg, Toronto, Ont.
Mills: Byng Inlet, Ont.

We are Buyers of
**Hardwood Lumber**
Pine and Spruce
Veneers (3 or more ply) Handles (all descriptions)
**Staves Hoops Headings**
**JAMES WEBSTER & BRO., Ltd.**
Bootle, Liverpool, England
London Office:
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**Cant & Kemp**
52 St. Enoch Square
GLASGOW
**Timber Brokers**
Cable Address, "TECTONA," Glasgow
A1 and A B C Codes used

**FARNWORTH & JARDINE**
Cable Address: Farnworth, Liverpool
WOOD BROKERS and MEASURERS
2 Dale Street, Liverpool, and Seaforth Road, Seaforth, Liverpool England

For Sale by Owners
**B. C. Timber Lands**
Located on three New Railroads { G. T. P. C. N. R. P. G. E.
E. THOMAS
578 Richards St., Vancouver, B. C.

**Order To-Day we Ship Tomorrow**
***Gulf Cypress***
Kiln-dried North Carolina Pine, Long Leaf Timber, Whitewood, Cypress Shingles.
From our wharves in Portland, Maine
**Wilson Lumber Co.**
Portland, Me.

# Austin & Nicholson

Chapleau, Ontario

## Rough and Dressed Lumber and Lath

We specialize on cutting to order all sizes of

**Dimension Timber**

also on

**Dressing**

in car or mixed lots 1″, 2″ and 3″ to customer's specifications.

***Write us for particulars***

We handle

# Everything in Lumber

***Write or wire for prices and stock lists.***

## The McLennan Lumber Co.

Limited

21 Dorchester St. W. Montreal, Que.

We invite correspondence re

## *"Dalhousie" Brand N. B. Cedar Shingles* of all grades

Special Prices for shipment to

***All Ontario Points***

## Dalhousie Lumber Co., Limited

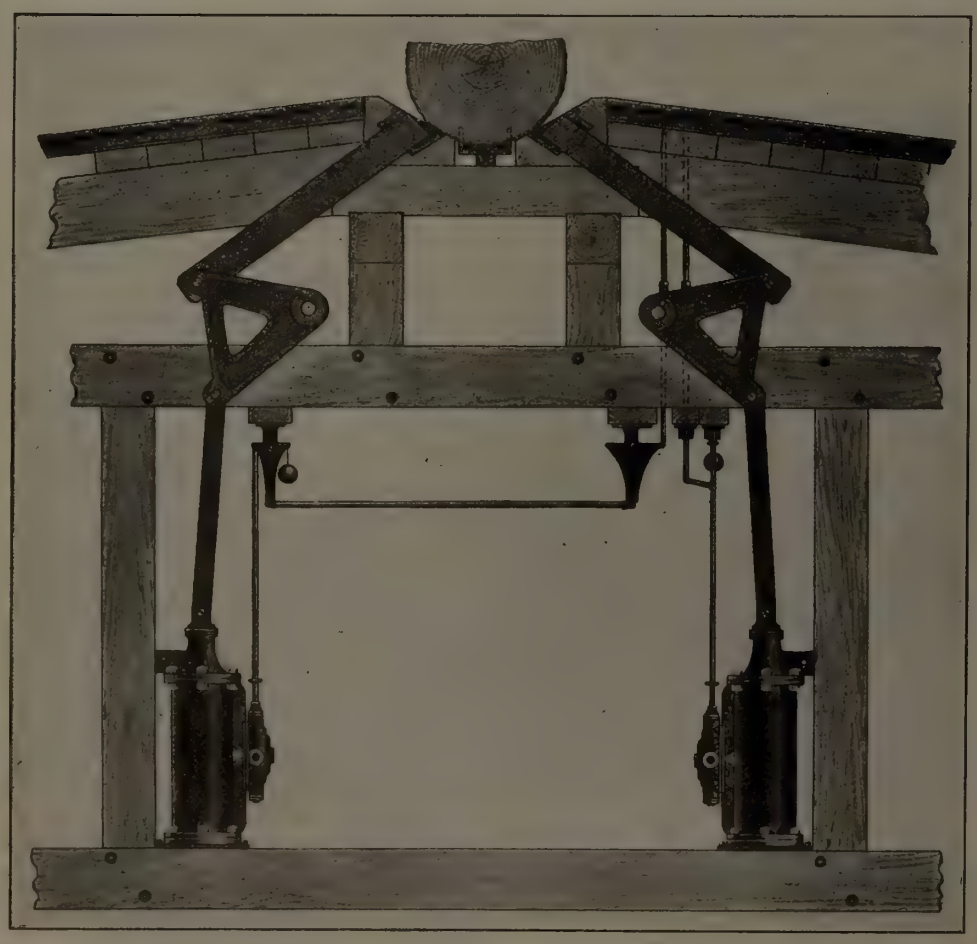
Dalhousie, New Brunswick

Agents for Ontario R. Laidlaw Lumber Co., Limited Toronto

# WM. E. HILL COMPANY

KALAMAZOO MICH., U. S. A.

MANUFACTURERS OF SAW MILL MACHINERY



*"The line that is imitated."*

## Kelly Steam Kicker, or Log Unloader

The purpose of this machine is to push logs out of the log trough. The cut shows a machine for a double mill. For a single mill one side only would be used. We can furnish these machines with any number of arms and with cylinders from ten inches to eighteen inches diameter. Time and use have proven these machines thoroughly practical and satisfactory.

***Send for our Catalog.***

# TORONTO

Highest Grade

## Extra Clear XXX
## B. C. Red Cedar Shingles

in Transit

If you want quick delivery write, wire or telephone

**C. A. Larkin Lumber Co'y., Limited**
TORONTO, ONTARIO

## JOHN DONOGH & CO.

Wholesale Dealers

## HEMLOCK SPRUCE

*Dry stock in all sizes.* *Quick shipments.*

1205 TRADERS BANK BUILDING, TORONTO

## FRANK H. HARRIS LUMBER CO., LIMITED

32 Church Street, - TORONTO, ONT.

## Yellow Pine and B.C. Shingles always in transit

*Selling Agents for*

**MEMPHIS VENEER & LUMBER CO.**
Manufacturers
Honduras Mahogany and Sawn Veneers
MEMPHIS, - TENN.

**JAMES E. STARK LUMBER CO.**
Manufacturers
Oak, Ash, Poplar and Cypress
MEMPHIS, - TENN.

## MIXED CARS

of Pine and Hardwood Lumber

PROMPT SHIPMENTS

## SPRUCE PILING

We can ship immediately, in good sized lots, Spruce Piling, 30 to 60 feet long, 6 to 8 inches at small end.

**Oliver Lumber Co. of Toronto, Ltd.**
Confederation Life Building, Toronto

## PILING

Our Specialty

We always have on hand a full line of Spruce and Tamarac Piles, 25 to 50 feet in length.

We offer for immediate shipment
Dry Spruce—2 x 4, 2 x 6 and 2 x 8.

## ARTHUR N. DUDLEY

Lumber, Lath and Shingles

109 Stair Building Toronto Phone M 6368

## FOR SALE—1913 CUT

| | | |
|---|---|---|
| 36,000 ft. 1 x 4, 6/11' | Com. & Drsg. | White Pine |
| 50,000 ft. 1 x 4, 12/16' | Box & Com. | White Pine |
| 120,000 ft. 1 x 4/7, 10/16' | M. R. | Red Pine |
| 8,000 ft. 2 x 5, 10/16' | M. R. | Red Pine |
| 6,000 ft. 2 x 7, 10/16' | M. R. | Red Pine |
| 12,000 ft. 5/4" x 4" & up, 10/16' | M. R. | Red Pine |
| 14,000 ft. 6/4" x 4 & up, 10/16' | M. R. | Red Pine |
| 50,000 ft. 1 x 10/12, 10/16' | M. C. | White Pine |

WE WILL MAKE PRICE TO MOVE THIS STOCK.

**The Elgie & Jarvis Lumber Company, Limited**
18 Toronto Street Tel. M. 5584 TORONTO, ONT.

## We Have for Immediate Shipment:—

| | |
|---|---|
| 300,000 1" No. 1 C. & B. Birch | 50,000 2" No. 1 C. & B. Birch |
| 60,000 2" No. 1 C. & B. Maple | 20,000 1" No. 1 C. & B. Maple |
| 60,000 2" No. 1 C. & B. Elm | 150,000 1" No. 1 C. & B. Elm |
| 100,000 1" Cull Elm | |

This stock was cut early, is dry, and was taken from an exceptionally good run of logs. We are quoting attractive prices on this lumber for prompt shipment.

**SPEARS & LAUDER** Manufacturers & Wholesale Dealers
501 Kent Bldg., TORONTO

# Mason, Gordon & Co. 80 St. Francois Xavier Street, Montreal, Que.

# Everything in Timber

Car and Cargo lots only

**Douglas Fir, Pine, Hemlock, Spruce, Yellow Pine and Oak**

Write, Wire or 'Phone for Prices - **Western Office:—Pacific Building, VANCOUVER, B. C.**

## To the Owner of Timber Lands

Far sighted owners of timber lands should take advantage of the times incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. This is certain to come at no distant day. Therefore cultivate a closer acquaintance with your holdings, and the best method of marketing them. Let us prepare the way for you. Remember, we not only report on the property, but assist in marketing the bond issue when necessary. Send for our booklet.

## L. E. Campbell Lumber Company

**Cruising and Engineering Department**

**2234 Dime Bank Bldg. - - DETROIT, MICH.**

## T. H. Garrett Lumber Co.

Manufacturers of . . . . . **YELLOW PINE LUMBER**

*Mills:—*
Selma, La.
Jena, La.
Melton, La.
Waukegan, Tex.
Buena Vista, Ark.

**Long Leaf Timbers, Short Leaf Finish and Railroad Material**

Send your inquiries and orders to:—

*General Sales Office*

**Suite, 1220 Chemical Building, ST. LOUIS, Mo.**

# Loans on Timber Lands

## For Long Periods of Time in Amounts from $25,000 and up

We have been in the lumber business for over half a century.

We now control and operate a number of mills. We also loan money to lumbermen.

It will be to your advantage to deal with practical men who know the requirements of the lumber trade all over Canada.

Our business is to know the wants of the lumbermen and to meet them.

## Ontario Bond Corporation of Canada, Limited

HAMILTON, ONTARIO

# River Ouelle Pulp & Lumber Co.

*Manufacturers of*

# SPRUCE

**Lumber Lath Pulpwood**

**CORRESPONDENCE SOLICITED**

*Mills at:*

**St. Pacome, Que., Canada**

**On I. C. Ry. 75 Miles East of Quebec City**

# HARDWOOD LUMBER

## United States Manufacturers and Wholesalers seeking Canadian Business


## Hoffman Brothers Company

**Fort Wayne, Indiana**

**Manufacturers of Hardwoods—Any Thickness From**

**1/30″ SLICE CUT VENEER**
**1/20″ SAWED VENEER**
**to**
**2″ BAND SAWED LUMBER**

**Specialty:**

**QUARTERED WHITE OAK**

## LOUISIANA RED CYPRESS

QUARTERED OAK PLAIN OAK
POPLAR ASH

***Yards at Nashville, Tenn.***

We can ship you promptly any of the above Stock, Carefully Inspected

**WE WOULD LIKE TO HEAR FROM YOU**

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**Real Estate Trust Bldg., Philadelphia, Pa.**

Canadian Representatives:
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Mr. Gilbert B. Woodhull, Box 54, Toronto, Ont.

**We take this opportunity of wishing all of our friends and patrons**

## *The Season's Best Greetings And A Happy And Prosperous New Year*

## The Stearns Salt & Lumber Co.

**Ludington, Michigan, U.S.A.**

## W.M.RITTER LUMBER COMPANY

**Below is List of Dry Lumber We Can Ship Promptly**

POPLAR
We can furnish all thicknesses and grades from 5/8 to 4 in.

RED OAK
4/4 firsts and seconds, 2 cars.
5/4 firsts and seconds, 1 car.
6/4 firsts and seconds, 1 car.

WHITE OAK
3/8 firsts and seconds, 1 car.
1/2 firsts and seconds, 1 car.
3/4 firsts and seconds, 2 cars.
4/4 firsts and seconds, 1 car.
5/4 firsts and seconds, 3 cars.
6/4 firsts and seconds, 3 cars.
8/4 firsts and seconds, 2 cars.
No. 1 common we can furnish in all thicknesses from 3/8 to 2 in.

CHESTNUT
Can furnish all grades and thicknesses from 4/4 to 8/4 in Chestnut.

BASSWOOD
Can also furnish any grades in 4/4 that you require.

The above is a list of dry stock which we can ship promptly. All our own manufacture, band sawed and thoroughly dry. Do not place your order before writing for prices.

**CANADIAN REPRESENTATIVE:**

**John Hall, Box 32, Toronto, Canada**

**Phone College 6997**

W.M.RITTER LUMBER COMPANY — COLUMBUS, OHIO — W.M.RITTER LUMBER COMPANY

## Canada's Big Hardwood Market

There is an increasing demand in Canada for Hardwoods and Veneers. The specialized woodworking industries of this country are away the best managed and most progressive industries. They have a world wide market for their goods.

Reach the lumber and veneer buyers of Canada's woodworking plants through this paper, the recognized authority in the field.

**Canada Lumberman and Woodworker, Toronto, Ontario**

# The OPERATING EXPENSE of

**a Shaw Motor-Headworks or Gasoline Warping Tug**

## IS LESS THAN $10.00 PER DAY

**This Includes, Full Crew (less log men) Fuel, Oil, Upkeep and Depreciation**

## IT WILL WARP 2,000,000 FEET OF LOGS or TOW 100 BOOM-STICKS

*Manufactured by* **RUSSEL BROTHERS - Fort Frances, Ont.**

## Not altogether what we say but what users say

"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

**West & Peachey - Simcoe, Ont.**

# Read & White

*Wholesale Lumber*

**Spruce, Hemlock and Hardwoods**

## Hemlock & B.C. Timbers

818 New Birks Bldg., MONTREAL

## The Saw-Mill Owners Sales Co.

**Representing 22 Mills - 6 Branches**

What about a mixed car of mouldings, turnings, doors with shingles and sidings.

*Send for our latest catalogue.*

It will pay you better than making them yourself. Lumber of all kinds.

*Your correspondence solicited.*

**Head Office: Coristine Bldg., MONTREAL**

# The Rat Portage Lumber Co., Ltd.

**With Mills at Winnipeg, Man. Vancouver, B. C. Harrison River, B. C. Kenora, Ont. Rainy River, Ont. and Banning, Ont.**

Manufacturers of

## Lumber, Lath, Shingles, Sash and Doors

And all kinds of Woodwork and Interior Finish. Also Box Shooks and Packing Cases. White and Red Pine Lumber, Maple Flooring, Hardwood Lumber, Turned and Band Saw Work, Cedar Posts and Poles, Tamarac, Piling etc.

ADDRESS HEAD OFFICE **The Rat Portage Lumber Co., Limited - Winnipeg, Man.**

D. C. CAMERON, President and General Manager.

# FIR TIMBERS

## *HIGH GRADE RED CEDAR SHINGLES*

LET US QUOTE YOU PRICES

**TIMMS, PHILLIPS & CO., LTD.**

**Birks Building, VANCOUVER, B. C.**

# Edward Partington

## Pulp and Paper Co., Limited

Head Office, St. John, N.B.

Mills: St. John, N.B. Blackville, N.B. Marysville, N.B.

Manufacturers of

# Bleached Sulphite Pulp

**Spruce, Pine and Hemlock Lumber, Laths**

**Hardwoods**

# Heavy Fir Dimension

***Is Our Particular Specialty***

*The Heavier it is the Better we like it*

**We Dress from 1 to 4 Sides up to 16-in. x 20-in., 60-ft.**

*Our grade is positively right, and prices will please*

## Timberland Lumber Co., Limited

**Head Office, Westminster Trust Bldg., NEW WESTMINSTER, B.C.**

Mills at Craigs on the B.C.E.R.

Shipment by C.P.R.R., G.N.R.R. or B.C.E.R.R.

# Thurston-Flavelle Lumber Company

*MANUFACTURERS OF*

## British Columbia Red Cedar Exclusively

4, 5 and 6 inch "CLEAR A" Cedar Bevel Siding.
8, 10 and 12 inch CLEAR CEDAR FINISH.
EXTRA XXX RED CEDAR SHINGLES.

**Eastern Agents, Gull River Lumber Co., Ltd., Lindsay, Ont.**

**Head Office and Mills, Port Moody, B.C.**

# We Are

interesting the contracting and lumber using trade of your locality in the use of ***Arkansas Soft Pine Short Stock***. We are telling them how to secure the very best quality of lumber at the very lowest price. Here is one response :

> ***I have read your Soft Pine advertisements. Does it come in 5 and 6 foot lengths, 4 and 6 inch widths and 4/4, 5/4 and 8/4 thicknesses? I would like to know about using it for window frames, as short lengths can be used for that work.***

# You Can

interest your trade. It will be a great advantage to you to be able to give your customers exactly what they want, the very best lumber in the form that can be used without waste.

¶ Try this panel ceiling advertisement in your local papers. An electrotype of the engraving will be furnished without charge. Use the text given.

***Order your next car of Arkansas Soft Pine end loaded with Short Stock.***

Include short ceiling, drop siding dimensions and finish. The remainder of the car will reach you in better condition. The end-loading will prevent shifting of the lumber.

***"Git aplenty while ye're gittin'"***

From

**Arkansas Lumber Company, - - Warren, Ark.**
**Cotton Belt Lumber Company, - - Bearden, Ark.**
**Crossett Lumber Company, - - Crossett, Ark.**
**Eagle Lumber Company, - - Eagle Mills, Ark.**
**Edgar Lumber Company, - - - Wesson, Ark.**
**Fordyce Lumber Company, - - Fordyce, Ark.**
**Freeman-Smith Lumber Company, - Millville, Ark.**
**Gates Lumber Company, - - - Wilmar, Ark.**
**Southern Lumber Company, - - Warren, Ark.**
**Stout Lumber Company, - - Thornton, Ark.**
**Valley Lumber Company, - - Reader, Ark.**
**Wisconsin & Arkansas Lumber Company, Malvern, Ark.**
**Arkansas Land and Lumber Company, Malvern, Ark.**

# Your Porch Ceiling

**Need not be a dreary stretch of uninteresting boards carelessly nailed in place. Inspect our stock of Arkansas Soft Pine Short Lumber and without increasing the cost, PANEL IT.**

Every contractor will appreciate the working advantage of this style of ceiling.

Every lover of the beautiful will appreciate its attractive features and the fact that adds to the value of the home.

**Construction Hints.**—The "beams" may be painted white or French gray; the panels should be stained forest green or russet brown and varnished. By blocking down the beams the depth of the "panel" may be increased with practically no addition to the cost.

**We are specializing** in **good** materials with which to build. Not one of them is more worthy of your attention than

**Arkansas Soft Pine**

(In reproducing this advertisement slightly larger and heavier type should be used on account of the difference in the quality of the paper on which it will be printed.

# Machinery and Timber For Sale

The undersigned offer for sale, in large or small blocks all their remaining timber lands, mills and town property situated in the Town of Parry Sound, Ont.; and other Lumber Equipment, including boom chains, plows, sleighs, etc.

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Shawanaga, Burpee, McConkey, Mills, Allen, Secord, Falconbridge and Street.

**We have the following Sawmill Machinery for sale:**

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 8-block right hand steam feed carriage fitted with steam set works, made by Wm. Hamilton, Peterboro, with 10-in. steam feed cylinder.

1 Double cylinder steam nigger, right hand.

1 Log Loader for right hand mill.

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 10 in. Double-cylinder steam feed carriage, left hand, for cutting 24-ft. logs.

1 left-hand steam nigger.

1 Log-loader.

1 Endless chain jack ladder with two kickers complete for right and left hand mills.

2 Roger Gang Edgers for 8-in. cants and lumber.

1 Waterous double edger, 6 saws.

2 2-saw trimmers.

1 20-ft. Slash table.

1 16-ft. Revolving Slash Table.

1 Horizontal Slab Resaw with 5-ft. wheels, made by Diamond Iron Works.

1 70-ft. Transfer Chain for sorting lumber, with necessary levers, rolls and transfer chains to complete outfit.

1 Lath Mill with bolter.

2 Lath Trimming Saws.

## FILING ROOM

1 Automatic Filing Machine for 12-in. D.C. band saws.

1 Automatic Grinding Machine for 8-in. S.C. band saws.

1 Automatic Machine for circular saws.

1 Hand Machine for cut-off saws.

1 Lap Grinder.

1 Set Band Saw Rollers and levelling blocks, with necessary swedges, a number of second-hand band, gang, edger and slash table saws.

## POWER PLANT

2 Double Duplex, high pressure Water Pumps.

5 60-in. x 16-ft. Return Tubular Boilers, allowed 125 lbs. steam.

2 125 h.p. Water Wheels.

1 Upright Engine for sawdust conveyor.

1 10 h.p. Engine.

1 Mitts & Merrell Hog.

1 Wood Machine for 22-in. wood.

1 Wood Machine for 16-in. wood.

1 Edger for ripping dry lumber, installed.

1 Edger for ripping dry lumber, not installed.

1 30 h.p. Generator, 250 volt.

1 30 light arc generator.

There is also a large quantity of shafting, pulleys, hangers, belting, tram cars and turn-tables, particulars of which may be had on application.

Also, contents of machine shop, containing Planer, Drill, Lathe and Machinery, with tools necessary for repair work.

All of the above open for inspection at Parry Sound.

The
## Parry Sound Lumber Co.
Limited

**26 Ernest Avenue, TORONTO, CANADA**

# SPUD

***for Bark Peeling, fills a long felt want.***

Made of Forged Steel with substantial Sockets uniform in size.

Prompt shipments in any quantity desired.

The
## Thomas Laughlin Company
**Portland, Maine, U.S.A.**

We also manufacture a large line of CONTRACTORS' SUPPLIES and MOTOR BOAT FITTINGS.

If a dealer, ask for our 450 page catalogue.

# For Packing

High pressure Steam Rods
Use Garlock Style Number 200

Medium Pressure Steam Rods
Use Garlock Style Number 446

Low Pressure Steam Rods
Use Garlock Style Number 333

Worn or Scored Piston Rods
Use Garlock Style Number 336

Cold Water Piston Rods
Use Garlock Style Number 99

Inside Packed Plungers
Use Garlock Style Number 260

Shot Gun Feeds
Use Garlock Style Number 445

Outside Packed Plungers
High Pressure Cold Water
Use Garlock Style Number 960

Outside Packed Plungers
High Pressure Hot Water
Use Garlock Style Number 1907

These Packings are Guaranteed to give Satisfactory Service under the above conditions.

Write for our new catalog.

## The Garlock Packing Co.
**Hamilton, Ontario**

**Branches:—**

Calgary Montreal Toronto Winnipeg

# C. Beck Manufacturing Company, Limited

PENETANGUISHENE, ONT.

# White and Norway Pine

**Penetang Sawn Lumber is Famous.**

**Let it Make You Famous.**

# H O E

# Chisel Tooth Saws

**The Choice of Lumbermen in two Hemispheres**

More than 80,000 of these saws are now in use in all parts of the world. Hoe Chisel Tooth Saws are backed by 86 years' experience in the manufacture of saws. They are made from the finest steel, evenly tempered throughout. Special Flanged Shanks and Superior Bits are supplied for sawing hardwood.

***We are the oldest Saw manufacturers in America***

## R. HOE & CO. 504-520 Grand Street, NEW YORK CITY

**Spruce**

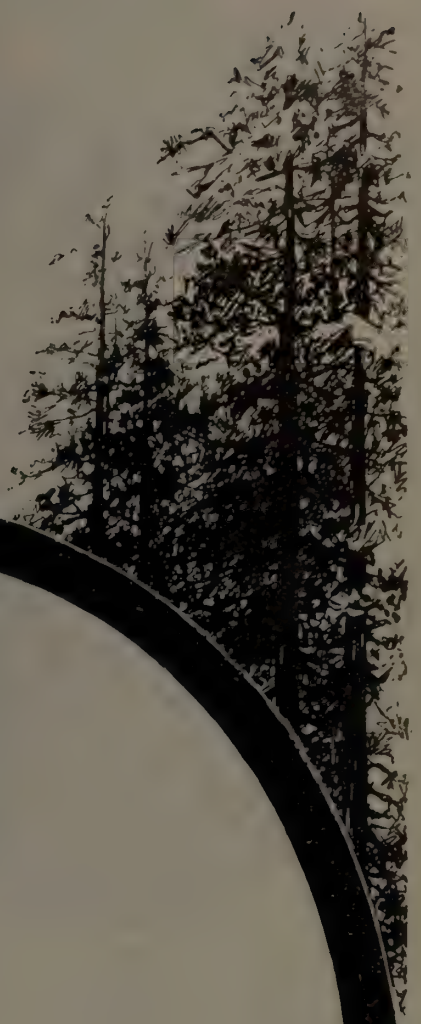
**White Pine**

**Banksian Pine**

**Birch**

***Get our stock list and prices.***

**QUEBEC & ST. MAURICE INDUSTRIAL COMPANY, Portland, Maine**



# Adams Pointers

are now used by the leading Lumber Manufacturers and Driving Companies throughout the Dominion. They offer advantages which every lumberman should enjoy.

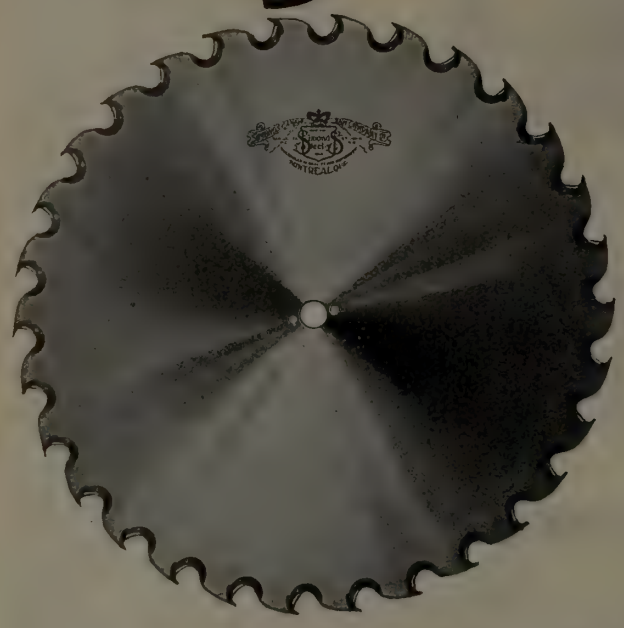
They do the work of alligators and tugs at less than half the expense.

Write for catalog and blue prints.

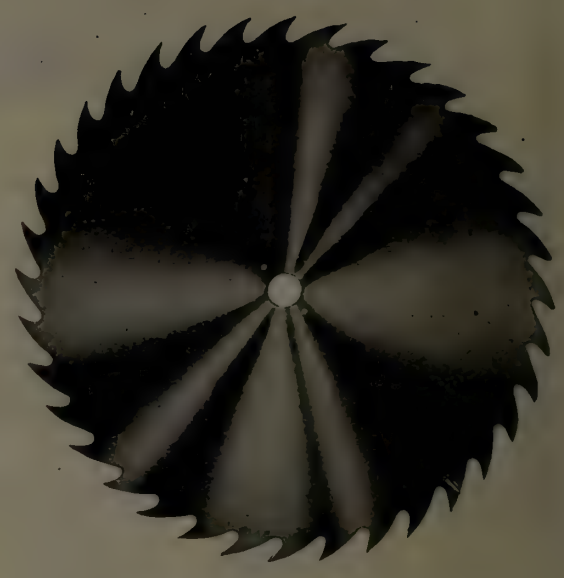
## Adams Launch & Engine Co.

PENETANG, ONT.

# SIMONDS SAWS



## ARE CANADIAN MADE



Principal Factory in Montreal. Shops in St. John and Vancouver.

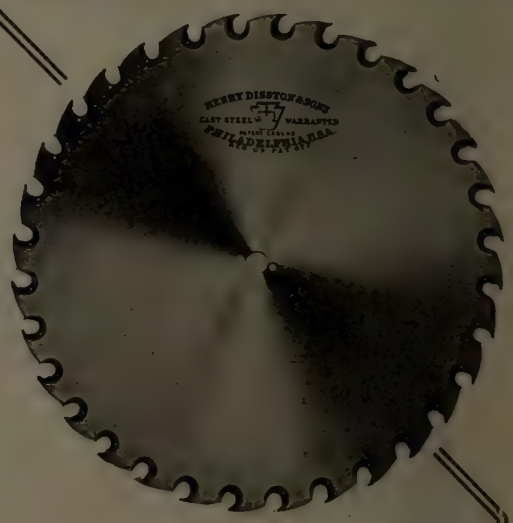
Just added to our Montreal plant a very large three-storey substantial brick building, almost doubling the plant's capacity.

That's what we do for Canada. You can count on us for Saws or Planer Knives of any kind or size.

## SIMONDS CANADA SAW CO., LIMITED

VANCOUVER, B.C. MONTREAL, ST. JOHN, N.B.

# Maximum feed through the heaviest cuts with the DISSTON Chisel Tooth Saw



The large throat-room secured in the Disston design insures easy running. Choking down is practically impossible even under the heaviest feeds—insuring the greatest possible output per horse-power applied.

The extra large chambering capacity in the Disston chisel tooth saws in connection with perfect side-clearance, highest grade material and workmanship adapts these saws to the manufacture of lumber from the log in any class of wood.

DISSTON 1840 1915 JUBILEE

Reg. U. S. Pat. Off.

***Write today for full information and our new book "Saw Appreciation".***

## Henry Disston & Sons, Inc.

**Keystone Saw, Tool, Steel and File Works**

**Philadelphia, U. S. A.**

Canada Lumberman & Wood Worker

Issued on the 1st and 15th of every month by

**HUGH C. MACLEAN, LIMITED, Publishers**

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"The Canada Lumberman and Woodworker" is published in the interest of, and reaches regularly, persons engaged in the lumber, woodworking and allied industries in every part of Canada. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

Authorized by the Postmaster General for Canada, for transmission as second class matter.

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Vol. 35 Toronto, January 1, 1915 No. 1

# Ontario's Compensation Act Now In Force

The Ontario Workmen's Compensation Act comes into effect with the opening of the New Year. Its provisions are of the utmost importance to the lumbering industry of the province, and lumbermen should make themselves as thoroughly conversant with the situation as possible. During the past year we have published a number of articles analyzing the Act from the lumberman's point of view, and reporting the course of events in connection with the passing of the Act and the arrangement for putting it into effect. Some of the points which were explained may be briefly mentioned once more. The bill provides that compensation for injury must be paid to an employee regardless of questions of negligence. The compensation is to be adjusted by a government appointed commission, the fund being raised by a tax upon employers arranged in groups in accordance with the estimated hazard in connection with the different industries. The amount of compensation is based upon certain schedules and percentages fixed by the Act, the maximum being 55 per cent. of the injured man's former earnings; which payment is to be continued during the period of disability, and if necessary for life. In cases of death, certain fixed monthly payments are to be made to the widow during her life, or to other dependents for varying terms.

Manufacturers, lumbermen, builders, etc., are placed in schedule 1 of the Act, which requires them to contribute to an accident fund in such a manner as to furnish insurance for employees, paid for by employers and administered by the commission which has charge of the carrying out of the Act.

Farmers and employers of domestic servants practically form a separate class, largely unaffected by the Act, although probably subject to it, in so far as the farmer may be considered as engaged in manufacturing. There is apparently in the bill a great vagueness in the boundary between many of the classes subject to different regulations under the Act. A farmer who happens to be taking a few logs out of his bush might be classed under the group of manufacturers, lumbermen, etc., in case his farm hand or servant were injured while taking out the logs. The injured man would thus be entitled to compensation coming from the fund contributed by this class, although the farmer had never been formerly grouped in this class. The farmer would, of course, be called upon to pay his premium, but a great number of other farmers similarly situated could not be got at unless accidents happened to their farm hands in a similar manner. Thus the large manufacturing employers would be paying for insurance to benefit these men who, to all practical intents and purposes could not be reached for the payment of the premium.

Apparently an effort has been made to overcome some of the difficulties arising out of this situation by the recent passing of an Order-in-Council placing various specified industries and lines of business under definite clauses of the Act, and excluding various lines of business from part one of the Act. According to this Order-in-Council, lumber yards (including the delivery of lumber) carried on in connection with sawmills and the creosoting of timbers are added to class one of schedule one, which already included lumbering; logging, river-driving, rafting, booming; sawmills, shingle mills, lath mills, the manufacture of veneer and of excelsior, and the manufacture of staves, spokes, or headings.

Another provision of the new Order-in-Council places lumber yards (including the delivery of lumber) carried on in connection with planing mills or sash and door factories, and the manufacture of matches and shade rollers in class 4 of schedule one. This class already included planing mills, sash and door factories, manufacturers of wooden and corrugated paper boxes, cheese boxes, mouldings, window and door screens, window shades, carpet sweepers, wooden toys, articles and wares or baskets. Cooperage, not including the making of staves or headings, is also added to this class.

An interesting clause of the new Order-in-Council is one which says that, subject to any other regulation of the Board, every undertaking which consists of work or service (for example, the delivery of goods), for which no direct charge is made and which is incidental to an industry under Part I. carried on by the employer who performs such work or service, is added to or included in the class in which such industry is included. When such an industry is incidental to an industry not under Part I. it is excluded from the operation of Part I.

From the above outline it will be seen that the lumbering industry, practically in its entirety, including the retail trade, is placed under Part I. of the Act, which requies that its employers shall contribute to a common fund, from which shall be paid, according to the provisions of the Act, and the findings of the Board, compensation to employees for injuries which they may sustain. The most important fact in connection with the whole situation, up to date, is that the rates charged to different employers, notices of which have recently been drawn up and distributed, disclose a situation suggestive of chaos in the matter of classification. Such ratings as the following are frequently reported:—A machine shop was rated at $1.50. The same rating was given to a cold drawn wire works business, and another cold drawn wire works of exactly the same character, just across the street was rated at $2. A third company carrying on the same business in the same city has been rated at 80c. Moreover, such information as we have been able to secure, up to date, indicates that this is not an accidental situation, but the general rule. The rates really indicate that the liability, as considered by the Board, is fully as drastic as the employers had feared; and that the proposal is, not merely to pay the compensation as it becomes payable, but to set up large reserves in government funds against future payments, a policy directly opposed to the chief principles upon which the employers based their advocacy of this kind of a compensation system.

In connection with this subject it is interesting to note that the lumbering industry in Ontario is already taking steps to organize for the purpose of encouraging the prevention of accidents, and that a similar movement has been started in connection with many other important lines of industry. Seven or eight industries have now secured charters with this end in view. A report of the movement for the formation of a Lumbermen's Safety Association will be found elsewhere in this issue.

# Lumber to be More Systematically Advertised

If there should arise, during these dull days, a man among the lumbermen who could set forth in a few definite words a practically certain method of inducing the consuming public to buy stocks in normal quantities, he would be heralded abroad as a man of genius. He might, as one of our contemporaries suggests, name his own salary, even choose his own employer. The difficulty in finding such men, in order to employ them is, that they do not remain as employees for any length of time; they soon join the employers.

The attention which the lumber manufacturing and selling world is giving nowadays to the problem of increasing, or even sustaining the volume of consumption is the one outstanding feature in connection with the whole industry. Trade conditions in all parts of the United States and Canada have lately been affected by a contageous fever, the symptoms of which are chiefly, anxiety about the attacks of substitute materials upon the lumber consuming public, and curiosity as to how these attacks can be met. Many prescriptions for the trouble have already been drawn up, and they have now resulted in a combined plan for holding a great meeting of representatives of all branches of the lumber trade at Chicago during the present month. Whether this meeting will pass a fine lot of resolutions and appoint some standing committees who will achieve very little in the end, or whether it will result in the creation of a vigorous institution under some such name as a Forest Products Federation (which has been suggested), which institution will conceive and put into operation a practical scheme for placing lumber before the consuming public in its well-merited light, remains to be seen. The important point is, that the great volume of discussion which has taken place upon this subject during the last few years, has developed into a concrete movement in the direction of co-operation on the part of all classes of lumbermen, with the object of finding a workable scheme for making the consumer take more lumber in the future than he has in the past. We believe that the meeting will result in agreement upon a plan for spending money to be raised from all those who are represented, upon some proportionate basis, and to be devoted to the purpose of publicity for lumber according to the methods most approved of by a special committee to be selected from among those in attendance. It will be the duty of this committee to give effect to the wishes of the lumber trade in this connection and we hope that it will be an exceptionally strong committee, for it will have to solve about the most difficult problem that has ever been presented to the lumber trade, upon the solution of which will depend a great deal of the future prosperity of the lumber industry.

The committee will have for inspiration, the success which has followed the efforts along the same lines put forth by the Cypress Manufacturers' Association, which is so well pleased with the results already secured that it recently decided to make an increased levy upon its members for advertising purposes. Other associations have followed similar plans with conspicuous success. In Canada, this movement is likely to secure considerable support. The British Columbia shingle manufacturers have already expressed their hearty accord with the movement and their willingness to share in the expense. It is to be hoped that other bodies of Canadian lumbermen will recognize that the work which is thus being planned in the United States can be rendered equally effective in Canada, and that they will give their enthusiasm and thought to assist in its success.

The public has been prompt to forget nearly everything that it once knew about lumber and its uses, and it is the belief of those who are most active in this movement that education regarding lumber will do much to revive interest in it and to increase the consumption until it approaches something more nearly commensurate with the country's capacity for production. It is along these lines that improvement of trade conditions must of necessity travel. Curtailment in production is all well enough in its way as a temporary expedient for preventing loss, but curtailment involves an increase in the percentage of overhead expenses, which eats up profit in an alarming manner. Under present-day conditions, this profit has been reduced to the vanishing point and consumption must be stimulated if we are to avoid extensive loss. The method under consideration is one which has worked successfully in connection with practically every other form of industry and there is no doubt that if it is applied to the lumber industry in a persistent and business-like manner its results will be encouraging and worth the effort.

# Personality and Alertness in Salesmanship

Talking of present trade conditions and their importance from the salesman's point of view, a few days ago, a wholesaler told a little story to illustrate a humorous situation which he had come across. In addition to its humor, however, the story was illustrative of something of more importance to the trade. It contained, in fact, a little sermon regarding salesmanship which is too good to be lost. A transaction was under discussion between this wholesale salesman and a large consuming firm which was in need of a certain class of stock to be used in the manufacture of a product much needed by the War Office in Great Britain. The salesman had a sufficient quantity of this stock of specially good grade, and it was rather scarce stock elsewhere. The transaction depended solely upon prices and the two parties were within a small amount of agreeing upon this point. After a little further discussion the consumer invited the salesman to take a couple of dollars off his price, by way of a patriotic contribution. "This is a patriotic affair to some extent," he said, "and you should let the War Office have the benefit of your contribution." For the moment the salesman seemed to be in a quandary, but he was a man of considerable experience in the handling of difficult selling propositions and he came back with the following reply: "that is a good suggestion all right, and I am a good patriotic Canadian, but you know I really prefer to make my contribution direct." The answer was a simple enough one apparently, but it changed the situation between these two men and the sale was made at the salesman's price, after both parties had enjoyed a good laugh.

One may take several meanings out of the reply of the salesman, but knowing him, as we happen to know him, there is only one meaning to be had, namely, "our goods are the right quality and we do not need to cut the prices in order to make a sale. When it comes to a question of patriotism we are as loyal as the next man and are doing our share in connection with the promotion of patriotism in our own way without any desire for advertising our generosity. Moreover, we know that you will get the best possible value for your money if you buy this stock." It seems like a great deal to have said in such a small sentence, but it was all there, and was put so pointedly that it left nothing further to be said.

The greatest asset in connection with the equipment of the salesman is illustrated in the above incident. He must be quick to seize upon the exact moment and the exact remark to clinch a deal, and in doing so he must seek each fleeting opportunity for displaying the elusive quality known as "personality." It is alertness that enables one to make a deal and it is "personality" that enables him to impress his customer in such a manner that the deal may more easily be followed by other deals in the future. There is nothing so highly appreciated by the important purchasing consumer as these elements in the salesmen who call upon him. The one man who stands out in this manner among the long line of those who call will always be remembered, and the consumer will have a natural leaning towards him when he has in mind the purchasing of stock. If a man has to spend money upon stock of any kind he always likes to have it sold to him by a quick-witted, bright and interesting salesman. It is a natural tendency which all of us put into even the most trivial of our daily experiences in the buying of those things which we require. We naturally form a liking for a particular salesman in a store and go to him with our trade whenever possible. So it is with the salesman in the lumber business. Every consumer has his particular friends from

whom he prefers to buy; largely on account of some such incident as the one above reported. We might cite many similar occurrences to substantiate this idea, and almost every salesman could cite some case where he has not been quick enough to come out with the remark that would turn the trick.

Another interesting point in connection with this matter is the fact that clever salesmanship is not so much the result of brilliancy as of ability to size up a situation; something which can be developed by perseverance. It depends more upon a clear head than even upon experience. Every man on the road knows that the salesman who systematically keeps his head clear for business is more successful than the man who does not do so. Such a man naturally acquires at an early stage an optimistic outlook on business life, which will in itself be an additional factor in his success. In short, the whole matter of personality and its effect upon business is an illustration of the cumulative effect of persistency and conscientious attendance to work. These are the chief factors in "personality" and they can be cultivated by any man who has an ambition to do so.

# A Significant Failure of "Fireproof" Construction

One of the most remarkable fires that has ever occurred on the North American Continent and one which contains a very pointed lesson in connection with the fire-proofing of buildings occurred at West Orange, N. J., recently, when the large plant of Thos. A. Edison Inc., was destroyed. Thirty of the 35 buildings of this great manufacturing plant were completely destroyed, involving a loss which, Mr. Edison stated, would amount to $3,000,000. The interesting fact in connection with this fire, from a lumberman's point of view, is that the plant was supposed to be the latest thing in fireproof construction, as conceived by Mr. Edison himself. Twelve of the buildings, in particular, were looked upon by architects as models of fireproof construction. Nevertheless, these 12 and 18 others, out of a total of 35, all believed to be fireproof, were destroyed in a few hours, by a conflagration which became so fierce as to baffle entirely the efforts of the firemen.

Added importance is given to the lesson furnished by this conflagration by the fact that Mr. Thos. A. Edison is acknowledged to be the greatest inventive genius of the North American continent and one of the most successful inventors in the whole world today; yet Mr. Edison, standing by the blazing ruins, under conditions which induced him to express the uppermost thoughts in his mind, made use of the following dramatic lament:—"As great an inventor as they say I am, I failed to invent anything that would prevent this." In the face of such an admission of failure coming from a man of attainments so widely recognized, it seems as though the last word has been said for many years to come, in regard to the unsubstantiated claims of the manufacturers of fireproof building materials. A still further element of dramatic interest comes from the fact that practically the whole loss falls upon Mr. Edison personally. Even he, a man thoroughly conversant with the qualities of the materials which had been put into his buildings, made an error in estimating their fire-resisting nature. He carried no insurance, feeling personally convinced that insurance was not needed. "I took a gambler's chance," he said, in explanation of this, and like many another gambler he has found that the risk was infinitely greater than he estimated it to be. Fortunately, for Mr. Edison and for the great industry which he built up, he had not failed to make arrangements financially which would prevent a complete loss. He had put aside, out of the profits of the company, $2,000,000 to be used for reconstruction in case of fire. The great industry therefore will be re-established as quickly as possible, Mr. Edison having stated, while gazing at the ruins, that he intended to commence immediately upon the work of rebuilding.

It will be recalled, by many readers of the Canada Lumberman, that the Edison plant was given great publicity by the press throughout the United States and Canada, on account of the claim that it was practically fireproof. The buildings were of extra heavy reinforced concrete construction. Nevertheless, when the fire had reached its height, "great chunks of the superstructure fell to the ground to be shattered to thousands of fragments." When the fire was at last under control, at about midnight, the ruins were a smouldering and red hot mass. Such a fire is one of the most difficult and dangerous to fight. Four firemen were seriously injured and the police and firemen had the utmost difficulty in keeping the crowds of onlookers out of the wide danger zone. A feature in connection with the ruins of this plant, which is generally overlooked by people who are considering the construction of a plant, is the great comparative cost of removing the debris after the fire. Great masses of moulten and twisted metal and huge chunks of concrete cost a great deal to remove. When, apparently, they give no better protection against fire than buildings constructed largely of timber, this is a feature worthy of much attention, because the cost of clearing away the debric from a building of mill construction will be many times less than in the case of a building of so-called fireproof construction.

Knowing the undaunted disposition with which nature has endowed Mr. Edison, the fact that he has now admitted an enormous failure in regard to the fire-resisting properties of reinforced concrete construction, it will be interesting to see what kind of construction he uses in putting up his new plant.

# Editorial Short Lengths for Busy Readers

The Board of Trade of the city of Toronto held the formal opening of its new quarters on the 19th and 20th floors of the Royal Bank Building, corner King and Yonge Streets, Toronto, on Tuesday, December 29th at 3 p.m. The occasion was of special interest to the lumbermen of the city, most of whom have joined the Board, with the intention of forming a lumbermen's section. An informal reception was held by the president, Mr. W. P. Gundy and Mrs. Gundy. Music and refreshments were provided and a large number of prominent business men and their ladies attended. After the reception, addresses were delivered by his Honor Lt.-Governor J. H. Hendrie, Hon. W. H. Hearst, Premier of Ontario, His Worship Mayor H. C. Hocken, and Mr. Hugh Blain. Subsequently, the guests made an inspection of the premises, which were universally admitted to be excellently adapted to the requirements of the Board.

Dr. Alfred Thompson, member of the Dominion Parliament from the Yukon, who is active in the development of the district which he represents, makes the announcement that railway communication between northern British Columbia, Yukon and Alaska will follow the completion of the Canadian Northern Pacific and the operation of the Grand Trunk Pacific Railways. It is Dr. Thompson's belief that the next great railway to be constructed in Canada will be from a point on the Grand Trunk in British Columbia through the northern part of the Province and the Yukon to connect with the system which is to be built by the United States Government in Alaska. This will open up a vast territory in northern British Columbia and southern Yukon, and give railway communication from Sydney to the boundary line of the Yukon on the one hundred and forty-first meridian west, making it possible to take a train in Vancouver and ride to the shores of Bering Sea. This will make an empire tributary to the cities of British Columbia, with Vancouver as the railway and commercial centre. The Yukon has large areas of fine agricultural land, and the gold production of the territory for the last year is estimated at $6,000,000. The plan of the United States Government to spend $35,000,000 in railroad construction in Alaska will give impetus to the building of connecting lines in British Columbia and Yukon, and will result in opening and developing much valuable territory rich in natural resources.

# Important Addition to Midland Mill

## Manley Chew's Plant Now One of the Most Efficient on the Georgian Bay—Compact and Well Equipped

MIDLAND, Ont., has been known for a great many years as one of the most important lumber manufacturing centres in eastern Canada. It has, in fact, occupied an almost unique position as one of those interesting places, the early establishment and growth of which have been practically the sole outcome of the lumbering operations carried on by important manufacturers. Midland was by nature one of the most suitable points upon the Georgian Bay for converting into lumber the vast invaluable timber resources of the great Georgian Bay district .

Prominent among others who have taken a leading position in the production of lumber at Midland, and have been responsible for much of the subsequent growth and prosperity of the town, have been the Chew family, of which Mr. Manley Chew is the present-day representative. Mr. Manley Chew's mill at Midland is now one of the most efficient and complete upon the Georgian Bay. During the past year he has made many important additions and improvements to the plant, so that it now stands in the front ranks of the many splendid mills in this district. The accompanying illustrations represent the mill as it stands to-day and show that it is compact and well equipped with yarding and shipping facilities. The history of Mr. Manley Chew's mill at Midland goes back to 1899 when mills were erected at this point by Geo. Chew & Son, Midland, the company being composed of the late Mr. Geo. Chew, and his sons, A. G. Chew and Manley Chew. Mr. Manley Chew has now been the sole owner and manager for the past thirteen years.

### The Mill and Equipment

The present mill building is 65 x 125 ft., with a new cement boiler house, 44 x 46 ft., which has been designed in a most modern manner with boilers fitted with Dutch ovens and fed with self feeders. In addition to the erection of the new boiler house Mr. Chew has also installed, during the past year, an additional engine, thereby making it possible to effect a considerable increase in the output of the plant. The sawing equipment includes two double cutting band saws and a gang edger, lath and picket mills and all the minor parts of an up-to-date sawmill plant. The daily output is about 110,000 feet, depending of course on the size of the logs. On some logs the mill will make a much larger production than this. The average for the past season has been about 115,000 feet per day.

The shipping facilities in connection with the mill are very complete, including both water and rail. The yards contain piling room for about 15,000,000 feet. The dock for water shipment will hold about 5,000,000 feet of lumber and 3,000,000 lath. It has a depth of water of from 14 to 30 feet. The mill gives employment to from 90 to 100 men, and Mr. Chew has also three or four camps in the woods each winter. This year, on account of the peculiar trade conditions, he has reduced his operations in the woods to one camp.

### The Latest Thing In Fire Protection

One of the most interesting features in connection with the plant

A view of yards, showing excellent shipping facilities—Manley Chew's plant, Midland, Ont.

is the excellent fire protection system installed. It includes four hydrants across the yard between the mill and where the lumber starts. Pipes are strung under the full length of each of the trams, with four or five connections. At every connection throughout the yard and under the trams, fire hose have been placed. By this means, in one minute, water can be directed against any outbreak of fire on any part of the yard. This, Mr. Chew believes, is the most efficient system that he has ever heard of..

The output of the mill consists of red and white pine, 90 per cent. being white pine. During the past few years most of this stock has been sold in Ontario, but on account of the falling off in the demand during 1914, the greater part of the past year's output has been sold in the United States, in such markets as Buffalo, North Tonawanda and Detroit.

Mr. Manley Chew is one of the most prominent citizens of Midland. He is widely known throughout the lumber industry as a man of business ability and one who believes in giving all possible assistance to the promotion of the best interests of his town. Both as a business man and as a public servant he has given valuable assistance to his town and county. For the term of 1908-11 he represented the riding of Simcoe in the Dominion Parliament.

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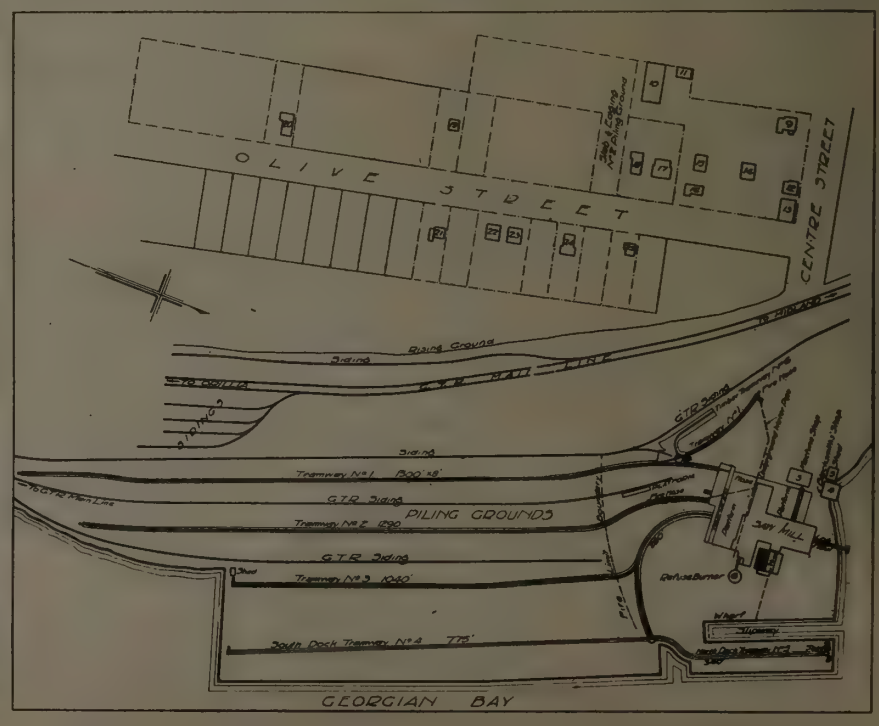
The season of 1914, according to the officials of the forest service of the United States, carried greater danger from fire to the national forests than any year since their establishment. To meet this emergency and to prevent great loss of public property, the amount appropriated for fire protection was all spent and a deficiency of $349,243

A leading Georgian Bay plant—Manley Chew's mill, Midland, Ont.




Plan of mill and piling grounds—Manley Chew's plant, Midland, Ont.

incurred. The conditions of drouth and other factors of forest fire hazard were said to be worse than in 1910, when the disastrous Idaho fires occurred.

The total number of fires during the season of 1914 which threatened the national forests and which had to be handled by the protective organization of the forest service were 6,112, or about 1,000 more than occurred in 1910. Of the entire 6,112 fires which threatened the national forests, 81 per cent. were extinguished by the protective organization before they had covered ten acres. The percentage of fires that burned over more than ten acres was smaller than in any previous year. A preliminary estimate shows that the loss of merchantable timber will probably not exceed $400,000. In 1910 the corresponding estimate of loss was nearly $15,000,000, but later estimates materially reduced the amount

### Duty Still Collected on Moulded or Beaded Stock

The situation in connection with the importation of beaded and moulded lumber into the United States is still in doubt, according to latest reports which have been received from Washington. In the Canada Lumberman of December 1st, we published a decision by the Board of General Appraisers of United States Customs to the effect that novelty siding and beaded lumber were entitled to free entry. The decision was to the effect that beaded lumber is produced by a planer. Therefore the claim for free entry of beaded lumber, as well as novelty siding, was maintained. Now it is reported that the treasury department has taken an appeal from the decision of the Board of General Appraisers in connection with beaded and moulded lumber, which it claims should pay a duty of 15 per cent. The Treasury Department states that pending a decision upon this question, collectors are authorized to assess a duty of 15 per cent. on novelty siding or other lumber when it is moulded or beaded.

# Lumbermen Form Safety Association

## Will Seek to Prevent Accidents in Accordance with Provisions of Ontario Workmen's Compensation Act

A meeting of a number of prominent lumbermen of the province of Ontario was held at the offices of the Canadian Manufacturers' Association, Traders Bank Building, Toronto, recently, for the purpose of discussing a proposal to form an accident prevention association, as provided for in the new Workmen's Compensation Act. Those who were present were:—D. W. Chamberlin (representing The Pigeon River Lumber Company); D. McLachlin (representing McLachlin Bros., Limited, Arnprior); A. G. Rose (representing Estate Jas. Davidson, Ottawa); L. M. Dougherty (representing Hocken Lumber Company, Otter Lake); S. C. Thompson (representing W. C. Edwards & Company, Limited, Ottawa); Frank Hawkins (representing Canadian Lumbermen's Association); W. B. Seaman (representing The Seaman Kent Company, Meaford); H. I. Thomas (representing J. R. Booth, Ottawa); Eben James (representing Trenton Cooperage Mills, Limited); W. J. Lovering (representing Lovering Lumber Company, Toronto); W. W. Carter (representing Fesserton Timber Company, Toronto); Walter C. Laidlaw (representing The R. Laidlaw Lumber Company, Toronto); A. McPherson (representing Longford Quarry Company); W. E. Bigwood (representing Graves, Bigwood & Company, Toronto); G. Shortins and Robt. Booth.

Mr. H. I. Thomas occupied the chair and called upon Mr. F. W. Wegenast of the Canadian Manufacturers' Association to explain the subject under consideration. Mr. Wegenast briefly outlined the advisability of forming a lumbermen's safety association to carry on the work of accident prevention for the insurance group under the Ontario Workmen's Compensation Act which includes the lumbering industry, and to supervise generally the interests of lumbermen in connection with workmen's compensation. Provision is made in the Act for the formation of such an association, which is empowered, if it sufficiently represents the class, to draft rules which are binding upon the whole group, and to appoint inspectors whose salaries may be paid out of the group funds collected by the Workmen's Compensation Board.

After considerable discussion, the meeting came to the conclusion that it would be advantageous to form such an association. This opinion was expressed in a motion presented by D. McLachlin and seconded by W. J. Lovering. The motion also included the names of W. E. Bigwood, Mr. Beck, F. N. Waldie, Manley Chew, W. J. Bell, Senator George Gordon, J. B. Smith, R. G. Cameron, D. McLachlin, J. S. Gillies, Gordon C. Edwards, J. R. Booth, Sir Henry Egan and W. J. Sheppard as a committee to take the necessary steps for organizing a lumbermen's safety asosciation.

It was further resolved that Messrs. McLachlin, Bigwood, Booth, Sir Henry Egan and Senator Gordon be asked to act as applicants in taking out a charter for such an association. This application has been made to the Government and states that the objects of the association are to promote and carry on the work of prevention of accidents in the industries comprised within the insurance group in the Workmen's Compensation Act, including lumbering, sawmilling and like industries, and generally to represent employers and employees engaged in such industries, in connection with the administration of the said Act. The association is to have no share capital and is not to be carried on for the purpose of gain to its members. Any profits which may accrue are to be devoted to the promotion of its objects.

The other industries which have already secured charters of a similar nature include the manufacturing of furniture, textiles, jewelry and implements and vehicles. Many other lines of industry are well on the way towards taking similar steps.

### C.M.A. Criticizes Ontario Workmen's Compensation Situation

The coming into effect of the Workmen's Compensation Act for Ontario on January 1st, and the form of the Act as amended by the Board, induced the Canadian Manufacturers' Association on December 22nd to send a circular letter to its members, dealing strongly with the subject. The circular letter requests members of the association who may have any exception to take with respect to their classification or rating under the Act to communicate with the association so that these exceptions may be combined and have more weight than they would have individually. It states that the association approved of the general scheme of having the assessment of premiums and the adjustment of claims handled by a government commission, provided that certain principles were followed which were of the utmost importance to employers. The Association had condemned the excessive scale of compensation embodied in the Act. No other Act had ever proposed to pay to injured workmen compensation as high as $22 a week for life, and no rational scheme would pay compensation for the loss of a finger in the form of a pension.

Objection is taken now also, to the plan of assessment adopted by the Board. The plan laid down by the Act was unworkable and has been abandoned. The plan adopted by the Board is considered by the association to be unjust. They had recommended a plan like that of the State of Washington, where assessments are made monthly, or at longest quarterly, with an adjustment at the end of the year, the amount of the assessment being based on the requirements as shown during the course of the year. The plan which has been adopted by the Ontario Board takes the money from employers, the association asserts, whether it is needed or not.

Strong exception is also taken in the circular letter to the classification and rating of some of the industries, which is characterized as utterly unfair. Some employers, it is said, will pay too much, others too little. The classification embodied in the Act was one which had been prepared by the Association at the request of Sir Wm. Meredith, who drew up the Act, but "only as a draft." This classification was included in the Act as presented and no opportunity was given to correct even the most glaring errors, to say nothing of redistributing the industries in accordance with the results of fuller investigation.

In some cases, the circular letter says, the rates are out of all proportion, even to the drastic liability imposed by the Act, except on the supposition that it is proposed to lay up, in the form of reserves, large amounts of money not now needed for compensation, which should be left in the industries of the country.

The circular also calls attention to the importance of employers taking up actively the work of the associations which are being formed to encourage accident prevention, and generally to represent the interest of the employers of the various groups. A report of the movement for the formation of a Lumbermen's Safety Association, along these lines is published elsewhere in this issue.

### Legitimate Business Fundamentally Sound

I am glad to be able to say that from the reports which reach me from all parts of the country, legitimate business is fundamentally sound. While trade generally is quiet, and in many branches restricted, especially those dependent upon construction work, there is compensation, in a measure, by activities in others which provide the vast supplies required by the war.

A general suspension of new undertakings is apparent. Agriculture—the backbone of the country—continues prosperous, notwithstanding a shorter crop yield, owing to the high prices being paid for grain and other farm products. The great increase in the number and value of live stock in the Northwest is especially gratifying.

Farmers are preparing to increase the average of land under crop, and manufacturers are taking advantage of the situation to extend their sales where foreign competition, for the time being, has been eliminated. There is, moreover, an undiminished confidence in the future which is an asset of no little importance.

Considerable unemployment exists, but the extent of it is probably overestimated.—H. V. Meredith, President of the Bank of Montreal.

# The Reader's Viewpoint on Trade Topics

## United States Lumberman, a Former Canadian, Criticizes Canadians for Their Failure to Appreciate Birch—A Question of Grading

### A Former Canadian's Views of the Birch Question

Editor Canada Lumberman:

I am somewhat interested in your articles regarding birch, and particularly in the statement of the Canadian manufacturer who says that "no reputable wagon manufacturer in the United States uses birch in his wagons, nor would any Canadian manufacturer, in the manufacture of his wagons, THINK of using birch."

Possibly a Canadian who is in the wholesale lumber business in the United States would have opportunities for learning things which neither the Canadian wholesaler whom you quote, nor the Canadian wagon manufacturer would have opportunities of learning, and so I am going to tell you a few things, to be used if you see fit, in the discussion of the subject in hand.

I venture to say that there are more birch hubs made than any other kind, and a hub is a very important part of the vehicle. There are some oak hubs made, and in the south they use some locust and gum for hubs. The locust is very good, but the gum is useless. I have no doubt the Canadian manufacturer who would not THINK of using birch in his wagons has used many birch hubs. The fact that birch is used extensively for the hub shows conclusively that it has the necessary strength and durability.

People who are accustomed to working up birch in connection with oak and other hardwoods, know that birch is much stronger than maple, because of the fact that maple splits easily; and for the same reason it is superior to a great deal of oak so far as the strength is concerned, and it is just as durable as oak; in fact more durable than a great deal of the oak that is now on the market, because of the fact that most of the oak which is produced in these days is cut from timber which was felled while the sap was in the timber.

The Canadian wholesaler who states that enormous quantities of birch for dump wagons is used in the United States, knows much more about it than the Canadian manufacturer who does not THINK that anyone would use this kind of wood. It seems to me that the great trouble with the Canadian manufacturers is that they do not THINK. They let their competitors do the THINKING and get away with the business that they should have.

It may interest your Canadian manufacturer to know that the United States manufacturers use many other kinds of wood besides oak and hickory. Quoting from his letter he says, "I know that dump wagons are built in New York State, and as far as I know they may be using birch in the boxes." I happen to know that spruce is being used in these boxes and what is more, it is Canadian spruce that is being used; so this U. S. A. manufacturer buys Canadian spruce right under the nose of the Canadian manufacturers, makes the wagon of it, and sells it in Canada, thereby taking business away from the Canadian manufacturer who "does not THINK, etc."

I know of another manufacturer of wagons who is using maple for his boxes which is not nearly as good as the birch. I know of another concern using wormy oak to make the felloes of, and these people have quite a trade in Canada.

You know a little paint will cover a multitude of sins when it comes to concealing imperfections.

About the time that P. T. Barnum's favorite elephant "Jumbo" was killed by the cars of St. Thomas, Barnum made the remark that the people loved to be humbugged. I do not know whether he referred particularly to the people of Canada or not, but I thought many times that the term applied very well to Canadians who love to be humbugged by the United States manufacturers when they can get much better goods at home.

In birch the Canadian manufacturers of wagons or other articles have an excellent material which can be used for any purpose where strength is required, with as good results as any wood that grows, except, possibly, hickory. Your wagon manufacturer also says that the boxes are made of poplar, cottonwood or gum, and that "there is not a wagon manufacturer in the United States or Canada who would THINK of using anything other than these five woods." This, of course, includes the oak and hickory before mentioned.

There is plenty of room for the Canadian manufacturer to do some THINKING in connection with his boxes also. A person who is thoroughly familiar with gum would not accept a wagon box made of it, as a gift, because it rots in about a year and splits and warps, so that it would be soon necessary to get another box.

Cottonwood and poplar are all right as far as they go, but why pay high prices for poplar and cottonwood when there is plenty of white pine that can be used and which would cost less money and make a very much better box. There is no wood more durable than white pine and if the wagon manufacturers began to demand it for boxes the manufacturers of pine would soon put up a grade suitable for the purpose. All they want is sound stock, similar to a No. 2 barn as graded in the Tonawanda market. The knots after being treated with shellac can be covered nicely with paint and it will make better boxes, produced for less money than poplar costs; besides, the money spent for the material to make the boxes is spent at home, where it will do the most good, instead of being sent out of the country, thus helping to make the country poor.—Ohio Lumberman.

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### No Trouble Necessary in Hardwood Grading

Editor Canada Lumberman:— Toronto, Ont., Dec. 4th.

Being wholesalers and manufacturers of Canadian hardwood lumber Mr. Campbell's letter in your December 1st issue has great interest for us. We are free to admit that there are some concerns on both sides of the boundary line who do not ship straight grades. I believe, however, that through the efforts of the National Hardwood Lumber Association this situation has been greatly improved. If Mr. Campbell will study the set of rules for grading of hardwood lumber as prepared by the National Hardwood Lumber Association I am satisfied he will find them fair to both consumer and producer. Then if the purchasing agent of any concern when placing an order for lumber will specify the grade he is purchasing on his order and note "National Hardwood Lumber Association rules to govern," he can have no trouble. There are a number of Canadian concerns using these rules of inspection who are fully as well situated to supply lumber on grade as any American concern. Our own firm are marketing at least sixty per cent. of our lumber in the United States, in competition with other American lumbermen, and we find no difficulty on grade questions there.

If the consumer of hardwood lumber in Canada will let it be known to the trade that he is buying on a standard grade and mark his orders that way, he will soon find that his grade troubles were of his own making.—Edward Clark & Sons, Toronto (A. E. Clark).

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### The Boot Now on the Other Foot

A correspondent of a United States lumber trade journal, discussing trade conditions makes the following reference to matters which will interest some of our Canadian readers:

So far as stocks are concerned we are now making a canvass of the stocks on hand November 1, 1913, and November 1, 1914. We are making a personal canvass of all the mills in Washington and Oregon so as to have this as nearly accurate as possible. We believe this report will show less lumber on hand to-day than a year ago, and in addition to this, as you well know, the stocks in the hands of the retailers are probably the lowest in years, and as the farmers have harvested perhaps the largest crop in years and are getting the highest price ever received, it means that as soon as the spring opens there is going to be an increased demand for lumber, and I believe before April or May, the mill will be able to run to capacity providing they curtail between now and that time.

I have personally been making a canvass of the Washington manufacturers, trying to persuade them not to sell lumber for future delivery at present prices. I have succeeded in creating considerable interest and I hope the manufacturers of yellow pine will follow the same course. There is absolutely nothing to be gained by contracting for future delivery at present prices which are the lowest in twenty years, and there is everything to gain by taking a chance on the market advancing, as it will undoubtedly do after the first of the year, and I hope the manufacturers in the U. S. will be wise enough to hold their stocks until they can get somewhere near the cost of manufacture and not load up with a lot of cheap orders.

Referring to imports of lumber and shingles into the United States from Canada the same writer says: "Almost the entire output of the sixty-one shingle mills in British Columbia is being shipped into the States and every mill is running full time, and a great many of them running nights—which means that sixty-one of our mills must close in order to provide a market for the British Columbia shingles; and at the present time I doubt if 40 per cent. of the mills in the State of Washington are being fully operated. We are selling shingles at less than the actual cost of manufacture and at the lowest prices in effect for more than fifteen years.

"The importations of lumber for the first six months of 1914 were ten times as much as for the entire year of 1912, and they have hardly started to work up a market in this country. This opening up the United States to British Columbia lumber and shingles, is in my opinion, one of the most serious things that the lumber manufacturers will have to contend with in the next two years or more."

# Counting the Cost of Lumber

Contributed specially to the Canada Lumberman by E. H. Newton

A CRITICAL CONSIDERATION OF A SERIOUS MATTER IN THE B.C. BUSINESS SITUATION.

"To everything there is a season, and a time to every purpose under heaven."—Ecclesiastes 3,-7:

In addressing this letter to the Canada Lumberman, and through it to the British Columbia lumbermen, the above text seems indispensible. If the author above quoted left evidence of having had any claim to distinction among the men of his day, it is the evidence that he was a philosopher. Then in the 4th verse he tells us there is a time to "weep," and a time to "laugh." Again in 7,-14 he tells us "In the day of prosperity be 'joyful,' but in the day of adversity 'consider.'"

This then, is our day in which to consider: We have had our "joyful" day, and whether we have made the best use of it or not is a matter for each one to ponder over and settle for himself. Of one thing though, no room is left for doubt; if retribution has not been swift, it has been sure. Let us "consider" therefore, and "weep" too, if it will do any good, for we are told there is a time for both, and this evidently is the time in our case; but when we are done let us not continue to go on in sackcloth and ashes, but let us rather get busy and see if something cannot be done in the way of working out a better system than that upon which we have been working (if indeed we may presume to lay claim to having had a system), whereby we might know absolutely, and beyond any shadow of a doubt, what it is costing to produce lumber in every grade and form, and thus be able to let each part of the order be self-supporting, or as nearly so as the circumstances will allow, but always with certainty, and not do as has been done so often in the past—either work in absolute doubt and darkness, or with a feeling that we may be losing money on one part of an order, but that we will probably make it up on the balance of the order. This kind of reasoning is particularly applicable to common and low grade stock, and I know that this is a mighty hard problem to try to solve, as there is so much of this kind of lumber between us and the market; but at the same time, I believe that if each individual manufacturer knew; not by a guess, or by supposition, which, in the circumstances is almost sure to be wrong, but knew absolutely by a perfected and indisputable system applicable to his own works, and not borrowed from another where things may be different, just what it costs to put lumber through the different channels from the time it leaves the boom until the shipping bill has been signed, there would be less business handled at a loss, and consequently less disappointment and less "weeping."

### Sharing Things With Your Neighbors

We all know that in time past we have been approached by some of our more enterprising neighbors, who in their anxiety to please perhaps, had loaded up with more than they were able to handle—more business I mean—and perhaps too when it was too late, discovered that their anxiety had cost them dearly. They come to us, as of course a good neighbor will do when he has something to share with another neighbor, and they wish to divide their good fortune with us, but they carefully try to conceal the fact that they are scared. If we hesitate upon the ground that the price seems too low (seems, mind you I said), we are told that the order is a very desirable one, which of itself may be a truth, not considering the price, but that they are not able to get the whole order out in time, and that is the only reason why they are trying to dispose of a part of it. Being in the position of doubt as to whether it can be handled at the price, we reflect that if they can handle their part of it, "surely" we can handle the part that they wish us to take, and by this method of "knowing" much business has been handled in the past. Then you know there is a sort of feeling in the breast of most of us, call it what you will, for present convenience I call it false pride (though that is not the right name), but call it what you may, it causes us to hesitate at a time when we should not, and sometimes do things of doubtful prospect rather than act upon the dictates of our better judgment, fearing it may be, that if we refused our beneficent neighbor he might question our judgment, or perhaps consider us antiquated both in ideas and methods; when in all probability exactly the opposite would be the case, for in such cases our judgment is more likely to be questioned by our acceptance than our refusal; for if our neighbor has come to realize his folly in having accepted the business, he is not likely to be convinced of our wisdom when we "fall" likewise as he did. Of course he does not admit any possibility of losing, and this open display of confidence almost puts us to shame, and likely has the effect upon us that he intended it should, and who will condemn us? With such bidding as this, how can any one expect to get hold of good business? It is simply a case of take what you can get, and be thankful for it. We are all sinners more or less in this respect, though not all willingly so. Much more might be said right here, but what's the use?

Of a wandering, aimless ramble,
Quite a story we could tell;
Of devious, doubtful, downward footprints;
Wanderer Stop ! ! ! They lead to hell.

With the hope that some interest may be aroused to prevent the lumber business from being dragged further down this blind trail, I have spent considerable time and given much effort in careful research and study. Having occupied positions on the coast for a number of years, as well as in the east, where I have had every opportunity of studying and gaining information, I have watched the avenues of loss and gain closely, and as a consequence I am not forced to base my calculations upon theory alone, but have confined myself to actualities, and as a result, I have the following figures to place before you, omitting small decimals. I expect that these figures will be criticized, and in fact I hope that they may be, for we cannot criticize well wthout getting down to facts and figures, and we cannot produce facts and figures without having been benefitted unless we use borrowed data, and this of course a lumberman would not do.

### An Analysis of Production Costs

"Consider" in the time of adversity, says our philosopher-friend, and if we consider this question as we should we cannot fail to be benefitted. I repeat that I hope my figures may be criticized, and that they can be proven to be too high, but if this be attempted I would ask that details of just how figures are obtained be given, so that we may be the better able to understand the facts connected with the case, because it can hardly be expected that the same figures that apply in one or two cases will apply in every case. These figures apply only to coast mills, and more particularly to mills cutting from two to three million feet per month, and running ten months in the year. I believe that they will be found too low by nine mills out of ten, in spite of the fact that we have not realized an average of $16.00 per M. for the product.

If any one can show that he can manufacture for less than these figuers indicate, then his position is an enviable one, and I am sure he will be listened to with interest. When he comes to dig around though for his details of costs, he may find things which he has classed as minor, which really have more to do with a cost sheet than he ever imagined. What could be more reasonable to expect than that each part of the lumber business—each line handled—should at least bear its own costs, and who is to blame if they do not?

It's a long way to Tipperary, an' faith an' it's true; but the divil the bit fudther is it by half than it is to our Picadilly in prospective of three years ago, and begorra it looks now as if we had been running backwards ever since three years before we started, an' so it does.

### A Basis of Cost for British Columbia Coast Mills*

| Cost Items | 30% | 25% | 15% | 30% | 100 |
|---|---|---|---|---|---|
| | $ cts. | $ cts. | $ cts. | $ cts. | $ cts. |
| A.—Power | .20 | .23 | .23 | .26 | .23 |
| B.—Boom and Saw Mill | 1.75 | 1.75 | 1.75 | 1.75 | 1.75 |
| C.—Saw Mill to Kilns | .... | .... | .... | .70 | .21 |
| D.—Kilns to Planer | .... | .... | .... | .50 | .15 |
| E.—Planing and Finishing | .... | .85 | .85 | 1.50 | .79 |
| F.—Sorting and Piling | .... | .... | 1.00 | 1.40 | .57 |
| G.—Shipping | .60 | .82 | 1.30 | 1.40 | 1.00 |
| Labor | 2.55 | 3.65 | 5.13 | 7.51 | 4.70 |
| H.—Saws and Saw Bits | .06.5 | .06.5 | .06.5 | .06.5 | .06.5 |
| I.—Machine Shop Work | .08 | .11 | .11 | .14 | .11 |
| J.—Power Supplies | .03 | .04 | .04 | .05 | .04 |
| K.—Belts and Lacing | .03.5 | .04.5 | .04.5 | .05.5 | .04.5 |
| L.—Oil, Grease and Waste | .04 | .05 | .05 | .06 | .05 |
| M.—General Supplies | .06 | .09 | .09 | .12 | .09 |
| N.—Emery Wheels and Files | .01 | .02 | .02 | .03 | .02 |
| O.—Furnace Repairs | .03 | .04 | .04 | .05 | .04 |
| P.—Knives, Bits & Sandpaper | .... | .01 | .01 | .02 | .01 |
| | .35 | .47 | .47 | .59 | .47 |
| Labor | 2.55 | 3.65 | 5.13 | 7.51 | 4.70 |
| Overhead charges | 1.95 | 1.97 | 2.15 | 2.53 | 2.16 |
| | 4.85 | 6.09 | 7.75 | 10.63 | 7.33 |
| Logs | 9.50 | 9.50 | 9.50 | 9.50 | 9.50 |
| | 14.35 | 15.59 | 17.25 | 20.13 | 16.83 |

*In the above table of figures the first column represents 30 per cent. of

output as merchantable and lower sent direct from the saw to the cars, wagons, or barges. The second column represent 25 per cent. of output as merchantable and lower, sized or otherwise planed green, and sent direct to cars. The third column represents 15 per cent. of output as merchantable and lower, sized or otherwise planed green and piled in the yard before shipping. Column four represents 30 per cent. of output as clear or other lumber sent through the dry kilns, and then through all the other processes necessary to finish it into the various kinds that will come out of it, and then piled in the sheds before shipping. Column five gives the average cost. It will be noted that I have not figured logging in the above connection, but have considered buying upon the open market, as many of the mills do. I have put logs in at $9.50, as that is about what logs that will cut out the grades indicated can be bought for in normal times. It is a well-known fact that the above percentages do not always obtain, but that they are sometimes more or less diverted from one channel to another, but this does not hinder us from following them.

A to G represents labor only. H to P—Supplies and repairs only, with the exception that both labor and material are considered in furnace repairs, while in the item of "Overhead Charges" are included Head Office charges; Interest and Discount; Insurance on plant, stock and liability, together with the amount written off for depreciation of plant, and lumber used for repairs.

We know of course that the small mill, situated in a convenient block of timber can get logs much cheaper than I have herein figured, and as these mills as a general rule do not go very heavy to overhead charges, they are able to produce the commoner lumber in the rough at a lower cost than are the heavier, and more expensively designed mills on the coast. When it comes to our American friends though, who are similarly situated to ourselves, then I say that if it be true, as some seem free to admit, that they can manufacture and sell lumber more cheaply than we can, and at the same time make a profit while we make a loss, then I think we should learn their secret by all means, for if it be true, then how can we hope to compete with them in the open markets of the world, either at home or abroad? Some think that sentiment should play an important part for us, but sentiment as applied here is at best a kind of charity, and even if it were not, we all know how far sentiment, patriotic or otherwise is carried into business, and why should it be? Why should we not, if placed upon equal footing with them, manufacture just as cheaply as they can? I maintain that we can. There are capable lumbermen at the head of affairs in British Columbia, and it would indeed be deplorable if that were not so, but the trouble seems to be that they are in the minority, and how can they be expected to establish a system when the majority are ready to knock it to pieces even before it takes form? If, however, a cost system were followed out properly, and it can be done; so that the management could know just what the profit or loss as the case might be, amounted to on the different shipments, it might help to lessen the expense of manufacturing, and it certainly would fix a base for the readjustment of the principle of buying in competition with one another, and with ourselves.

### Competing in the Foreign Markets

Regarding Australian trade, as also any trade that may come from the war zone now or later, this is a matter which is occupying the minds of capable men already, and I have no doubt but that some scheme will be evolved whereby we can be made participants in this trade, but it will not be preferential, but only on competitive lines. I believe that capable representation should be in the field, where the conditions could be studied, and our products and facilities held before the prospective purchaser at such close range that they would see and understand that there are other people in the lumber business on this North American continent besides those of our good friends to the south of us. I believe that any representatives that might be sent should be sent by the lumbermen themselves, and not by the government. The latter might endorse the policy, if any such guarantee was deemed necessary, but beyond this, I believe the lumbermen are capable of working out their own salvation. They should at least be better able to undertake the task than any one else, and I see no reason why they would be considered as a combine, as has been suggested, for even if the Lumber Association should send representatives to those countries they would only represent the mills of British Columbia, and as long as there are others bidding against us, I do not see where the combine is. The greatest questions to be settled are, in my opinion, the questions of transportation, freights, and the profitable disposition of low grades. With these properly disposed of, I believe that business will come in good time.

That these are abnormal times, and that great stress prevails none can deny, and we meet all kinds of pessimistic individuals from the common crank to the religious alarmist, who predict all kinds of dire calamity; still, God is in heaven, the sun rises and sets as usual, and Brittania Rules the Waves. . . . . A Lady "Lumberman" summed it up thus, a few days ago in speaking of trade conditions: "We are so inter-dependent that what affects any one part of the world affects all of it." She might just as well have said that the "Heart" of the world is affected, and as a consequence the pulse is abnormally weak and very irregular. Put what interpretation we may on this, it is true nevertheless to a greater extent than many ever dreamed of. We know now where our heart is—a thing which some probably did not know before. We understand the system better now, and we know that the "Heart" is still strong, and that none of the arteries have been severed and soon we will find the pulsations growing stronger, if indeed there are not such indications already. It is our duty to be ready when the time comes.

I might mention that in the foregoing calculation I did not consider any over-run on logs, neither have I dealt with the cost of selling the lumber. My reason for this is that both are to some extent at least an unknown quantity in a sense, but the former should take care of the latter. I have asked it to do nothing more.

A Happy and Prosperous New Year to all.

## Decrease of Over Thirty-four Million feet in Montreal Exports

The following is a complete comparative return of the exports of lumber to Great Britain, the European Continent and South Africa from the port of Montreal for the 1913-14 seasons:

| | | |
|---|---|---|
| Watson & Todd Limited | 26,165,790 | 34,596,642 |
| R. Cox & Company | 11,336,151 | 18,326,191 |
| J. Burstall & Company | 6,708,937 | 8,905,256 |
| W. & J. Sharples | 6,296,006 | 13,571,128 |
| E. M. Nicholson | 5,284,731 | 7,695,305 |
| E. H. Lemay | 3,339,582 | 3,522,941 |
| Dobell, Beckett & Company | 2,677,768 | 3,527,783 |
| Cox, Long & Company | 474,818 | 1,878,741 |
| Railway Steamship Lines and small shippers | 9,117,618 | 13,795,180 |
| | 71,401,401 | 105,819,167 |
| Decrease for 1914 | 34,417,766 | |

The destination of the lumber was under:

| | Feet B.M. |
|---|---|
| South Africa | 1,543,053 |
| Great Britain and Continent | 69,858,348 |

During 1913 101,543,392 feet were sent to Great Britain and the Continent; 4,011,701 feet to South Africa, and 264,074 feet to Australia and New Zealand.

## Lachine Canal Shipments of Lumber, Pulp, etc.

Official returns of the traffic on the Lachine Canal for the past season indicate a considerable decrease in the lumber trade with the United States. The total from Ottawa, for United States ports, by American canal boats was 14,368 tons, or 8,620,800 feet board measure, as against 23,311 tons, or 13,386,600 feet in 1913. One hundred and seven rafts with 5,000 lineal feet of lumber each, totalling 535,000 feet in all, went through the canal. There were also 15 rafts of square timber comprising 354,722 cubic feet. The trade in pulpwood and pulp shows a decrease of cargoes to Canadian ports and a very large increase to United States ports. The pulpwood up the Canal to the former totalled 22,740 cords, a falling off of 1,702 cords, while that to American ports going up the canal was 119,651 cords, a gain of 17,155 cords. With regard to pulp, 1,600 tons were sent up to Canadian ports, a decrease of 1,131 tons. On the other hand, 36,012 tons was sent to American ports, which is 25,643 tons above 1913. The net increase in pulpwood shipments through the canal was 15,453 cords and of pulp 24,512 tons. The largest cargo tonnage to western points was in pulpwood and pulp, this being 464,785 tons—the combined total tonnage of these two commodities through the canal.

## Reduction in Cut On Upper St. John

Reports from Van Buren, Me., late in December, stated that the total cut on the Upper St. John River in Maine during the present winter will be about 25 per cent. less than it was a year ago. Compared with the average cut it will be far below normal. In past seasons, over 100,000,000 feet has been taken from this section during one winter. During the present winter the total will probably be a little less than 40,000,000 feet. Operators commenced work later than usual this fall, but have had excellent weather for cutting and yarding. Labor is plentiful and wages are from $3 to $5 per month lower than a year ago. Woodsmen are getting from $26 to $32 a month. In past seasons they have been paid from $32 to $38 a month. The amount of lumber going from this section into St. John market will show a decrease of about 25 per cent. as compared with last year. Among the operations being carried on in the State of Maine on the Upper St. John waters are the following:—

Arthur L. Noble, of Fredericton, N.B., on the Upper St. John above Seven Islands, 6,000,000 feet for the St. John market, going to Stetson, Cutler & Company.

Albert M. Currier, of Seven Islands, Me., on the St. bohn River, 7,000,000 feet, for the St. John market, to Stetson, Cutler & Company.

Flavien Chouinard, of St. Pamphile, Que., on the St. John River, 3,000,000 feet, for the St. John Lumber Company, Van Buren.

Nazaire Pelletier, of St. Francis, Me., on the St. John River, 1,-

500,000 feet for the St. John market, to Stetson, Cutler & Company.

Charles E. Jones, St. Francis, Me., on the Little Black River. 4,000,000 feet for the St. John Lumber Company, Van Buren.

W. H. Cunliffe's Sons, Fort Kent, Me., on the Allegash River waters, 7,000,000 feet, for the St. John market, Stetson, Cutler & Company.

Joseph T. Michaud, Houlton, Me., on the Allegash River in the vicinity of Long Lake, 5,000,000 feet for the St. John Lumber Company, Van Buren.

Robert J. Potts, Hartland, N.B., on the Allegash River, 5,000,000 feet for the St. John Lumber Company, Van Buren.

Alan E. Hammond, who erected a large mill at Van Buren, is cutting about 5,000,000 feet on the Fish River waters for his mill. Mr. Hammond also has operations in northern New Brunswick on the line of the International Railroad, hauling to St. Leonards, N.B., opposite Van Buren, on the St. John River, by rail, and thence across the river by log-hauler to his plant.

## Will Form a Forest Products Federation

The mass meeting of lumbermen called by the National Lumber Manufacturers' Association at Chicago on December 17th was largely attended. A great deal of discussion took place and a number of interesting addresses were delivered, all of them having a direct bearing upon the importance of taking steps to educate the public more extensively in the proper use of lumber and forest products. A committee was appointed to prepare a plan of organization and brought in a resolution which was adopted, to the effect that a mass meeting of lumbermen representing associations of all branches of the trade, and of like interests, should be held in Chicago to form an organization to be known as the Forests Products Federation, whose purpose should be to educate the public in the proper use of lumber and forest products; also that a committee of five should be appointed to have charge of preparing a programme for a mass-meeting, with power to appoint a secretary and sub-committees to prepare information and data for the general meeting, and to invite individuals to make addresses.

After this resolution had been passed, a discussion took place as to the date for holding the meeting and it was finally decided to select Wednesday and Thursday, February 24th and 25th.

The Committee of five, named by the chairman in accordance with the above resolution, was as follows:—

R. H. Downman, New Orleans, La., president National Lumber Manufacturers' Association.

Gordon C. Edwards, Ottawa, Ont., president National Wholesale Lumber Dealers' Association.

L. W. Crow, Chicago, president Lumbermen's Association of Chicago.

Julius Seidel, St. Louis, Mo.

J. R. Moorehead, Kansas City, Mo., secretary Southwestern Lumbermen's Association.

## Hardwood Manufacturers' Meeting January 28 and 29

The annual convention of the Hardwood Manufacturers' Association will be held at Cincinnati, Ohio, on January 28th and 29th, and a large attendance is expected. The programme makes provision for a general discussion of business conditions in which all will participate. There will be no resolution passed, or concerted action taken, the idea being to develop a free and open discussion of the situation so as to bring out individual views. An address upon "Cost Accounting" will be delivered by L. V. Estes, of Chicago. Chief Forester H. S. Graves will speak upon "Present Day Forest Problems" and an address will also be delivered by a well-known financial expert, upon "The New Banking Law and its Effects on General Business."

## National Lumber Manufacturers Form Insurance Departmen

An important step has been taken by the National Lumber Manufacturers' Association resulting in the formation of an Inter-Insurance Department as recommended at the annual meeting of the Association in 1914 and 1913. The new department will be known as "The National Lumber Manufacturers' Inter-Insurance Exchange" and it is expected that it will be ready for business at an early date. A committee was recently appointed by the president to inaugurate the work. This committee met recently and made the necessary arrangements. The work will be under direction of an advisory committee. Over 100 of the members of affiliated Associations have promised their support. Mr. Charles F. Simonson, Chicago, has been engaged as manager, and will occupy offices adjoining those of the National Lumber Manufacturers' Association in the Otis Building, Chicago. Mr. Simonson has had a long and successful experience in the insurance business. The members of the committee believe that the National Exchange will not cause any material competition with existing Inter-Insurance Associations, as it is evident that there is more business to be placed than all combined can carry. The influence of the National Exchange will be exerted towards the reduction of fire hazard in sawmill plants. A schedule of basis rates will be prepared as nearly on a basis of rates made by existing Inter-Insurance Associations as possible, and the business to carry its risks alone with safety. No policies will be issued until powers of attorney have been signed representing at least $2,000,000 of insurance. This amount has already been promised on approved plants. Subscribers will not be confined to members of the affiliated associations of the National Manufacturers' Association alone. Risks will be accepted upon a basis of physical condition without regard to Association memberships. The work of the manager will be under the direct supervision of the executive committee of the advisory committee.

## Lumber Insurance Company Retires

The officers of the Lumber Insurance Company of New York announce that, after the expiration of its outstanding liability, the company will be retired. The Lumber Insurance Company of New York was organized in 1904 and was merged subsequently with the Adirondack Fire Insurance Company, a company controlled by the same interests. It has a capital of $400,000. The company has confined its operations in a large part to lumber and woodworking risks, being under the control of interests prominent in the wholesale trade. Since this company was formed the extensive operations of mutual and profit-sharing organizations specializing in insurance on lumber and woodworking risks has so far restricted the demand for stock company insurance that the volume of business obtainable in the specialty in which the Lumber Insurance Company was dealing did not seem to justify the proportionately large investment of the stock-holders in capital and surplus. The Lumber Insurers General Agency which has built up an extensive connection with the lumber trade in the class of risks in which the Lumber Insurance Company has largely specialized, will continue the handling of this class of business.

## Buffalo and Tonawanda Receipts During 1914

Buffalo receipts of lumber by lake for November were 9,029,000 feet, and for the season to December 1, 66,630,000. For the corresponding period of 1913 the receipts were 108,929,982 feet. This is a decline of about 40 per cent. The receipts of shingles for November were 63,860,000. For the lake season to December 1 there were 599,295,000, as compared with 789,238,000 in the same period of last year, a decline of about 24 per cent. The lake season at the Tonawandas was closed with the arrival of three cargoes during the second week of December. The season's receipts by lake at the Tanawandas amounted to about 250,000,000 feet, which is about 72 per cent. of the amount brought in last year. In spite of the smaller receipts this year, the Tonawanda yards are well supplied with lumber, on account of light business.

## Buffalo to Become Aeroplane Centre

Buffalo is likely to become a centre for the manufacture of aeroplanes, as Glenn H. Curtis has announced his intention to locate his main plant there, and to remove the one at Hammondsport, N.Y. He has rented quarters and it is expected that a good many machinists and other expert workmen will be employed. Buffalo is regarded by Mr. Curtis as a favorable location on account of the nearness to Canade, permitting easy export arrangements; and because of the possibilities afforded by Lake Erie for trying out hydro-aeroplanes and other air machines. Plans are being made for constructing a new trans-Atlantic machine of greater size than any yet built—a new America, which will be 100 feet across the wings from tip to tip.

## Big Railway Tie Order Was a Myth

British Columbia lumbermen, especially those at Cranbrook, B.C., were recently considerbly alarmed in connection with reports to the effect that the Imperial Government had let a contract in Alabama, for 10,000 000 railway ties. In order to find out whether there was any truth in this report, Mr. R. F. Green, Dominion member for Kootenay, was requested by lumbermen and others to communicate with the Minister of Trade & Commerce in order to obtain a report upon the matter. Mr. Green received a telegram from Hon. R. L. Borden saying that he had just received a cablegram from Hon. G. H. Perley, acting High Commissioner for Canada, which was in part as follows:—"I have definite verbal assurance from the Board of Trade that no such order for railway ties has been given or contemplated by the Imperial Government. Subsequently I approached the railway executive committee. No orders have been given by them, but they state that English railway companies, in view of the closing of ordinary sources of supply, are looking around, in case necessity should arise to draw upon new terrritory. It would be well to have lumbermen forward fullest particulars available of Canadian supplies, to the secretary of the railway executive committee as early as possible."

# Providing Food for Camp Employees

## Modern Methods Used by the Stearns Salt and Lumber Company in Feeding their Employees in the Camps

In the early days of lumbering operations in Michigan, the matter of feeding the men was governed by about the same policy as governed the feeding of foremast hands at sea in the days of the bucko mate. In fact, more than one phase of handling men in the lumber woods bore a striking resemblance to their government at sea when men were shanghaied aboard outbound ships and worked within an inch of their lives.

But with the passing years the old order has changed both at sea and in the lumber woods. The feeding of men in the woods at the present time more nearly resembles the feeding of an army in war. We have made the discovery that men both fight and work better on a full stomach; but that stomach must be full of the things which build bone and muscle and furnish the energy to move them. In other words, the ration must be, as in war, a balanced ration containing the different food ingredients in correct proportion and in the most economical form.

In other days it was thought that pork and beans, "red horse," "sow belly," soggy bread without butter and muddy coffee without sugar or milk, if furnished in sufficient quantity, ought to satisfy the most exacting lumberjack. But whether it satisfied him or not, that was all he received day in and day out. No attention was given to variety or palatability. It took all the stamina of the shanty boy with his ostrich-like stomach and constant outdoor exercise in the health-giving pine woods, to survive such a diet. Now, both beans and pork rank high in food values, but when eaten constantly, day in and day out, they lose their food values through sheer unpalatability. You remember what happened to the children of Israel when they were fed on a constant diet of manna. They loathed the very sight of the God-given food and their stomachs revolted against it. The classic wager, that you can't eat a quail a day for a certain number of days was based on this idea. The shanty boy endured the deadly monotony of this unchanging diet because the resinous breath of the pine tree gave him the ravenous appetite which enabled him to do so.

The shanty boss of other days would be scandalized could he read over the menu of the modern lumber camp. It bears a wonderful resemblance to the card handed the traveller at a modern two-dollar a day hotel and, in many cases, it is far more palatable and nourishing. It conforms to the scientific idea of food values and its basis is economy. Like the ration of the soldier, it is a means to an end; it is fuel for the human engine. It is strictly balanced as to protein, fat, carbohydrates and ash, so as to secure the maximum of driving power with the minimum of weight.

The Stearns Salt and Lumber Company, of Ludington, Michigan, have introduced thoroughly modern methods in their camp food management. The accompanying illustration shows their camp quarters, all on wheels. A sample menu as used in the camps of the company shows the following as a Sunday dinner:

Cream of Tomato Soup (relish).
Roast Beef (strong in protein and fat).
Mashed Potatoes (strong in carbohydrates).
Bread and Butter (strong in carbohydrates and fat—medium protein).
Pickles (relish).
Bread Pudding (strong in carbohydrates—palatable).
Cookies.
Tea (mild stimulant).

The above is the Sunday mid-day meal filled with energizing carbohydrates and fat, and sufficient protein for the day. It is a palatable, nourishing meal and is varied from Sunday to Sunday so that it does not pall. The lumberman has discovered that the amount and kind of fuel he feeds to his human engines is just as important as the amount and kind used in the fireboxes of his steam engines. As one steam boiler may have a larger fire box than another so one man may, and often does, have a larger food capacity than another, so there must be enough. If there is any loss it is not in what the men eat—it is in what they waste. This is taken care of through instructions to the cook which are rigidly followed. For instance, if one of the men wants another helping of meat he will invariably select the largest piece on the plate, even though he does not expect to eat all of it; therefore, the cook is instructed to cut all meat into small pieces, or slices.

Before adopting the present comissary system the Stearns Salt & Lumber Company was sensible of considerable loss through waste in food. Through the waste from the tables of 125 men, twenty-five grunting, contented porkers were living in luxurious fatness and at a time when the pork market was in the dumps. This waste has been stopped to a great extent by the new system. It is the duty of one

A camp on wheels—Stearns Salt & Lumber Co., Ludington, Mich.

man to look after all come backs; to prevent waste from the tables. Every device which simplifies the work and makes for economy has been installed, such as steam coffee urns and modern hotel ranges.

In the three camps of the Stearns Salt & Lumber Company there are five cooks and fourteen helpers. The entire camp outfit, with the exception of the stables, is on wheels, in one solid train which follows the fast diminishing forest, eating into it persistantly day after day. The cars are 40 feet long, and 16 feet wide. A train consists of 12 to 15 cars and will accommodate nearly 200 men. All cars are lighted by electricity and heated by steam. A train is made up of sleeping cars, foreman's car, store, dining, cook, pump or power car, blacksmith, machine shop and filing cars.

The cook and dining cars are necessarily joined to each other and the food is served on a receiving table which passes from the dining car to the cook car from which it is taken by the waiters and passed to the men. The old tin dishes have disappeared and the men eat from porcelain. In fact, all the conveniences and comforts of a modern hotel dining room are in use here.

The fact that it requies 2,920 pounds of coffee for breakfasts only, 20,800 pounds of butter, or nearly 10½ tons, and that 80 tons of meat were purchased for use in the camps last year will give a very good idea of the amount of food consumed by the men and the chance for an enormous amount of waste which is ever present. The present system, installed by an expert, has saved the Stearns Salt and Lumber Company thousands of dollars and provided an appetizing and satisfying table for the hands.

Aside from the muscle and energy produced by this improved commissary there are other phases of the matter which are entitled to consideration. The old-time shanty boy earned an unenviable reputation for the amount of bad whiskey which he could and did consume. The whiskey of the old lumbering days seldom cost the vendor more than ninety cents a gallon and it was said that one glass of the stuff would make a jackrabbit spit in a bulldog's face. How much of the tremendous consumption of this liquid damnation was due to poor food in the lumber camps has not been scientifically ascertained but that it contributed largely to the cause can not be doubted.

The effect of good food on the mental machinery of a normal man must not be overlooked. There is nothing quite so stimulating as the knowledge that a solid and palatable meal awaits you at the end of the day. It is a spur to labor, makes for content among the men and is, after all, justly due them as a reward for a day's labor well done. A good meal softens the heart, mellows the thoughts and makes a man well disposed toward his fellows.

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The first vessel to be loaded at Portland, Oregon, with lumber for Great Britain, since the outbreak of the war has been chartered to take on a cargo in February. The rate has not been made public. After the bulk of the surplus grain crop has been moved it is believed that lumber exports to Europe will be renewed on something like their former scale.

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A log raft containing one million feet of cedar, said to be the largest ever floated on the Pacific, recently made the trip from British Columbia to Puget Sound. It was 100 feet long and 70 feet wide; it stood 15 feet out of the water and 20 feet under.

## The Calendar Crop for the Coming Year

The Waterous Engine Works Company, Limited, Brantford, Canada, are early in the field this year with their New Year's calendar. As usual, this company has selected a large and attractive form of calendar containing the days of the month in large type, which makes it very suitable for office use. A fine illustration of the plant of the Waterous Engine Works Company is shown, together with six small views of their products.

The River Ouelle Pulp & Lumber Company, St. Pacome, P.Q., manufacturers of spruce lumber, lath and pulpwood, have sent out a large office calendar with a handsome colored illustration entitled "A Fair Barrier." The picture is reproduced by colored photography from the original oil painting by Carl Kahler and represents "A pretty girl, a beautiful dog and a horse of mettle keen" standing at a gap in a rail fence.

The McGibbon Lumber Company, Penetanguishene, Ont., manufacturers and dealers in lumber, lath, wood, etc., have selected a very attractive picture entitled "Hiawatha's Wedding Journey" as the decoration for their New Year's calendar, which they are sending out to their friends in the trade. The picture is a beautiful colored reproduction of a painting by J. L. G. Ferris. The calendar is mounted on light red board and framed in white in a very handsome manner.

The Atlas Lumber & Manufacturing Company, Cincinnati, Ohio (J. C. West president), have sent out an attractive calendar decorated with a handsome colored photographic illustration representing a peaceful forest roadway. The calendar is tastefully mounted and will be welcome to those who are fortunate enough to be among the company's friends. A large and very practical type of office calendar has also been sent out by this company containing large bold type and decorated with a photographic illustration representing the company's band mill and dry kilns at Pickens, West Virginia.

The Wilson Lumber Company, Portland, Maine, wholesale dealers in Gulf cypress, and North Carolina pine, have sent out a handsome calendar to their trade friends. The picture decorating the calendar is entitled "The World's Highway" and is a very fine reproduction of a marine painting by John J. McAuliffe. The picture shows a full rigged three-masted sailing vessel scudding before a stiff breeze; which recalls the by-gone days of sailing vessels of this class. The coloring of the picture is very delicate and rich and the whole calendar is one of the choicest that we have yet had the pleasure of receiving.

The Campbell, MacLaurin Lumber Company, Limited, Montreal, P.Q., and Drummondville, P.Q., have again selected a large office type of calendar as a new year souvenir for their friends in the lumber trade. The figures are printed in large type and the calendar is decorated with an attractive colored picture entitled "Safe." It represents a large elk standing in the water after being chased by a pack of wolves which have come to a halt at the water's edge. The exhausted animal has at last escaped from the dreaded attacks of its enemies. The picture is conceived and carried out in a manner to convey this impression with much force.

The Fraser-Bryson Lumber Company, Limited, Ottawa, Ont., selling agents for Fraser & Company, have selected one of Philip R. Goodwin's splendid paintings of logging scenes as a decoration for their 1915 calendar. The picture is entitled "Where the Big Pines Grow." It represents a couple of timber cruisers breaking camp in the early morning. One of the men is folding up the camp dunnage while another is extinguishing the fire upon which the breakfast has been cooked. The bark canoe is close at hand in a little bay, ready for the day's journey. The picture is, like all of Mr. Goodwin's pictures, an excellent composition carried out in very attractive colors. It is handsomely mounted on white board with a buff colored frame.

## Wood Still the Principal Material

Great as the advance in fireproof construction has been during the last ten years there has been no let-up in the use of lumber, and both architects and builders find themselves so dependent on wood today that they are compelled to admit that the forests of the country are likely to be the chief source of building material for many years to come, says a recent bulletin issued by the United States Forest Service.

"The use of cement, terra-cotta, brick and stone, with a framework of steel, will make it possible soon to do away with wood entirely," is a remark often heard, and, indeed, when one stands on lower Broadway, New York, and looks up at the towering skyscrapers, the statement seems to contain much truth. As a matter of fact however, the popular idea that fireproof materials will do away with the need of using lumber in a comparatively few years is a very erroneous one. All of the various fireproof materials going into the approved construction of the more substantial buildings are used in greater quantities now than the world dreamed of a few years ago, yet the heavy demand for lumber continues.

That wood predominates is shown by the annual building records. Of the permits used for buildings erected last year, approximately 61 per cent. were constructed of wood, and the remaining 39 per cent. of fire-resisting material, according to a report issued by the Geological Survey on operations in forty-nine leading cities of the United States. These figures are the more significant when it is realized that they only represent the building activities in the largest cities. They do not take into account the construction of dwellings, stores and other buildings in the thousands of small cities and towns scattered over and not included in the forty-nine cities on which the reckoning is made.

In towns and small cities wood is usually the predominating building material and it is safe to say that, if the statistics had included figures for all places of whatever size, the percentage of wooden construction would have been much greater. These figures, as a rule, are only for the corporate limits, and the suburbs of these cities have each very large amounts to be added. The cost also, is relatively higher in these cities than in towns nearer the base of the supply.

## Shingle Exports Increase

Shingle exports to the United States from all Canadian producing districts ran heavier in September than in any previous month of the year, bringing the total for the first nine months of 1914 well up toward the billion mark and the value of the shingles exported well over the two-million-dollar mark.

The following tabulations show the details of shingle exports from Canada for the first nine months and also month by month, together with monthly and total values:

| | Shingle, Pcs. | Value |
|---|---|---|
| January | 42,706,000 | $ 99,845 |
| February | 57,700,000 | 134,000 |
| March | 81,771,000 | 195,987 |
| April | 114,763,000 | 260,084 |
| May | 116 595,000 | 267,739 |
| June | 116,761,000 | 274,014 |
| July | 114,222,000 | 270,555 |
| August | 121,109,000 | 274,706 |
| September | 130,796,000 | 276,854 |
| Total | 896,423,000 | $2,053,884 |

Other forest products imported by the United States from Canada for the month of September included 105,068,000 feet b.m., valued at $1,973,834. In September, 1913, the Canadian exports to this country totalled 95,881,000 feet b.m., having a value of $1,799,256.

Exclusive of shingles the exports of forest products from Canada to the United States for the first nine months of 1914 totalled 658,052,000 feet b.m., valued at $12,651,273. For the same months in 1913, the exports ran 647,910,000 feet, valued at $11,824,065. For the same nine months in 1912 the exports amounted to 694,462,000 feet valued at $11,882,298.

## Liverpool and Manchester Stocks

John E. Moore & Company, Limited, St. John, N.B., furnish the following report upon Liverpool and Manchester stocks on December 1st:

**Spruce and Birch**

**Month Ending, 30th November, 1914.**

**Liverpool**

| | Import | | | Consumption | | | Stock | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1912. | 1913. | 1914. | 1912. | 1913. | 1914. | 1912. | 1913. | 1914. |
| N.B. & N.S. Spruce & Pine, Stds. | 1,110 | 1,570 | 2,120 | 2,390 | 2,170 | 3,060 | 4,820 | 9,140 | 6,340 |
| Birch Logs, Loads | 180 | 20 | 0 | 360 | 80 | 60 | 1,040 | 400 | 240 |
| Birch Planks, Stds. | 261 | 115 | 303 | 340 | 158 | 261 | 776 | 818 | 606 |
| **Manchester** | | | | | | | | | |
| Spruce, Stds. | 800 | 60 | 1,840 | 5,000 | 6,030 | 5,500 | 8,250 | 20,320 | 11,010 |
| Birch Logs, Loads | 80 | 0 | 40 | 20 | 40 | 120 | 500 | 240 | 740 |
| Birch Planks, Stds. | 24 | 121 | 42 | 170 | 97 | 121 | 582 | 625 | 740 |

**Stocks in Manchester and Liverpool Combined**

| | 1910. | 1911. | 1912. | 1913. | 1914. | |
|---|---|---|---|---|---|---|
| **Spruce** | | | | | | |
| Manchester | 15,460 | 16,950 | 8,250 | 20,320 | 11,010 | |
| Liverpool | 7,740 | 5,930 | 4,820 | 9,140 | 6,340 | |
| | 23,200 | 22,880 | 13,070 | 29,460 | 17,350 | Stds. |
| **Birch Logs** | | | | | | |
| Manchester | 100 | 180 | 500 | 240 | 740 | |
| Liverpool | 20 | 660 | 1,040 | 400 | 240 | |
| | 120 | 840 | 1,540 | 640 | 980 | Loads. |
| **Birch Planks** | | | | | | |
| Manchester | 491 | 145 | 582 | 625 | 740 | |
| Liverpool | 321 | 491 | 776 | 818 | 606 | |
| | 812 | 636 | 1,358 | 1,443 | 1,346 | Stds. |

Lambert Taylor, a well-known lumberman of Williamsdale, N.S., was accidently killed recently when his horse suddenly took fright and bolted. Mr. Taylor was thrown from the carriage and almost instantly killed. The late Mr. Taylor was well known throughout Cumberland County.

# The Settler and His Pulpwood

Contributed specially to the Canada Lumberman by a Northern Woodsman

FIRE CONTROL AND MARKETING COSTS FROM THE HOMESTEADERS POINT OF VIEW. PART II.

In a previous article on this subject attention was called to the fact that settlers along the line of the Transcontinental Railway are at present showing unwonted activity in the cutting of pulpwood on their lands. The question arises as to how long this activity will continue and whether, if the experiment does not prove as successful as they anticipate, the situation will not revert to that which has hitherto existed, namely, the burning of huge quantities of spruce and balsam every year, instead of its being shipped away to the mills for manufacture into pulp.

When the settler first enters into possession of his land, and surveys the enormous quantities of magnificent pulpwood at his disposal, his first impression generally is, "There is a fortune in this. There is money in every stick of timber here." To the non-practical man that is a very natural conclusion to arrive at. As it stands it DOES look to be worth a small fortune, but the settler's dream vanishes when he comes down to practical business, and finds that although at the mills the fine array of stately trees which surround him on every side would net him a big sum, yet after he has done the chopping, and paid for the cost of hauling, loading and transportation, all he gets out of it is meagre wages and nothing, or practically nothing, for the value of the material. He usually decides that it is cheaper to burn what he has chopped than to cut it into proper lengths and trim it ready for shipment.

The writer, in visiting a number of settlers in the vicinity of Cochrane recently, called upon settlers who at one time boasted of the fine pulpwood they possessed. To the question: "Are you cutting any pulpwood this winter?" they have replied with absolute glee and triumph: "Pulpwood? I haven't any pulpwood now. The fire went through it last summer and destroyed it all. It's the finest thing that could have happened. It has saved me fifty per cent. in the cost of clearing my land."

That is the general view of the settler in regard to the pulpwood question. He no longer contemplates the bush fires with dread, but hails them as a positive Godsend. Whilst the fires are actually raging he may feel anxiety concerning the safety of his shack and its contents, but if he can save his little home, and the fire travels all over his land, leaving nothing but a forest of ugly blackened tree trunks, he reviews the situation with rejoicing, and enters upon his homestead duties with a lighter heart than ever before.

One is continually hearing the remark "It is only by a series of good big bush fires that this country will be cleared and converted into agricultural land."

So long as this is the attitude of the settler, and so long as he continues to regard the pulpwood on his land as a positive obstacle to him, rather than as an asset which will help to pay the cost of clearing his land so long we may expect to find the north country ravaged by big bush fires every year. Each summer, the settlers will be setting fire to the cut timber on their homesteads. If the conflagration were confined to the limits of the particular homestead, the matter might not be serious, though even in that instance it seems regrettable that so much valuable material should be destroyed for lack of adequate means of shipping it away to the mills. The trouble is, that there is no telling where these settlers' fires end. Many homesteaders exercise every care when they start a blaze and never leave it until they are convinced that everything is safe, but, too frequently, the fire gets beyond their control, spreads beyond the limits of their holding, and travels for miles, burning itself out, no one knows where. Or if the settlers keep the flames well in check, they are satisfied everything is safe when only a few smouldering patches remain. Therein lies the danger. The writer last summer saw half the town of Hearst destroyed by a little smouldering mass, a few inches square, which, in the morning was so insignificant as to excite no attention, but which, in the afternoon, fanned by a gale of wind, assumed proportions which "all the king's horses and all the king's men" could not subdue. Too frequently it is the little smouldering patch which causes the damage, for when once a fire eats its way into the soil it is wonderful how long it will remain burning and be a menace to the surrouding bush.

An instance as to how long a small fire in the bush will remain burning: Towards the end of last October the writer passed a certain spot where he noticed a small patch of smouldering muskeg. That night a torrential downpour set in and continued for twenty-four hours, flooding the recently-cut government roads. It was a downpour such as one would have thought would have extinguished the fiercest blaze. But the day after, that little patch of muskeg was smouldering away as merrily as ever. Two weeks later the writer again passed the same point, after another deluge of rain, which, in the night had turned to snow, of which there was a sufficient depth on the ground to permit of toboggans being drawn with ease, but the little patch of muskeg was still emitting small volumes of smoke. Instances of this kind could be quoted ad infinitum.

There seems to be a need for the Provincial Government to adopt some new policy on the whole question. Their desire is, no doubt, to conserve the pulpwood supply as far as possible, and at the same time to get the land which they are selling for homestead purposes cleared as quickly as possible. They have the whole line of route of the Transcontinental Railway patrolled by fire rangers each summer to guard against fires which may be caused by sparks from the engines of contractors' trains, yet they pay no attention to the big conflagrations deliberately started by settlers. The amount of pulpwood which the homesteaders destroy annually, rather than go to the trouble of shipping to the mills, is considerable, but it is a mere bagatelle when compared with the thousands of acres destroyed by the fires which they start, and which sometimes travel many miles beyond their homesteads, to regions where there is no settlement, and where there is not likely to be any settlement for years to come.

The main thing is to get the settlers interested in the pulpwood business, so as to induce them to ship their spruce and balsam away to the mills. They need some sort of education in the matter, and the Government would do well to issue a few simple instructions as to the best methods of cutting, piling, loading, hauling and handling pulpwood generally. Few of the settlers are experienced bushmen, and adopt methods which would never prevail in a lumber camp. In the cutting of roads, for instance, they frequently show a lack of discretion, with the result that they have a road which will not permit anything like a full load to be drawn over it.

Of course, one of the greatest drawbacks at the present time is the high charge which the contractors demand for hauling the pulpwood over the Transcontinental Railway into Cochrane. When the line is in proper operation these charges will be greatly reduced, and this will afford that extra margin of profit to induce the settler to ship away his pulpwood rather than consign it to the flames. However, if the vast timber areas north and south of the railway are not to be wholly destroyed some more effective steps must be taken for their conservation.

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## The Fuel Value of Various Woods

The fuel value of two pounds of wood is roughly equivalent to that of one pound of coal. This is given as the result of certain calculations now being made in the forest service laboratory, which show also about how many cords of certain kinds of wood are required to obtain an amount of heat equal to that in a ton of coal.

Certain kinds of wood, such as hickory, oak, beech, birch, hard maple, ash, elm, locust, long-leaf pine, and cherry have fairly high heat values and only one cord of seasoned wood of these species is required to equal one ton of good coal.

It takes a cord and a half of short-leaf pine, hemlock, red gum, Douglas fir, sycamore, and soft maple to equal a ton of coal, and two cords of cedar, redwood, poplar, catalpa, Norway pine, cypress, basswood, spruce, and white pine.

Equal weights of dry, non-resinous woods, however, are said to have practically the same heat value regardless of species, and as a consequence it can be stated as a general proposition that the heavier the wood the more heat to the cord. Weight for weight, however, there is very little difference between various species; the average heat for all that have been calculated is 4,600 calories, or heat units, per kilogram. A kilogram of resin will develop 9,400 heat units, or about twice the average for wood. As a consequence, resinous woods have a greater heat value per pound than non-resinous woods, and this increased value varies, of course, with the resin content.

The available heat value of a cord of wood depends on many different factors. It has a relation not only to the amount of resin it contains but to the amount of moisture present. Furthermore, cords vary as to the amount of solid wood they contain, even when they are of the standard dimension and occupy 128 cubic feet of space. A certain proportion of this space is made up of air spaces between the sticks, and this air space may be considerable in a cord made of twisted, crooked, and knotty sticks. Out of the 128 cubic feet, a fair average of solid wood is about 80 cubic feet.

It is pointed out, however, that heat value is not the only test of usefulness in fuel wood and since 95 per cent. of all wood used for fuel is consumed for domestic purposes, largely in farm houses, such factors as rapidity of burning and ease of lighting are important. Each

section of the country has its favored woods and these are said to be, in general, the right ones to ues. Hickory, of the non-resinous woods, has the highest fuel value per unit volume of wood, and has other advantages. It burns evenly, and, as housewives say, holds the heat. The oaks come next, followed by beech, birch, and maple. Pine has a relatively low heat value per unit volume, but has other advantages. It ignites readily and gives out a quick hot flame, but one that soon dies down. This makes it a favorite with rural housekeepers as a summer wood, because it is particularly adapted for hot days in the kitchen.

The fuel qualities of chestnut adapt it particularly to work in brass foundries, where it gives just the required amount of heat and it is therefore in favor. Coastwise vessels in Florida pay twice as much for Florida buttonwood as for any other, because it burns with an even heat and with a minimum amount of smoke and ash.

The principal disadvantage of the resinous pines is their oily black smoke.

## Ventilation of Dry Kilns

By N. Greener

The ventilation of dry kilns is one of the most important of all things connected with the proper kiln drying of lumber. Can you realize that on account of improper ventilation is 90 per cent. of the dry kilns used to-day there is 15 to 30 per cent. of the lumber being reduced in grade? You don't believe this but you will if you will do as I have done, stand by your grader on the green chain, see that he grades the lumber right and marks each piece as it should be, then you see that this lumber is stacked on the cars. Mark each car so you will know them, put them in the kilns and when they come out you stand by the grader on the dry chain and watch him change the grade mark. You will be convinced that there are conditions existing that you were not aware of. You may have brick kilns, you may have concrete kilns or wood kilns, but if your ventilation is not correct you had better not have any kilns.

Ventilation in dry kilns is somewhat different to that of the office or the home. At the office you ventilate to expel the foul air, introducing that which is pure.

In the dry kilns we ventilate to remove the moisture which is forced from the green lumber by the heat penetrating into the lumber through the pores. When the lumber is heated to the maximum temperature a portion of the water from the lumber is generated into a vapor. This vapor must be removed as fast as it accumualtes and at a point that will not interfere or reduce the temperature of the interior of the kiln. In removing this vapor or moisture, it must be replaced with air and not cold air but with air which is the right temperature to prevent the lumber from being chilled. Should the lumber be exposed to cold air you will find that checks will appear. A properly constructed ventilation system will prevent checks and the lumber will come through the kilns as good as it was before it went in them.

Some of the lumber manufacturers are figuring to get the lumber through the kilns to get the minimum weight. This is all right, but there is a limit. You can get lumber too dry. You may save 50 cents per M on your weights, but look out you don't cause the lumber to be degraded in milling, therefore losing more than you would save on the reduced weights. Look after the ventilation, have the lumber taken out of the kiln when it should come out and the weights will take care of themselves.

For several years I have been making experiments on ventilation for yellow pine dry kilns and have obtained some very excellent results, some of which I am going to give you for your information, and if any have given this matter any thought I am sure it will be of interest to them.

On the first nine cars, I give you below, each car contained 4,000 feet and on the last one 2,200 feet; these cars were perfectly dry when they were pulled out of the kilns and were not taken down for several hours after, being allowed to cool off.

One car No. 2 common, 1 x 6 to 1 x 12, pulled out after being in kiln 30 hours; in taking down and regrading, we found two pieces 1 x 6, 16 which were reduced to No. 3, temperature 240 degrees.

One car No. 2 common, 1 x 6 to 1 x 12, pulled after being in kiln 27 hours; in taking down and regrading, we found one piece 1 x 8, 16, and 1 piece 1 x 10, 16, which were reduced to No. 3 common, temperature 242 degrees.

One car No. 2 common, 1 x 6 to 1 x 12, pulled after being in kilns 30 hours; in taking down and regrading we found two pieces 1 x 12, 14 which were reduced to No. 3 common, temperature 246 degrees.

One car No. 2 common, 1 x 6 to 1 x 12, pulled after being in kilns 28 hours; in taking down and regrading we found one piece 1 x 8, 16, and one piece 1 x 10, 14 which were reduced to No. 3 common, temperature 240 degrees.

One car No. 2 common, 1 x 6 to 1 x 12, pulled after being in kilns 27 hours; in taking down and regrading we found two pieces 1 x 6, 12, and one piece 1 x 10, 14, which were reduced to No. 3 common, temperature 244 degrees.

One car No. 2 common, 1 x 6 to 1 x 12, pulled after being in kiln 30 hours; in taking down and regrading we found one piece 1 x 8, 18, which was reduced to No. 3 common, temperature 240 degrees.

One car No. 2 common, 1 x 6 to 1 x 12, pulled after being in kiln 32 hours; in taking down and regrading we found three pieces 1 x 10, 16, which were reduced to No. 3 common, temperature 238 degrees.

One car No. 2 common, 1 x 6 to 1 x 12, pulled after being in kiln 38 hours; in taking down and regrading we found two pieces 1 x 10, 16, three pieces 1 x 8, 14, and two pieces 1 x 6, 16, reduced to No. 3 common, temperature 240 degrees. This car was in the kiln at least six hours longer than it should have stayed.

One car 5/4, 6/4 and 8/4, B and Better finish short-leaf pulled after being in kiln 52 hours; in taking down and regrading we found two pieces 5/4 x 6, 16 reduced to No. 1 common, temperature 240 degrees..

On several cars B and Better kiln dried saps 3 x 6 to 6 x 12, 12 to 16 foot lengths pulled after being in kiln 72 hours; in taking down none degraded, temperature 240 degrees.

## Personal Notes of Interest to Lumbermen

W. E. Kelsey, of W. E. Kelsey and Son, North Tonawanda, N.Y., visited Toronto about the middle of December, on business relating to the purchase of stocks from Northern Ontario.

Sir Thomas Skinner, Bart., of London, Eng., has been elected a director of the Laurentide Company, Limited. He is also a director of the C. P. R. and Governor of the Hudsons Bay Company.

Mr. William Mason, of Mason, Gordon & Company, Montreal, has just returned from a business trip to the United Kingdom, partly in connection with the sale of pit props for use in British mines.

Arthur H. Campbell, of the Campbell MacLaurin Lumber Company, Montreal, spent Christmas with his father on the latter's large fruit farm at Bronte, Ont. On his way back to Montreal Mr. Campbell favored the Canada Lumberman with a visit.

Mr. H. W. Racey has resigned as general manager of the St. Lawrence Pulp and Lumber Corporation, Chandler, P.Q., the construction of whose plant was recently finished. Mr. Racey, however, at the request of Messrs. Chandler Bros. & Company, Philadelphia, will retain his connection with the corporation in an advisory capacity.

Mr. C. G. Atkinson, who recently resigned from his position as assistant manager for the Freeman-Smith Lumber Company, Millville, Ark., has taken the position of sales manager for the Stout Lumber Company, Thornton, Ark., and the Cotton Belt Lumber Company, Bearden, Ark. The two mills are modern in every respect. The Stout Lumber Company's plant is turning out Arkansas soft pine at the rate of 60,000,000 feet annually. The two mills are owned by the same interests. Their output will give Mr. Atkinson the sale of about 80,000,000 feet annually to superintend.

## Hindus Will Import Hardwood Into B.C.

With the object of importing valuable hard woods from the Punjab Valley in India into British Columbia for sale to manufactories there, a joint stock company has been formed by a number of Hindus. The leaders are Kapoor Singh, Hardit Singh, Inder Singh and Baga Singh. The new company will be capitalized at $250,000, composed of 25,000 shares of $10 each. Kapoor and Hardit Singh have returned to India to make arrangements at that end. The company proposes importing teak, mahogany, ebony, and other valuable brands of hardwood, and establishing a sawmill in India to cut the wood into square timbers to be shipped to British Columbia. It is stated that hardwood can be landed in New Westminster for $70 per thousand, and that when manufactured into the finished product as polished hardwood,

## Getting Out a Record Lumber Order

During the season of 1914 nearly four million feet of Douglas fir timber was shipped from Genoa Bay, B.C., to Toronto, for the great harbor improvements going on there. Active preparations are now under way for logging and sawing the requirements for 1915, the quantity needed for the coming year being approximately six million feet. It is gratifying to note that this large contract is proceeding satisfactorily despite the generally adverse conditions. It is estimated that upward of thirty million feet of Douglas fir will be required to complete the Toronto waterfront. The timber for the work is being furnished by the Empire Lumber Company from their immense holdings at Cowichan Lake, where the company has a log output capacity of sixty million feet and upward a year. The logs are delivered to the mill and sawn into lumber and timber at the rate of one hundred thousand to one hundred and twenty-five thousand feet a day of ten hours' run.

## Inventory Time and Its Duties

In the last week of the year, the attention of the retail lumber dealers is concentrated on the business of invoicing and everything else for the time being has a minor interest. Everybody works to his limit during these days, and the owner or manager has to bear the brunt of it in the physical and mental overtime he puts in at the work. The men unloading lumber or coal have an easy job compared with it, for when their day's work is done they go home and eat their supper and get a good night's rest. But those who are doing the invoicing, after working from daylight to dark in the yards as hard as they can, extend the day till midnight, working in the office at the hardest kind of mental labor in extending the board measure and figuring the cost prices of each item. After a few days of such grilling experience, a man feels as though something has gone out of him. Very often, too, the weather is so severe as to add greatly to the discomfort and length of time in doing the outside part of the job. On such days the man who is tallying can manage to keep going no matter how cold it is, but the one who keeps the tally has the worst of it.

To facilitate the work, preparation should be made beforehand in putting the stock in perfect order for rapid counting. The molding and battens can be counted several days previous; the coal bins and the brick piles, if these products are handled can be trimmed and counted, and several other things may be done that will shorten the time. I have gone into yards to invoice when nothing had been done of this kind and it took the greater part of a day longer because of having to straighten things out as we went along. It is not only the work of doing this, but it is annoying as well and makes the work harder in consequence. Those who are line yard managers have doubtless had this drilled into them and are ready for the auditor when he comes. If he finds the yard in applie-pie order and the stock nicely arranged for counting, it will be several points in your favor and will serve to keep him in good humor during the job. When an auditor comes to invoice a yard, he wants to tackle the work and get it back of him as soon as possible and anything the manager has done to lessen the labor and time for him is greatly appreciated for, whether you know it or not, there are few men who have a harder job for the next two or three weeks than a line yard auditor. He not only has this invoicing work to do but he has a certain degree of responsibility to account for in the returns from the yards under his supervision. He is required by the owners to look after the managers during the year and see that they obey the rules and meet their requirements. So when figuring-up time comes, he naturally feels more or less anxious about how things will pan out in the final footings of the year's work. Therefore, I would suggest to you to make it as easy as you can for the auditor in this invoicing job. You are working in the business for the owners and you will gain better results for yourself if you work with the auditor in obtaining the best results for the yard. You see him every little while but you see the owners very seldom, and they only know you by name and your daily reports. The auditor is the personal connecting link between you and them and if he is a competent man for his position, what he says of you goes with your mutual employers. You will find that his good opinion of you and your ability is a pretty handy thing to have when you make up your mind to "hit" the owners for an increase of salary, and I suppose some of you have got that idea running through your mind at this particular time. If this is the case, you too, will feel solicitous about the outcome of the year's business of the yard. This is something that the manager is not supposed to be entitled to know. There is one thing sure, however, if the results are not satisfactory, he will be more liable to know of it than if they are.

### You Will Learn Then

When you get to running a yard of your own and employing men you will understand better the attitude of a yard owner in this respect. You will feel when you have had a good year, that if you let your employees know it, it will act as an encouragement to them to try for a raise. If it has been a poor year, you don't mind letting them know, for the tendency it will have to restrain them from asking for more wages. They will be more satisfied with what they are getting and thankful if they are not asked to take less.

I consider though, that the manager of such a business as that of a lumber yard is rather more than in the position of a hired man. If he is competent and makes a success in conducting the yard, he is more of an associate in the business than the hired man with no more responsibility than is connected with his day's work. The more competent a manager is, the closer is his affiliation with the ownership of the concern. He is practically a branch of it, and being this, it is therefore natural he should feel that it was his due to be informed as to the results of his year's efforts to make the business a success. A manager of this class is a good business man and a knowledge of this encourages him to make it better. Being a good business man he will know if he is getting the salary that the business will warrant. With his ability and mastery of the business he is able to form a pretty close estimate of what the yard profits are and distinguish the difference between a large volume of business and a profitable business.

The mistake is often made by some yard managers that if they are selling lots of stuff and making a good aggregate showing every month, the profits must be correspondingly large, and they wonder why, with such a good showing every year, nothing is said to them about an increase of salary. I have had a chance to look over the yearly summing up of the results of a good many yards and seen the different percentages of profit. In a number of cases, I noted that some yards showed a larger amount of protfis than other yards that had done a much larger volume of business. I supposed at first thought, this was owing to a difference in the character of the competition. On inquiring, however, I learned that the conditions in this respect were practically the same. I've no doubt but every line yard concern has similar cases among their yards. It is illustrative of a well-known principle in business that it is one thing to sell goods but another matter to get an adequate profit. A line yard man told me in a conversation this summer that they were paying several of their managers larger salaries than they did to some who were doing a larger business. He said too, that the common fault of most managers was to make sales at the expense of profits. The manager who can roll up a good volume of sales and make good profits out of them is a man that is being sought for and can command the top-notch salary. I have spoken of these things at this time with the object of their being suggestive to you in your work of the coming year, by helping you to keep in mind the fact of your being valuable to your employers only in proportion to the amount of profits you succeed in making for them out of the business. To make profits, therefore, is a problem that is incumbent on you to study and continually watch for its application in every sale you make, for on it largely depends your business success.

### Volume, But Not Profit

I think that one of the best lessons I ever learned was along in the early '80's when I was a manager of a line yard. I had been but five or six years in the business and I had lots to learn although I didn't realize this at the time. I had what I thought was a whopping good year's trade. I was ambitious and worked hard to roll up the volume of sales and when I figured them up at the close of the year, I was patting myself on the back in anticipation of a salary raise that I had been working for. My surprise and mortification were great when one day, a couple of weeks after invoicing one of the owners came out to see me. I thought he didn't appear very cheerful and I didn't feel that way either when he informed me that although the yard had done a good business in the amount of sales last year, it didn't show much of a profit. Then he told of what some of the other boys had done and that made me feel worse than ever, for I hated like the dickens to "husk the down row" in anything. This was before the days of daily reports and so we went over the books together and I was shown the mistakes I had made in selling stuff on too close a margin and some other things I had not been aware of. It was a cold day, I remember, but I perspired in going over the work I had done. I was given another year's trial at that yard with the same old salary, and I did some hard studying during the rest of that winter and by it I got a new view of business principles that I had previously ignored because I had not understood them as I should. The result for that year was that I did about the same amount of business with a resultant profit that gave me a 20 per cent. increase in salary. I learned my lesson well and ever afterward I was among the head of the class.

From this, I have formed an opinion that every manager who is competent to be one should be intrusted with the knowledge of a fair idea of the net results of his year's work, and if he is worth anything at all as a manager, it will have a beneficial influence in his next year's management of the yard. It is not necessary, of course, to tell him the exact amount of the profit the yard has made. I don't think the right sort of a manager cares to know this, but he does care to know, whether he has been successful or not.

### Require a Change of Scene

There are many managers who are in the wrong place, for their own and employer's good and a change of position to another town would work to the benefit of both. The profits of a yard depend a good deal on the degree of harmony existing between the manager and his local competitor. In many places where there are discordant relations, it is not always so much on account of the natural competition as it is the difference in the personal temperament of the two men. They simply can't get along together becaues they dislike each other in a personal way, and when this feeling exists there cannot be any fair competition between the two. When I was working as a boy on the farm we had some horses that were always kicking and biting when hitched together, but hitch them up with other horses and they would work together in peace and harmony. and I've noticed this is a good deal the same way with humans. Met Saley used to call this the "imperfect meshing of cogs." You will understand this better, those of you who have to do with the working of machinery. I have seen several instances of shifting yard managers from one town to another which proved to be a benefit all around. I have known of two dealers who were managing yards in the same town and the two yards were

owned by the same concern, yet these two men couldn't get along together without scrapping and cutting prices to get the business. A change had to be made of course. One of them was sent to run a yard in an adjoining town where there was a real competitor. Fortunately the new man found that he harmonized with the other dealer and the two got along together without scrapping.

This is a matter which I believe should have consideration by owners of line yards in their placing of men at different places for the personal equation is something that cannot be left out of anything pertaining to business relations, and I would say to you managers who are in places where you can't get along harmoniously with the "other fellow" that you owe it to yourself to seek a change to some place where you can. If you have had a good business this year and the yard didn't pan out in profits as it should have, because of unfriendly relations between you and your competitor, something is the matter with your personal temperament. You don't like each other, as we say, on general principles and therefore the business principles in the running of the two yards have to suffer because your "cogs don't mesh." On the other hand it may be that you are not well enough acquainted in a personal way with each other. You have kept aloof and shunned meeting one another and this has had the tendency to create a false personal dislike between you. The thing to do, therefore, is to find out through closer acquaintance if you won't like him better in knowing him better. It is often the case that as we become better acquainted with a man our adverse opinion of him changes. I believe this is a common experience with us all in our personal relations with individuals. In view of this fact, don't you think that it might be well for you to give it a trial in your relations with the man over in the other yard who appears to you to be irreconcilable in his attitude towards you? It may be that if you cultivate his acquaintance he will prove to be a different fellow from what you thought he was.

### Warm up to Him

Don't you think now, if you two could harmonize better, that it would be money in both your pockets, to say nothing of the added pleasure of doing business? Well then why not be sensible and act sensibly in doing your part to make this possible? Lay aside your own pride and stubbornness of disposition and make the first move in going half way and a considerable distance on his half if need be to a better understanding of him as a man. Do it for the sake of your business if nothing else. If he is repellant in his way the first, second and third time you meet him don't be discouraged but be persistent, and in time, you are bound to thaw him out.

You may perhaps have heard of the old fable of the contest of the Sun and the Wind as to which could make the traveller take off his cloak first. The Wind had the first try at it and he blew the hardest kind of a gale but it only had the effect of making the traveller hold on to his cloak all the tighter. The Wind gave it up and subsided to a calm. The Sun then took a hand and blazed away. In a little while those silent burning rays of his impelled the traveller to unloosen and lay off his cloak for relief, you can see the moral of this without my pointing it out. I read this fable when I was a boy, and it made such an impression on me that I believe nothing has influenced me more in my handling of men.

I shall never forget either the instance, at one of our convenitons, several years ago, of a dealer telling me in a confidential way of his bringing his competitor along with him and paying his expenses to and from the meeting. He was a tight-wad, cantankerous dispositioned sort of a chap and hard to get along with, but my friend conceived the idea that his liking for getting something for nothing would incline him to accept the offer on those terms and so he came, saw, took in, and went back a different man. Some months afterward I received a letter from the wise dealer in which he stated that everything was going on nicely, and his investment had been worth a thousand dollars. You will perhaps see the moral of this too, without my pointing it out and if you choose to apply it in a similar case there is no doubt in the least but that it will pay you a big interest on the investment if nothing more.

### A Good Start for the New Year

Applying this common sense treatment that I have been talking about to those of your competitors who are not in accord with you, will be a mighty good thing for you to begin the New Year with. Just go out in the corner of the yard and dig a hole and bury your old grudges and forget them and start out on the New Year with the determination to make friends of your competitors no matter how cantankerous they may be. Get all right yourself in feeling and attitude towards them for this is the first essential thing to do and the rest is a matter of tact and patience in application. There are many ways in which you can work with a competitor instead of working against him. It used to be a common idea with dealers that no matter what a competitor was doing the thing to do was to be against him. If anything was heard to his discredit, to spread it around was the policy pursued. The idea was to down him in a social and business way wherever possible. Such a policy could result only in creating personal feelings of dislike and rancor to the serious detriment of the business interests of all the dealers in the town. When you come to look at it from an enlightened, intelligent view point it is a crude and barbarous policy and unworthy of the intelligence of to-day. The developing of a higher standard of business dealing is eliminating a good deal of this old time notion that a competitor had no business rights that we were bound to respect. Our associations have done a good deal in educating lumbermen to discard these primitive ideas, and the retail business is on a higher level in this respect than it used to be and they will do more as the work is going on in an ever broadening measure.

At the end of the year you closed your books for the year that is now but a memory. If you will turn over their pages and study them you will see many evidences of the results of being unfriendly with your competitor. There are accounts that he could have told you were risky to make but in your ignorance of this, you were pleased in taking that trade away from him. There are records of bills sold at lower figures than need have been, because the parties had lied to you about the figures offered by your competitor, when, if you had been on good terms with him you would have done differently and obtained more money for them. And you might ask yourself, "What doth it profit me in being on unfriendly terms with my competitor?" Just run over your last year's business and calculate approximately, the amount it has cost you for this. Is it wise? Is it sensible? Is it good business to continue working under such conditions when the remedy for them is as practical to apply as the cause is that produces them? If you found out that you were losing $500 a year from some other cause than this, you would not hesitate to take measures to stop it would you? Well, scrapping with your competitor costs you as much if not more than this amount of money in profits every year that you continue in this policy. In view of this, don't you think it would be worth your while to change it for one that will save you what you are now losing? I know of course there are many who read this to whom it won't apply for they are getting along with their competitors in a sensible way and saving all this loss I've spoken of, for themselves. But there are many more who have not yet learned the value, in money, of good will and forbearance towards their competitors. It is to those I am talking, and urging on them the business importance of getting rightly adjusted their relations with the man in the other yard and this holiday season is a good time to make the move to bring it about.

### Price Fixing Unnecessary

Understand, if you please, I am not suggesting any such thing as the "fixing" of prices. Dealers can work together without doing this. With a harmony of action this matter will regulate itself. You don't have to have a special agreement with a friend to keep him from knifing you and just so in this case, working together you can keep down the amount of accounts on your books. You can govern better your credits and collections. You can make it harder for the "dead beats" and make the slow pays loosen their hold on your money. You can collaborate with your competitor in creating and developing more business for you both, and the competition between you will resolve itself into an emulation of purpose as to "who best can work and best agree." The emulation in service and creating business is taking the place of the old cut-throat competition with the intelligent and progressive element in the business world, and the retail lumbermen should get into line in adopting it and throw into the discard all of the old unprofitable methods of doing business.—C. H. Ketridge, in The Mississippi Valley Lumberman.

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Measured in terms of annual production of wealth the lumber industry both in British Columbia and in the Northwestern states ranks high above its nearest competitors—agriculture, mining and fisheries. In British Columbia of every dollar in the pocket of the wage earner, merchant or financier, 33 cents is from the forest. In Washington, Oregon and Idaho the lumbermen are still more productive—42 per cent. of the public wealth of Washington, 45 per cent. of the public wealth of Oregon and 31 per cent. of the public wealth of Idaho is derived directly from the logging camps, saw mills and other forest occupations.

It is unnecessary to state here that the wealth brought into the country by the lumber industry does not remain in the hands of the lumberman. The lumberman's dollar is one of the world's best travellers; of every dollar, 40 cents goes to transportation companies, 35 cents to labor directly employed in the industry, 15 cents to merchants for equipment and supplies, 10 cents for interest on capital invested.

The lumbermen of this forest region may pay directly each year to transportation companies $80,000,000, to wage earners $70,000,000, to merchants $30 000,000 and for the use of borrowed working capital $20,000,000. This money is later circulated into every portion of the community and forms an important factor in the livelihood of those few people who do not come into direct contact with the lumber industry.—H. R. MacMillan, Chief Forester of British Columbia, before the Western Forestry & Conservation Association.

## Methods of Billing and Factory Routine

There is to be found a great variety of methods of billing in woodworking factories, some being good, some bad and some almost worthless. In this article I will mention one or two as not being good, and will try and describe another, which I consider a good system. In connection with the billing, I will describe the system of factory routine in connection with same, says I. D. C., in the Wood-Worker, Indianapolis. As I write this, I call to mind a small mill where, up to less than a year past, there was no system of billing that insured anything like accuracy, even if one man was in charge all the time. To make matters worse, they were changing foremen and managers every two or three months. None of the owners had any practical knowledge of mill work. The senior partner as president and general manager, was trying to run the little mill and do a general building and contracting business by using the three sons—the four constituting the members of the company. His method was to have one or two of the boys on the building jobs (which business was run separate from the mill), while the other one stayed in the mill as foreman and sometimes manager.

When booking an order of mill work for a complete building, they would list the items in the order book, and would not have all the items in the estimate listed on the same or adjoining pages. When the items were billed out for working, they made no check to show what was billed, and made no attempt to keep the shop orders after the items were finished. When shipping an order, they would take everything in sight that was supposed to belong to the job, making no attempt to check up and see if they had everything which was ready, or were getting the right material. They would then make out the bills of lading and invoices from the order book, checking off the items which they thought were finised and sent out. In some cases they would fail to check out items which had been shipped. By not checking off the items when billed to the shop, they would sometimes get out an order the second time, and sometimes would not have everything finished when the job was shipped.

They were almost constantly in correspondence with an outside man, offering him a position as manager with a fairly good salary, on condition that he make the business pay. Sometimes they would get a man there to take the job, would take him through the machine room (which was equipped with about the most complete line of scrap iron to be found), show him the lumber shed, go back to the office, show him the order book (which at first appeared to be filled with unfinished orders), and tell him to go ahead.

After he had worked two or three days or a week, trying to find out what was out and what was not, the "old man" would inform him that his services would no longer be needed as foreman, but if he wished to remain as a machine man, at the same pay as the other men, he could do so. Occasionally they would get a pretty good machine man to stay on for a while by that method. They had at least half a dozen men to take the job in a year's time, only to turn them down after a few days, with the customary offer of a job as a machine man. It got to be a habit with the boys in the shop, when a new man went to work as foreman, to predict that he would lose out in a few days, and the prediction always came true.

Another method of billing which I have seen in use, works out all right until it gets to the factory. In this factory they only make sash, doors, blinds, frames and cabinet work, all moldings being gotten out at another plant a few hundred yards distant. The billing here mentioned applies particularly to sash, doors and blinds. The orders are sent to the factory from the main office and are of a very good form. The part which does not work out right is in making the cutting bills. The billing is done by each man doing a job of work, as he takes an order for, say a lot of sash, and does all the work (except the cutting) and sometimes puts the sash together, finishing them up ready for glazing.

When a man finishes a job, he is given an order, just as it comes from the office, and makes out a cutting list and gives it to the cutter. He then sets up the different machines to be used on the job, and if the cutter has not cut any of his order, he has to wait or else go and help cut it—and they already have about twice the number of cutters they need, if things were properly managed. When one man gets in good headway on a job, it often occurs that another man will be given a job requiring the same machines and the same set-up on all of them. For example, each man will be given a lot of 1⅜-in. sash, with regular stock sash sticking. With some of the machines they have two of a kind, and each man sets up a separate machine. In that way the work of one man does not often conflict with that of another. However, if they had a good system of billing and one man to lay off all the work, it would not be necessary to have so much money tied up in machinery.

A system of billing which proved fairly successful for one mill (a small one employing twenty to thirty men under one foreman) had its objections, not due, however, to the system of billing, but to the fact that the foreman would not always check the items on order sheet when he made the cutting list. All orders were entered on the order book in the same rotation that they occurred on the estimate sheet. The shop order was copied from the order book and made in duplicate, the shop getting the original and the shipping room the duplicate. All cutting lists were made by the foreman and all sash, doors and blinds laid off by him. The frames were laid off by the man doing the frame machine work, and all cabinet and stair work by the head bench man.

In another place, I saw a system in use which I consider a good one. It was in a fairly large factory, having four or five departments under separate foremen. Each department is numbered and receives its orders on paper of a different color from the others, and all orders are made on uniform sized sheets. All items on a job are billed on white paper and sent to the shipping department. At the left hand edge of this sheet is a column in which the number of the department furnishing the item is written, so the shipper can tell at a glance where the different items are to be made. This is quite a convenience in looking up the different items of a kind, say the doors included on a large job.

The whole order is then rewritten, the items sorted for the different departments and written on their respective colored order sheets. As soon as the foreman gets an order he makes a cutting list, with a duplicate copy. The original is sent to the cutting department and the duplicate kept by the department to check and lay off the work by. The cutter is required to make on one piece of each size, the size as listed in his cutting order, the number of pieces and the order number, also make a mark on each end of piece for convenience in locating it in case it should get turned over or mixed with the others on the truck.

There is a rule in force throughout this plant which requires the keeping of all pieces of a kind and size stacked together. When loading trucks, the material is laid along the full surface, one layer on top of another, instead of being stacked up in tiers to any height which may suit the loader. The latter method is one of the greatest causes for mixed sizes of which I know, and requires a lot of extra work in sorting out. I have seen mills where the stock was piled promiscuously on trucks at the bill saw. When it got to the man who was to lay out the work, he would sort it out, lay it off, and promptly mix things up again. In passing through the machining operations it would be sorted and mixed again at each machine, and when it got to the assembling bench would be worse mixed than at any other time.

With the better system in use, each man handling material is required to keep it sorted for the next operation. The man who lays off the work, selects the piece with the marks put on by the cutter. After laying off the piece, which is called the pattern, he marks on the side opposite the one to be used for the face (all work is stacked face down, therefore the marks are always on top) the purpose for which the piece is intended. the number called for in the original order, also the order number. For example, if he has on his list an item calling for five windows, 28 x 34, 2-light. 1⅜-in. check rail, he will mark on the pattern for the bottom side: "Bott. Stile 5 wds., 28 x 34, 2-Lts., 1⅜ C. R., No. 3287." The top stiles are marked the same as the bottom, except he marks top instead of bottom. Only one rail is laid off, always the top rail. The width of bottom rail is marked on the pattern and if there are any bars to be worked to the same length shoulder, he marks on rail pattern the number of bars to be run and the finishing size.

None of the machine men use an order sheet on sash or door work, but are guided by the instructions on the patterns. Each man handling the work sorts the parts requiring different operations in the next process. For instance, the sash sticker man sends all pieces which are finished on his machine, to the assembling bench. All stiles, rails, etc., requiring mortises for bars are sent to the hollow chisel mortiser, and all rails to be relished are sent to the relishing machine. When a machine is set up, everything that is ready and can be run on that set-up, is run before the machine is changed. To some, this system may appear to result in lots of material being lost or left behind; but it is seldom that anything of the kind occurs. Everything is kept in such order that one can, in a very few minutes, find any of the pieces, no matter how many hands they may have passed through. The man at the assembling bench is furnished with the list used by the layout man, to guide him in putting up the items.

When sash or doors are assembled, one or more of a kind and size is marked on the edge with the number, size, style and order number. When they are finished, and just before sending to the next department (panel doors to shipping room and glass doors and sash to glazing room), they are listed on a memorandum checked off from the department order (also memorandum), and both dated as to date finished. This system of checking saves a lot of trouble in looking up any of the items for future reference.

When all items are checked off the department ticket, it is delivered to the shipping department and attached to the shipping ticket. By this means the shipper can tell at a glance which departments have finished everything belongng to them. In case it is necessary for the department to hold some of the work back, notices are sent to the shipper when certain parts are finished. For example, when starting on a job of frames, as soon as the basement frames are

finished there is a memorandum sent in, reading: "No. 3287—basement frames ready to ship."

All tickets on which some of the items have bee shipped during the day, are sent to the office with signed bills of lading and dray bills, to be checked off the book and invoices made. Tickets having only a part of the items checked are returned to the shipping room, and those that are all checked are kept in the office and filed alphabetically. At intervals of two or three months they are placed in holders, the backs of the holders being dated as to period covered by the tickets contained in them. These tickets are preserved from year to year, so that anyone wishing an order duplicated can get it by stating the year in which the order was filled, and the order number.

## Machinery Arrangement—Handling Material

While there can be no fixed rule for the arrangement of factories for the different lines of work, there can be many good arrangements far better than some of the factories have, says F. E. Jackson in the Wood-Worker, Indianapolis. For a planing mill we might arrange a planer at the entrance of the mill, directly from the kiln-dried lumber shed; this should be a double surfacer to avoid carrying the material back behind the planer to be run again. The lumber shed is another thing that often needs rearranging, in order that it may be reached easily. Behind the planer, about 24 ft., and about 1 ft. to the right, should be a self-feed rip saw of a modern type, speeded so that it will turn out the material at full capacity. To the rear of the rip saw about 24 ft., and to the left, it would be well to set the sticker, which should be not less than an 8-in., four head machine. The swinging or slicing saw should be about 20, and not more than 30 ft. to the right of the molder.

Thus, when a truckload is brought from the dry kiln shed it comes directly to the double surfacer and falls at the right place for the rip saw man. He passes it through the saw, and if it is molding it is dropped directly behind the molder, and the molder operator can pick it up as easily as from a truck, and much faster than the machine will take care of it. If the material to be ripped is to be sliced, it is dropped on a truck and taken to the cutter, which is near the rip saw. Meantime the man who tails the rip saw throws the refuse to his left and back, so that it will be to the right of the man feeding the machine, and if he can use some of the smaller pieces they are in the right place for him to get with the least effort.

One of the main things in handling material is to see that it is kept together, so that the man who asesmbles it does not have to hunt the whole shop over to find all the stock. In cabinet work there are usually many small pieces, which will admit of closer arrangement of the machines, and closer observation on the part of the foreman to see that the material is kept together.

Upon taking charge of a certain factory I was surprised to find that a truckload of stock would be brought to the cabinet room, accompanied by probably a half-dozen bills, more or less, and not a mark on any of the material to indicate which bill it belonged to or what item on the bill. Consequently the cabinet maker would take nearly as long to sort out his material as it took the cutter to cut it in the first place. Each piece had to be measured, both for width and length, and he didn't mark them either, and would probably check them over several times before placing the material. This did not last long. Now, when a truckload of material comes to the cabinet room it must contain every piece that is on the bill or there is an excuse attached for the reason of the shortage of certain items. This excuse is written on the back of the billing sheet and is checked out only when the stock is gotten out.

This arrangement gives the foreman a chance to see immediately if there is any piece short, and make arrangements for it before the cabinetmaker is in absolute need of it. I would like to ask if any of the readers have any idea of the time saved per cabinetmaker per year, between the "happy-go-lucky" way of handling material, and handling it where each piece is numbered as to item and lettered as to sheet where it belongs? For instance, we start billing and the first sheet is lettered A, the next B, and so on down the alphabet. If there are twenty items on the sheet the first is 1-A or 1-B and so on. If this is attended to and placed on every piece entered on the bill, when the material reaches the cabinetmaker he can check it out very quickly, and without taking his rule from his pocket. If he wants to know if a certain piece on the plans and details is out, he looks to the bills, finds the item number, goes through the pile, and picks it out without measuring it.

In one factory, where I was employed, there were about ten or twelve foremen of the different branches of the work. These men were called into the office every Saturday morning and held a meeting (the manager acting as chairman) and conversed on the happenings of the week and the progress of the work. They could always tell just how far a job had gotten; suggestions were made and decided on by the majority present. The principal reason for meeting on Saturday was to talk over the happenings of the week while they were fresh in their memory. The company gave the men credit for the hour and was always well repaid. It kept the foremen interested, and they felt an obligation placed upon them to become thinkers.

Some factories use what is termed a suggestion box. In many instances it is a very good thing, but there are some difficulties that often arise with its use. The box is placed at some convenient point, and each man in the mill is allowed to make suggestions and place them in the box. At the end of each week the box is unlocked, the suggestions read and decided upon, and those accepted are paid for. While there are many good ideas secured by this method, there is always a confusion as to what they are worth. Again, some men constantly have good ideas and are paid for them, while others, somehow, do not make suggestions which are accepted. and it causes jealously among the men. Therefore I would not advise the use of the suggestion box, although it might be handled in some places.

We often hear of red tape, and what might be termed such by some would be termed system by others, and what might be termed system by some would be termed red tape by others. But system is what we need, with concentrated principles, elimination of unnecessary work or movements, and the establishment of shorter routes and processes to accomplish the best results in the least possible time. It should be the duty of the manager, superintendent and all foremen in charge, to give part of their time to thinking and planning for these advantages. Practical experience, together with theoretical ideas, often figure out many wrinkles. Some men have had the experience but are not theoretical, but it requires a man with both talents to establish a system that will enable his company to meet competition.

Many managers are still laboring under the idea that their old system is the best, and often will not submit to any changes being made. They would rather rely on a system that has been tried out, than to try to establish one themselves, and often make the remark: "That system might do for that shop, or that line of work, but not for ours." This is so often repeated that it has become an old saying, but if the factory is not paying, why not try another system?

Most mills that have been in operation a long time have a set way of doing things, and a foreman must be sure of his ground before making any changes which upset previously established customs. The resentment against these changes often takes the form of what is commonly called "knocking," an indefinable way of doing an injury to a man's reputation or efficiency, that is harder to control or overcome than any mechanical change in machinery. The most successful manager or superintendent is the man who can lead, rather than try to force, others to see the way that they want them to see.

There are things in every factory that are different from other factories, some handicapped processes that are hard to overcome, and others that are advantageous, but the thing is not how the other fellow does, so much as, "Can't we find some way that will shorten and beat it?" Many managers use the superintendent for a kicking post, and when anything goes wrong he is the one who gets the blame. It is true that the superintendent should be responsible for the happenings in the plant, but there is such a thing as one's energy being torn to pieces. The superintendent who can always find the right answer for either his men or his superior, is a live wire.

Where you find a factory running smoothly, everybody at the wheel and ready to push, from manager and superintendent down to the janitor, and all working for the interest of the company, you see a company that prospers. It takes the consolidated efforts of all the force to make a business successful; it takes scheming and planning, interlocked with close observation to secure the best results. If a department is lame, build it up. In this day and age, there are no reasons why any factory should be running in a hap-hazard way. There are many systems, thoroughly tried out and proven a success, and if you can find one that is shorter than yours try and adapt it to your work.

Old machines should be discarded and new ones, that double the output, installed, as well as new ideas and new systems. Sometimes this requires a complete renovation, which often will not be submitted to by the owners, but nevertheless, it would be the one thing to do. Many plants only need partial renewal, but if we keep up with the times and equip ourselves with the best of machines and the best of men to operate them, the hardest battle is easily overcome.

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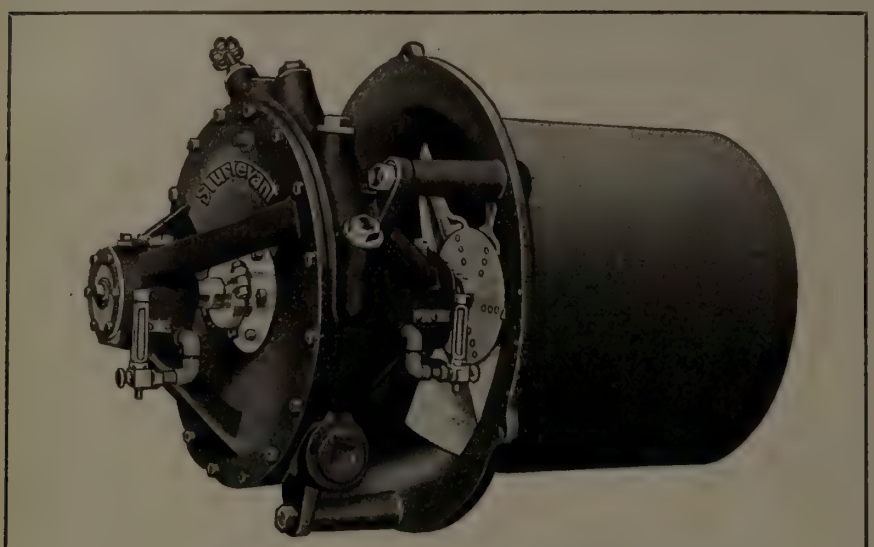
The foremen of the Stearns Salt & Lumber Company, Ludington, Mich., have inaugurated an interesting series of "Get Together" meetings for the present winter, the first of which was held recently. The meetings take place in a new hall with a seating capacity of 200, which has recently been erected in the mill yard as a second floor addition to the yard and office building. The principal subject under discussion at the meeting was "Plans for Improving Conditions in the Various Departments." The work for the winter was outlined, the intention being to hold meetings twice a month. Addresses will be given by representatives of concerns closely allied with the lumber industry. A representative of the Simonds Saw Company will give stereoptical lectures on the manufacture of steel products. Mr. Thompson, of the Standard Oil Company, will give an address on the "Formation and Distillation of Oils."

## A New Sturtevant Undergrate Blower

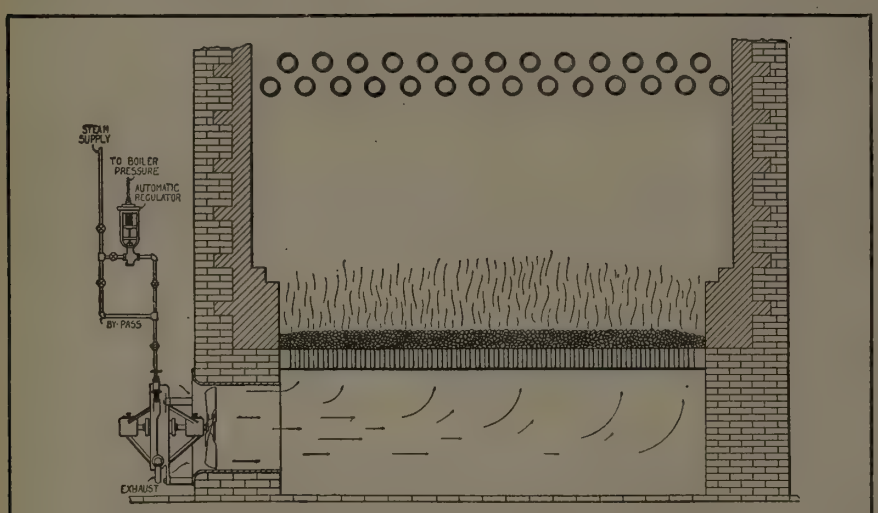
A new design of undergrate blower has just been built by the B. F. Sturtevant Company of Boston, Mass. Undegrate blowers are used very largely in sawmills and woodworking plants where shavings and sawdust are burned. They give an abundant draft for any




Sturtevant Turbo-Undergrate Blower.

kind of fuel and will often increase the steaming capacity of the boilers as much as 100 per cent. A blower is placed in the boiler brick work and can be installed over night.

The new set, which is illustrated herewith, is claimed by the manufacturers to have many mechanical advantages over all other machines. This particular set is almost identical with the large standard Sturtevant turbines. Substantial bearings are provided,

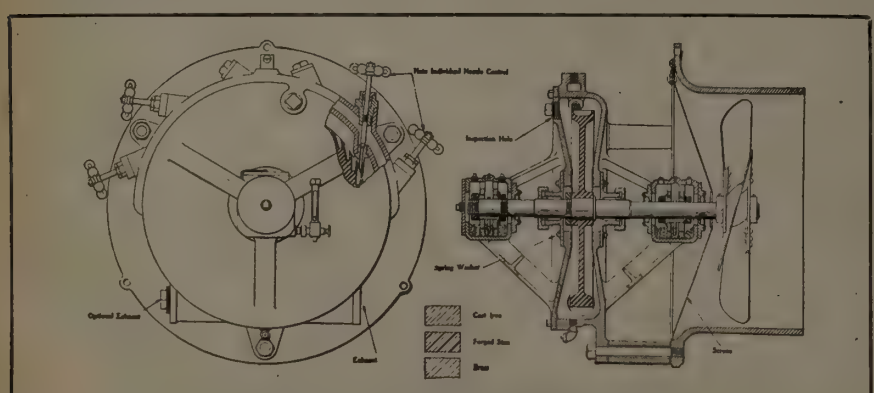



Method of installation of Sturtevant Undergrate Blower.

with oil-ring lubrication, and it is impossible for steam to get into the bearings. When the oil reservoir has been filled, it will last for weeks. The company claim that oil or grease cups do not give as great satisfaction as this type of bearing. The daily injection of oil is likely to carry dirt which will block the lubricating passes.

This machine, like the other design of Sturtevant undergrate blowers has no ball bearings. When ball bearings are used the heat from the steam is apt to dry out the lubrication, causing the balls to crack and break.

Another important feature of this machine is the floating metal-



Cross section of Sturtevant Undergrate Blower.

lic stuffing box, which prevents steam from getting into the bearings, and renders it possible to carry back pressure of 15 pounds. The casing has been made very large. This eliminates back pressure and tends to lower steam consumption.

The new machine has from one to six nozzles, according to the amount of steam required. The nozzle control is very efficient. The fireman can shut off any number of nozzles, thus obtaining high efficiency and minimum steam consumption at low loads. The sets are manufactured by the B. F. Sturtevant Company, Hyde Park, Boston, Mass.

## Publicity That Proved Effective

For several years the Jewett Lumber Company, of Des Moines, Iowa, has been conducting an active advertising campaign that has been characterized by a number of original features. George A. Jewett, of that company, induced each of the local daily newspapers to publish a home builders' page, having a house plan for the central feature. Surrounding the house plan, which was accompanied by a description, were the advertisements of concerns that contribute to the building, furnishing and equipping of homes. The Jewett Lumber Company's advertisements usually occupied the space in the middle of the page immediately below the house plans, and consisted generally of a "serial for home builders." These advertisements were written by Mr. Jewett and were devoted to a discussion of the plans appearing above them. A conversational style was adopted, and suggestions were made for the building of houses in such a way as to utilize in their exteriors and interiors the numerous wood products supplied by the Jewett Lumber Company. Mr. Jewett, as well as each of the other advertisers on the page, used in his advertisement a slogan, the Jewett Lumber Company's slogan being "Everything from the foundation to the chimney top."

After these advertisements had been running for many months the publisher of one of the local papers conceived the idea of running a home builders' page with spaces for the advertisers occupied by their slogans only, and offering a cash prize to the reader who would identify most of the advertisers by their slogans. When the contest was closed the publisher informed the Jewett Lumber Company that of the 500 responses received "Everything from the foundation to the chimney top" was attributed to the Jewett Lumber Company in every case but two. This was taken to indicate that Mr. Jewett's advertising had been conducted in such a way as to impress his company's name indelibly upon the readers of the papers in which its advertisements appeared.

The Jewett Lumber Company, however, has ample evidence of the profitableness of its advertising campaign in the form of substantial increases in its business. Mr. Jewett has declared on several occasions that the money spent for advertising has been the best business investment he has ever had. So fully convinced is he of the value of local advertising that he is determined to continue indefinitely his expenditure for newspaper space on a scale at least as large as in the past.

## "Veneer" a Badly Abused Word

The word "Veneer" in business and in ordinary conversation has been so subject to a variety of interpretations that manufacturers of veneer and of veneer machinery are to some extent handicapped by the misinterpretation frequently put upon the word by the public. An illustration of this is afforded by a recent utterance made by Hon. Richard Harcourt, ex-Minister of Education for the Province of Ontario. In closing an excellent patriotic address, delivered at the Crown Theatre, Bridgeburg, Ont., Hon. Richard Harcourt made the following remarks with regard to enlisting in the army:—"It is unfortunate that some people think they are doing a fine thing for their country when they applaud and cheer, but do nothing more. That it is nothing less than veneer." This is undoubtedly an injustice to the excellent veneer products which are turned out nowadays. The sense in which it was used by Hon. Richard Harcourt, however, is so common as to be the practically accepted use in dictionaries. In Webster's Dictionary the interpretations given for the word "veneer" are "outside show" and "pretence." Since the early days when this interpretation of "veneer" became general, the industry and art of manufacturing and using veneer have made such wonderful advance that, in future dictionaries, in order to keep abreast of the times will have to include a new interpretation which will do justice to the dignified and important position which this product has taken in the industrial world. Indeed, in order to be entirely correct, a complete new interpretation is necessary, giving to the word "veneer" only its more dignified meaning and referring to the old meaning as obsolete.

White pine and yellow pine are the woods most used for boxes, and each contributes more than a billion feet to the box industry annually in the United States.

## How a Travelling Salesman May Develop Trade

The customers of the wholesale lumber salesman do not come to him as they do to the retail salesman. He must go to them. When a man comes to the retailer's yard he usually comes with more or less inclination to buy. The man to whom the travelling salesman goes may have no inclination whatever to buy.

The travelling man must expect to make countless calls that do not produce immediate results, particularly when first opening a territory. The retail salesman may lack most of the qualities of successful salesmanship and still very likely sell enough lumber to make money. The wholesale salesman, unless he has definite selling ability and a good deal of it, positively can not earn his salary.

Of course there are some customers who afford easy sales to the travelling man. There are always some waiting to buy, some who need the stock. But it is not a large part of salesmanship to sell to these men. Salesmanship must be based on the ability to interest and persuade new customers to add constantly to the list of buyers.

The man opening up new territory must expect to do a good deal of missionary work and the man on old territory must consider that there are always more or less prospective customers who require developing into actual purchasers. To call regularly on just so many dealers and never to investigate whether there are others in the territory who might possibly become customers will never develop an increasing trade.

There is all the difference between success and failure in the way a salesman goes after new trade. It requires persistence and energy and no small degree of optimism to develop this kind of business. A salesman can make himself just about what he will. There is no real limit to the man with determination.

One salesman carries around with him an atmosphere that spreads a feeling of opposition wherever he goes and kills even future chances. Such a salesman rarely gets to be more than a stranger to new customers. Another man just as much a stranger at the outset knows how to appear and how to act to secure the interest and attention of his prospect.

A retail lumber dealer is very likely to raise an invisible barrier between himself and an unknown salesman. Nobody loves a strange travelling man, at least no dealer welcomes him with a glad hand.

Common as it is for dealers to object to listening to the travelling man's storey when he is a new man, travellers never seem, some of them at least, to be able to refrain from showing temper in such instances.

Is it not conceivable that a lumber dealer may be too busy to listen to a travelling man's story the first time he comes? I have seen plenty of travellers who seemed to think a dealer was lying to them if he said he was too busy to take time to see them. Such travelling men, by their indignant actions, practically accuse the dealer of lying to them when he claims to be busy. They sometimes try to force a hearing and ruin their chances for ever with that dealer.

To insinuate that the dealer is under obligations to lay aside his own affairs and listen to your story is to intimate that his business is of less importance than your own, that you are a higher class business man than he is. This is an attitude that will keep you from getting into the good graces of any man toward whom it is shown.

The first rule in the salesman's handy book ought to be, "Never get disgruntled!" When a lumber salesman has learned to keep his temper and, more than that, to keep good natured and cordial in the face of rebuffs and slights and "throw-downs" he has taken the longest step toward successful selling. He has made it possible to go into any dealer's yard or office and leave without an order, but with a better prospect of getting the order next time.

Unless your call on a prospective customer leaves that man in a frame of mind that will make him more likely to buy another time, you have not exercised proper discretion. You have fallen down in some part of your approach and subsequent conversation.

Of course I am not upholding the dealer who is not courteous to salesmen. No retail lumber dealer can afford to slight the travelling man and it will prove to his disadvantage to do so. But there are many dealers who do not properly realize this fact and there are some who do not care. These disagreeable dealers buy goods, sometimes a large amount of them. It is worth while to overlook their peculiarities in order to sell them lumber.

Every dealer has had the experience, perhaps many times, of having the travelling man go right up in the air when refused a chance to tell his story. No dealer ever gets to feel just right toward such a man again. There is usually a reason when the buyer declines to give the seller a chance. If that reason is not well grounded and can be moved aside without causing ill feeling, persistence will do its work, but persistence should stop short of being insistence.

Naturally, it is not good salesmanship to shut right up and walk away the instant a dealer says he is busy, or says he does not need anything. But the dealer's absolute statement that he is not in the market and the sign that he is going to be displeased if you do not take his word for it ought to be enough to cause the travelling man to back out gracefully, leaving an opening for a future call.

Scattered here and there through your territory are isolated dealers who live in small villages and whose trade does not seem worth stopping for. There are others who live in large towns but who are so over-shadowed by their competitors that they receive no attention from the selling forces covering their section.

Both of these classes of dealers are susceptible of development. The dealer in the small village may buy in a small way, but you can secure almost entire control of his purchasing if you will give him proper attention, and you never know when a boom may start in his territory and then you will profit hugely by the friendship of the small dealer. The small dealer surrounded by large ones may seem insignificant, but it is not infrequently the case that the small dealer has ability to grow and determination to succeed. All the big dealers started as small ones. Success never comes ready made. If your competitors are getting the business of the big dealers in a town, beside trying to get what you can of that business, see what you can do to help the little fellow develop. Your suggestions and your ideas may be just the additional inducement and incitement he needs to get him to building up his trade.

The salesman who helps a small dealer get started growing will not have much trouble in holding his trade after he has grown.

Don't overlook the little dealer in the little village and don't overlook the little dealer in the big town.

If you hope to interest new trade don't give it time to forget all about you between trips. Help the house to arrange your territory so that you will see these new men often enough to keep your personality and your arguments before them. Many remedies act better when given in small doses at frequent intervals, than when given in large doses at long intervals.

If you can not get to see a man until he is likely to have forgotten you, write him a letter. Don't write just for the sake of writing. Have something pertinent to say and say it in few words and in pointed words. Having the house send out form letters mentioning your name will not help any in impressing your personality on the dealers you hope to interest. Use some of your spare hotel time in dictating personal letters to the public stenographer and sending them to prospective buyers between trips.

Of course, this takes time. Anything you have to do to earn your pay or to secure your success takes time, but no one has ever yet known of a man developing a trade in any line without spending some time in the work. That is what your time is for.

In looking for chances to develop new customers don't neglect the development of the old ones. There are salesmen who, when they become well acquainted wth their dealers and who regard their business as securely clinched, hurry into town on one train and ask the dealer to favor them with a rapid-fire audience so they can get out of town by the very next train. This sort of treatment opens the way for the more careful and deliberate salesman of another house to secure bigger and bigger orders until he may crowd Mister Man-in-a-Hurry out altogether.

You have no better prospective buyers than the men who have already bought from you. Develop your present customers as well as your future customers.

Of course you must keep adding new customers or your business will in the very nature of things decrease. Dealers die, go out of business or are forced out. Many changes take place in your trade in a year. These changes mostly reduce your sales. In order to hold your own you must be continually adding new names to the list to take the place of those that are dropping off for one reason or another.

So important is the development of prospects that one is almost inclined to say that the securing of a new prospect is more important than the increased development of an old customer.

If your line is a line of specialties, you need to secure new users or buyers, and it is often just as easy to interest a new dealer in handling the line as it is to win over a dealer from some other similar line. The education of the dealers is work that is perhaps primarily that of the house, but the salesman must take no little part in the educational campaign. Many dealers who pay no attention to literature sent them will listen to the same information imparted by a traveller who is a friend as well as a business acquaintance.

The development of new customers is in a way merely the making of new friends. The man who makes friends readily can make new customers. Personal methods are what count, and while you can not do things to place a prospective customer under obvious obligations unless the opportunity is great, you can develop an undertone of friendliness that will count strongly for you some day. Relations with buyers are commonly supposed to be kept on a business basis, but do not adhere to this plan so strictly as to fail to take advantage of the possibilities of the personal element.

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The Canadian Naval Department is in the market for bundles of hazelwood or willow boughs to be used as fenders to hang alongside battleships, a supply of which can no longer be obtained from Norway and Sweden.

# WANTED & FOR SALE DEPARTMENT

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 15 cents per agate line (14 agate lines make one inch.) ($2.10 per inch) each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word net. Cash must accompany the order. Minimum charge 50 cents.

Advertisement must be received not later than the 10th and 26th of each month to insure insertion in the subsequent issue.

## Wanted–Lumber

### Basswood Wanted

No. 2 Common and Mill Cull. Winter cut preferred. Apply Firstbrook Brothers, Ltd. Toronto, Ont. 7-tf

### Wanted

2,000,000 ft. White Birch Sqs. ⅞-in., 1-in., 1⅛-in., 1¼-in. up to 2-in. Lengths 2-ft., 3-ft., 4-ft. and 6-ft. Clear stock. Write M. Mitchell, Lucknow, Ont. 1 t.f.

### Birchwood Wanted

5-in. thick, 6-in. wide and up. Must be air dried 1912 cut.

LAMONTAGNE, LIMITED,
338 Notre Dame Street West,
1-3 Montreal, Que.

### Wanted To Buy
### Good Merchantable Spruce

| | |
|---|---|
| 100,000 ft. 2 x 6 | 50,000 ft. 3 x 8 |
| 100,000 ft. 2 x 8 | 50,000 ft. 2½ x 7 |
| 50,000 ft. 3 x 9 | 25,000 ft. 2½ x 6½ |

all 10 ft. and up long. Terms 75 per cent. cash against B/L; balance on arrival and inspection. Immediate shipment. State price f.o.b. shipping point. Write P. O. Box 1595, Montreal, Que. c

## For Sale–Lumber

### For Sale

400 Spruce Spiles, 60 ft. long, 7 in. tops. Also any quantity Spiles 35 to 50 ft. long. Prompt shipment.

The Northern Lumber Mills, Limited,
21-t.f. North Cobalt, Ont.

### For Sale—White Pine Bevel Siding

Either in Idaho White Pine, Silver White Pine or Michigan White Pine. All grades at prices so low that you will be sure to buy. Write us.

American Lumber and Mfg. Company,
22-1 Pittsburgh, Pa.

### For Sale

1 car 2 in. Rock Elm, No. 2 and 3 Common.
1 car 2¾ in., 3 in. and 3½ in. Sound Rock Elm Hearts.
1 car 2½ in., 3 in. and 3½ in. Maple, No. 2 Common.
2 cars 2 in. Maple, No. 2 Common.
1 car 2 in. Maple, No. 3 Common.
1 car 1¼ in., 1½ in. Beech, No. 2 Common and Better.
2 cars 1½ in. Beech, No. 1 Com. and Bet.
3 cars 1½ in. Beech, No. 2 Com. and Bet.
30,000 Cedar Posts, 8 ft. long.
1,000 cord 4 ft. Hardwood Slabs.

This stock is dry and in good shipping condition.

WM. PEDWELL, Lumber Merchant,
15-t.f. Owen Sound, Ont.

### We Can Cut To Order

Spruce or White Pine Timber up to 12 x 12. Inquiries solicited.

H. C. DUNBAR,
1 t.f. Haileybury, Ont.

### Wanted to Sell

One to five million feet of 8 x 8's to 24 x 24's, 12 ft. to 18 ft. long, No. 1 common pine timbers, rough or dressed. To be shipped as fast as cut, approximately four hundred per month.

PERRY-FRASER LUMBER CO., INC.,
23-2 Noxapater, Miss., U.S.A.

### Lumber For Sale

200 Pieces 1 x 15 and up 22 ft. Cypress.
375 Pieces 1 x 15 and up 24 ft. Cypress.
Clear for boat building, in stock at Montreal.

GEO. C. GOODFELLOW,
c Montreal, Que.

## For Sale–Machinery

WOODWORKING MACHINERY FOR SALE: 2 24-in. planers and matchers; 4 12-in. buzz planers; 1 No. 51 Crescent universal woodworker; 2 10-in. four side moulders; 1 Cowan hollow-chisel mortiser; 2 Canada Machinery Corporation dimension saw tables; 1 42-in power feed band rip saw; 1 54-in. band resaw; 6 30-in. Ideal pedestal bandsaws; 1 No. 503 tenon machine, double heads and copes. H. W. PETRIE, Limited, Toronto.

### Rebuilt Veneer Machines

We have the following rebuilt Coe veneer lathes and clippers ready for immediate shipment:

Lathe, 50-in. swing, 88-in. knife, 6-in. spindles.
Lathe, 50-in. swing, 64-in. knife, 6-in. spindles.
Lathe, 50-in. swing, 64-in. knife, 5 in. spindles.
Lathe, 50-in. swing, 76 in. knife, 6-in. spindles.
Lathe, 42 in. swing, 52-in. knife, 5-in. spindles.
100-in. power clipper.
64-in. foot power clipper.

These machines are decided bargains and carry the same guarantee as we give our new ones. Prices on application.

THE COE MANUFACTURING COMPANY,
23t.f. Painesville, Ohio.

## Wanted–Employment

Advertisements under this heading one cent a word per insertion. Box No 10 cents extra. Minimum charge 25 cents

WANTED—Position as engineer. Can handle A.C. work. References. R. E. Keech, 412 Pavone Street, Benton Harbor, Mich., U.S.A. 22-1

BAND-SAW FILER wants position. Thoroughly experienced. Last employers not operating this year. Desirous of getting located permanently. Married. Age 33. Also good on circulars and machine repair. Can furnish A1 references. Box 124, Canada Lumberman, Toronto. 1-2

POSITION WANTED by stenographer and bookkeeper. Young man, stenographer and bookkeeper, desires position with lumber company, with a chance of advancement. One year's business experience, and best of references. Address Lock Box 42, Highland Park Station, Des Moines, Iowa, U.S.A. 22-1

### Manager or Secretary-Treasurer

Position wanted by married man. Fifteen years' experience in every department of the lumber business. Successful manager of company manufacturing thirty million feet annually. Four years in wholesale and retail business as secretary and manager. Licensed log scaler. Can provide capital and furnish excellent references. Reply to Box 112, Canada Lumberman, Toronto. 24-3

Planing mill man expert in sales, advertising and estimates, with exceptional record for increased business and profits, will be open for new position January 1st. Will guarantee results for 1915 and will make pay contingent upon results. Apply Box 108, Canada Lumberman & Woodworker, Toronto. 23-2

## Business Chances

### Pulpwood Limit For Sale

A fine freehold virgin pulpwood limit for sale. Easy operation, rivers running to railway. For further information write to Box 122, Canada Lumberman, Toronto. 1 t.f.

### Timber Limits For Sale

Can be quickly and profitably disposed of by advertising them on this page. This is where buyers of timber property look for opportunities to invest. If your "ad" is here the investor will see it. Canada Lumberman, Toronto, Ont. tf

## In the Supreme Court of Ontario

In the Matter of The Winding-Up Act, being Chapter 144 fo the Revised Statutes of Canada and Amending Acts.

And in the Matter of the Dominion Lumber Company, Limited.

Judicial Sale by Public Auction of valuable timber lands, limits and mills situate in the Province of Quebec.

Notice is hereby given that pursuant to the Winding-Up Order made in this matter and bearing date the 9th day of June, 1914, there will be offered for sale with the approbation of Geo. O. Alcorn, Master in Ordinary of the said Court and with the concurrence of the Royal Trust Company, Trustee for bondholders, by Public Auction by Fraser Bros., Auctioneers, at No. 453 St. James Street, Montreal, Quebec, at the hour of 10.30 o'clock in the forenoon on the 30th day of January, A.D. 1915, the following lands and premises and assets in one parcel:—

A.—In the seigniory of Ste. Anne des Monts, in the County of Gaspe, in the Province of Quebec, 1,000 acres more or less of timber lands, together with a duly equipped lumber and shingle mill, having a capacity of 25,000 feet of lumber and 125,000 to 150,000 pieces of shingles every ten hours, also dwellings, storehouses, repair shops, etc., also 289 square miles timber limits in said county held under Government license and numbered 22 to 29, estimated to contain over 350 million feet of saw logs, principally fir, spruce and cedar, and 595,000 cords of spool and pulp wood. Also logs in river estimated at 1,000,000 feet board measure.

B.—Near La Grande Vallee des Monts, in the County of Gaspe, in the Province of Quebec, 54 square miles of timber lands and 100 square miles licensed timber limits (held under Government license and numbered 30, 34 and 35) reported to contain 100 million feet of saw logs and 245,000 cords pulp and spool wood, together with new lumber mill fully equipped and having a capacity of 50,000 to 75,000 feet of lumber every ten hours, also a mill for sawing shingles and railway ties, with a capacity of 125,000 to 150,000 shingles every ten hours and all necessary shanty plant, etc.

The property will be offered for sale subject to a reserved bid fixed by the said Master in Ordinary.

**Terms of Sale.**—Accepted cheque for $10,000 payable to the Liquidators to be deposited with the Auctioneer by each bidder when making bid. Twenty-five per cent. of purchase price to be paid in cash and balance shall be paid in three equal annual instalments and shall bear interest at the rate of seven per centum per annum, such instalments to be secured to the satisfaction of the Liquidators.

The Purchaser may at his option pay the whole purchase money in cash.

The terms and conditions of sale in all other respects are the standing conditions of sale of the Court so far as applicable.

For further particulars apply to Archibald W. Stevenson, Eastern Townships Bank Building, Montreal, Quebec, Charles A. Millener, Deseronto, Ontario, Frank Denton, K.C., 20 King Street East, Toronto. Liquidators or to Masten, Starr and Spence, 58 Canada Life Building, Toronto, Canada.

Dated at Toronto this 14th day of November, A.D. 1914.

GEO. O. ALCORN,
23-2 Master in Ordinary.

### Furniture Manufacturers

Lumber dealer, having unlimited quantity of birch, maple and beech, desires to enter into negotiations with Ontario firm of furniture manufacturers who would be willing to change their location. Have no experience, but can procure sufficient capital to develop business. Excellent prospects. Address in first instance to Box 115, Canada Lumberman, Toronto. 24-1

### Splendid Chance for Sash and Door Manufacturer

One or two practical planing mill men with a little capital are offered an excellent opportunity to get into business. The property available is an excellent newly-equipped woodworking plant, in Ontario, for turning out sash, doors and millwork. Local capital can be obtained to build up business. Unsurpassed location and shipping facilities. Owner wants to retire from business. Box 116 Canada Lumberman and Woodworker, Toronto. 24-1

### Sawmill For Sale

Rare bargain. Big opportunity to go into the sawmill and store business in a small way. Sawmill, store, dwelling, stables and four acres of land, situated five miles from Southampton on the main road leading to Owen Sound. Capacity of mill, 10 to 12 M. feet per ten hours. In first class condition. Good supply of logs can be had for a number of years. Home market in Southampton for all the lumber, slabs and sawdust. For further information apply to J. Seibert, Southampton, Ont. 1-2

## Miscellaneous

### Saw Mill Wanted

Wanted to purchase a saw mill in good order, capacity about 75,000 ft. per 10 hours. Party buying desires to move mill. Apply Bartram Bros., Limited, Ottawa, Ont. 1 t.f.

### Agents Wanted

Large United States firm manufacturing steel wheels, farm trucks, handy wagons, logging and traction wagons, dump carts, engine trucks, etc., wants Provincial agents throughout Canada. Write stating what territory you can cover. Box 119, Canada Lumberman, Toronto. 1-3

### Wanted To Purchase

200 to 300 boom chains, ½ inch thick and nine feet long, with toggles and rings attached. Name best price for cash f.o.b. cars shipping point.

MONTEITH BROTHERS,
1-4 Rosseau, Muskoka, Ont.

### Agents Wanted

One of the largest firms on the Continent making motor trucks, wants sales agents for whole or part of Canada. Putting out a truck which represents one of the most important advances in truck manufacture. It drives from all four wheels and likewise steers and brakes on all four wheels. Company very strong financially. Box 120, Canada Lumberman, Toronto. 1-3

### Sawing Contract Wanted

Want to secure contract for the sawing of 1,000,000 to 5,000,000 feet of logs. Have No. 1 portable sawmill, fully equipped. Location immaterial.

HUGH BAIRD & COMPANY,
22 1 Markdale, Ont.

### Rossed Pulp Wood

I will close a contract immediately for machine Rossed Pulp Wood, 24-in. and 48-in. long, quotations f.o.b. Cochrane, Ont., or at place of delivery. I have the control of a large quantity of pulp wood yearly.

I also have for sale 50,000 ft. of 1-in. dry White Birch.

L. BOIVIN,
23-2 Box 46, Cochrane, Ont.

### Do You Want to Buy or Sell?

If you wish to purchase or dispose of a particular stock of lumber or logs, a mill property or timber limit, or some second-hand machinery, the CANADA LUMBERMAN AND WOODWORKER will bring quick returns. Use our "Wanted and For Sale Department."

**Saw Mill Machinery For Sale**

Sawmill near Sellwood, Ontario, daily capacity 60,000 feet. All machinery including:—Log Ladder, Bullwheel, Steam Kicker, Log Loader, Stationary Steam Nigger, 42-in. Steel Carriage, 10-in. Steam Feed, 8 ft. Double Cutting Bandmill, Cast Iron Lumber Table, 5-Saw Slab Slasher, 48-in. Big Champion Edger, Trimmer, Transfers to Edger and Trimmer Tables, Sorting Tables, etc. Also, Independent Lathmill, Filing Room Outfit and Power Plant complete. This machinery is of the latest design, practically new and in excellent condition. Offers will be accepted for all or any part of this machinery, where it stands or F.O.B. cars Sellwood.

The Waterous Engine Works Company,
22-t.f. Brantford, Canada.

## Utilization of Wood Waste

A few weeks ago a correspondent in Vancouver was asking through our columns information concerning the successful production of acetone and fusel oil, etc., from sawdust, by a simple process of fermentation, says the Timber Trades Journal. This inquiry has brought the following information from Mr. J. C. Stead, technical chemist and chemical engineer, which will no doubt be helpful to many who are interested in this important question of getting as much as possible out of the mill refuse.

Methods for producing alcohol from sawdust have been several times tried, but so far without commercial success. The latest attempt in Great Britain was made some four, five or more years ago, when the process by a German named, I believe, Zimmerman, was tried, on an extensive scale. However, there were a considerable number of difficulties in not only operating the plant, but also in disposing of the refuse, and I do not think that it is in operation now.

Fusel oil would be produced at the same time as alcohol.

Acetone is obtained by the dried distillation of an acetate originated in the acetic acid produced by the dried distillation of wood.

Isoprene for artificial rubber making, is not, so far as I am aware, produced from cellulose. There is in course of perfecting a method of producing this by special fermentation of starch. I do not think that isoprene produced from wood could stand any chance in competition with the isoprene produced by this latest introduced method.

## Merits of Birch

Without detracting one iota from the genuine worth of mahogany, it can be stated that birch possesses certain qualities which are superior to mahoganv. It is stronger. It stands strains which would snap the tropical wood. It cannot be truthfully asserted that in beauty of grain, when properly finished, birch goes ahead of mahogany, because it does not—no wood does. But in combining strength and beauty, it ranks above mahogany. It takes finishes which no mahogany has ever yet received.

It is not necessary to claim for birch that it is superior as a furniture and finish wood to all others in America. There are other extremely high grade cabinet woods in this country, and all that need be claimed for birch is that it ranks with the best of them. It is strong, hard, stiff, takes fine polish, responds remarkably well to the application of stains and fillers, and if a figured wood is wanted, selected birch supplies it. All of the qualities of a superb cabinet material are here. It is no experiment. It has held its place and gained ground from the first, and it has reached a point where it is able to stand on its own merits and against all comers, either domestic or foreign. This claim extends to lower as well as to the best grades of highly-colored and finely-figured stock. Birch fills plebian as well as aristocratic places; it is the camp stool as well as the rocker; the bed slat as well as the carved legs of the grand piano. It is fit for nearly every part and class of woodwork. It detracts nothing from its long and honorable reputation to know that excavations have shown that the terrible war chariots of the Assyrians, with scythe blades on the hubs and spears on the ends of the poles, were made of birch—rims, hubs, spokes, axles, poles, and body. Then why hide the identity of this splendid wood under aliases and disguises?—Timber News.

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The parish church at Bolton, Mass., was reshingled recently for the first time in one hundred and twenty-one years. In 1793 this church was shingled, the roofing being split from white pine logs, all shingles, of course, being handhewn. It is a testimony to the timber that the shingles were found to be in a state of almost perfect preservation. Nowadays we hear a great deal about steel replacing wood, but nature seems to outrival science in some respects.

**WASTE ELIMINATION**
IN LOGGING OPERATIONS
My reports show where the waste is, and how it may be eliminated.
**D. E. LAUDERBURN,** Forest Engineer
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**Eat the meat out of oats and corn and horses get the husk.**

RATS ARE DISEASE CARRIERS: ALSO CAUSE FIRES. Device resets itself; always ready; catches daily. Made of galvanized iron; can't get out of order; cheese is used, doing away with poison; 12 rats caught one day in one catcher. One sent any place in U. S. upon receipt of $3. Catcher 10 in. high, for mice only, $1. On account of shipping charges being prepaid, remittance requested with order.

**H. D. SWARTS**
Inventor and Mfr., Scranton, Pa.

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**Posts, Ties, Timber, Lumber, Sash, Doors, Interior Finish, Hardwood Flooring, &c.**
**Three sawmills and large, well equipped Planing Mills.**
**Good supply of Pine, Cedar, Hemlock and Hardwoods. Special bills Winter or Summer.**
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New Standard 54 in. Band Resaw.

Knoxville, Tenn.,
May 19, 1914
Wm. B. Mershon & Co.,
Saginaw, Mich.
Gentlemen,—
As to the working of your Resaws in our plant. There is very little use in wasting time discussing that feature. Anybody that knows anything about a Resaw, knows that a "Mershon" works about 99.99% perfect, and that is as near perfection as you can expect in this world of woe.
Very truly yours,
HOLSTON BOX & LUMBER CO.,
Hugh G. Burke, Manager.

**Wm. B. Mershon & Company**
**Saginaw, Michigan**

# Review of Current Trade Conditions

## Ontario

With the end of the year, and its accompanying inventory and holiday season, trade has naturally become very quiet. All who have been following the trend of events during the past few months with care are now looking forward with keen interest to the developments which may come about early in the New Year. It is not long now before we will know fairly definitely whether the optimistic predictions of many important lumbermen have been well founded. In Ontario, aside entirely from the abnormal conditions brought about by the war, the situation is one which should work out in the direction of a good demand and firm prices. In fact, it would unquestionably have this result, were it not for the war. The situation therefore, is one in which these two factors have to be calculated, the one against the other. Inasmuch as the war situation has improved since the very anxious days of early August, it is rather natural to feel that conditions tending towards better trade may commence to have the upper hand in the near future. There is no question that in Ontario, the farmer has had an excellent year. His crops have been plentiful and have sold at good prices and he is in a position to spend money upon improvements, if he can be persuaded to do so. The unfortunate part of the situation is that the farmer, like every other man with any money in his possession, is influenced to-day to a great extent by the uncertainty prevailing as to future conditions which may develop out of the war. He therefore has, in many instances, a natural inclination to put his money away, without spending it, so as to have something to fall back upon in case the depression arising out of the war should continue over a protracted period. If this spirit prevails to any great extent, the farmer's purchases will be only those which he considers indispensable to his business. Any others, which he can look upon at all in the light of a luxury, or only as a partial necessity, will be postponed. It would be foolish under these conditions to make any attempt at foretelling definitely the course of trade during the next few months. There is one thing certain however, namely, that the conditions prevailing in connection with stocks, during the first half of 1915, will be such as to assist any upward tendency in the values of lumber. The quantity carried over by retail yards and mills is unusually light. The amount to be cut in the woods this winter is also far below the amount of previous years, having been estimated at a reduction of, all the way from 25 to 40 per cent. In the larger centres, trade is going along fairly steadily on the basis which was struck about the first of November. There is a fair volume of stock moving all the time, to fill the reduced demand for manufacturing and building purposes. The interesting surprise of this situation has been the fact that this amount of trade, in itself, is sufficient to furnish a fair quantity of business for practically every manufacturer and wholesaler. No one reports anything in the way of a rush of orders, but it is remarkable how many report that they are receiving sufficient business to keep them from being in any way anxious about the immediate future.

A well-known manufacturer in northern Ontario, writing under date of December 23rd, says: sales have been better in the last month and enquiries more numerous, with buyers looking for a cut in prices. We think that trade will brighten up again in the spring and with the smaller cuts being taken out, prices will hold firm."

## Eastern Canada

Trade continues quiet at Montreal, the holiday season, the war, and the weather, all combining to restrain business. In the building business there is very little going on. In the country districts, however, building operations are more active, as the good harvest has minimized the results of the depression. Montreal retailers are reported to have plenty of stock to last them till spring.

The market for eastern spruce at Boston has been firmer during the past fortnight, which is a very encouraging sign, because, as a rule, during the last two weeks of December, the market is dull. Offerings of dimension and random have been light, as most of the large manufacturers are filled up with orders from Great Britain. Manufacturers are insisting on $25 base, Boston rate, for railroad shipments of dimension. Direct sales to the retail trade are still made at $24. At New York, there is an increased volume of trade in eastern spruce, but prices have not altered.

The demand for shingles at Boston is light, and dealers report that they are suffering a good deal from the legislation against wooden roofs. Country yards, however, ascribe the dullness to the arrival of winter weather. Some fancy brands of white cedars are quoted at $3.50, but most of the business is at $3.35 and $3.45. Clears are bringing $2.80 to $2.90 and second clears $2.50 to $2.65. Red cedars are selling at $3.35 to $3.55 for extras. The demand for lath is moderate, but offerings are light and prices firm. Some sales of 1⅝ in. are reported at $4.20, but a more general price is $4.25. There is not much interest in 1½ in. lath. Stocks, however, are not heavy and are bringing $3.80 to $3.85 for good plump stock. Some 1½ in. lath can be had at $3.70 to $3.75.

## Great Britain

The determination of Germany to include lumber among articles considered as contraband of war is the chief subject of interest in the lumber trade of Great Britain. It is not a matter which will have any effect upon Great Britain's military operations, but it is a matter of the utmost importance to the lumber trade of Sweden. Prices have already tended to advance in Great Britain, not only for Baltic timber, but also for spruce, and, in fact, for every description of wood which can be used as a substitute for Swedish products. In London, for the time being, the situation is peculiar, owing to the simultaneous arrival of many steamers, and the consequent moderate prices secured for overside parcels. In this case, holders apparently prefer to obtain a fair profit rather than land the goods and wait for higher prices in the course of a month or two. On account of the closing of the year, business in Londan shows signs of dullness, and the pressure at the docks is gradually lessening. The demand, however, is quite good and fairly general, the only question being how long it is likely to continue, at the present high prices. That prices will be high this year is generally expected, although the shortage of money may restrain the advance. Recent reports in regard to prices for Archangel and White Sea goods this year place red, thirds, 3 x 9 in., on a basis of £11. However, it is useless to speculate on this point, because the whole of the Russian trade—which has become such an important factor of late—has been thoroughly disorganized, and a season or two will be required for the return of normal conditions. Since the outbreak of the war some very large orders for timber have been carried out by the province of Quebec, including an order for 4,000,000 feet, received from the British Government. A further government order for about the same quantity was placed early in December.

A steady improvement is reported in the trade at Liverpool and Manchester. Good trade is also expected to continue, the most serious trouble being the probable shortage of stocks. Spruce is still strong, in the face of what appears to be almost a probable famine. The improvement at Manchester is quite noticeable in spite of the rapid increase in prices of soft woods. It is reported that the government has taken over several more steamers that were formerly engaged in carrying timber from Canadian ports.

## United States

Continued reports of an optimistic nature come from United States centres. It is noticeable that a stronger tone of confidence is being used in connection with business reports of many descriptions. It is especially significant and interesting to note that during the month of November, 20,000,000 bushels of wheat were exported from the United States, whereas during the corresponding week of 1913 the exports of wheat amounted only to 3,000,000 bushels. Producers are in a very favorable position for spending money as they have received high prices for their produce. During the past four months great strides have been taken in the direction of restoring public confidence. Great Britain's financial situation has been placed upon a sound and serviceable basis. The British Navy has practically cleared the open seas of Germany's war ships, which has brought a great relief to commerce. It is reasonable to expect, therefore, that early in the present year an improved outlook will develop for general business.

The lumber business is holding its own about as well as any other. There is still considerable weakness and irregularity in prices in some sections, but the demand for consumption is fairly steady, although it is largely for stocks for immediate use. In the rural communities retailers are not buying to any extent in anticipation of their future wants. The only extensive buying has been by large consumers. In the larger cities and towns building operations have been heavy enough to cause a steady demand, and open weather assisted greatly up to the middle of December. In Chicago, the number of building permits in November was exactly the same as in the corresponding month of 1913 and the estimated cost was slightly greater. This provides a steady and good demand for rough and dressed lumber, interior trim, and sash and doors. There is a general belief that country yard stocks are low, as retailers have not been buying at all extensively. The New England trade is greatly improved, and prices have advanced slightly, largely as a result of the heavy demand for eastern spruce coming from European countries.

View of Mills in Sarnia.

# BUY THE BEST

Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

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**SARNIA, ONTARIO**

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# Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

### Ottawa Trade News—Box Factories Busy

Ottawa, December 22 (Special to the Canada Lumberman): With the approach of the holiday season, trade is naturally rather dull at present, but lumbermen profess to be faidly optimistic for the outlook for the new year, in spite of the war and its consequent effects on trade in general. Operations in the woods have been helped by the 10-inch snow fall of the past week. J. R. Booth now has 17 camps in, with about 80 men in each camp. He is operating principally on the Madawaska and Montreal rivers. Wages range from $18 to $26 per month. Prices remain the same and are not likely to alter for some time.

The war has caused a busy trade for box factories. The Estate James Davidson, of Ottawa, is sending out a car of boxes every two days to the Borden Condensed Milk factories. They have a contract for one year. The same firm (that is the Estate James Davidson), has issued a statement to the effect that all the birch and ash lumber used in their factory, with the exception of ash veneers, which can be bought in the United States with better satisfaction, is Canadian. This statement is made in connection with the campaign urging the public to buy goods made in Canada.

The most interesting matter just now with the lumbermen in the Ottawa Valley, as well as with lumbermen and employers of labor all over Ontario, is the notice of assessment sent out by the Workmen's Compensation Commission. The assessment is to be paid 15 days from the date the notice was mailed, but owing to the industrial conditions being so bad, as a result of the war, half the payment may be held over until June 30th, 1915, with interest at six per cent. The enforcement of the Act will mean a considerable item of increased expenditure to lumbermen. In the case of Mr. J. R. Booth, whose annual payroll averages around $1,000,000, his assessment is $22,000. The rate on sawmill employees is $1.80; on those engaged in lumbering in the woods, $2; construction gangs, $2.50; pulp and paper mill hands, $1.40; machinists and blacksmiths, $1.50, and so on.

By an order-in-council just issued, the government delegates to the Minister of the Interior, authority to issue free permits to cut timber on Dominion lands, in order to give employment to some of the many unemployed in the country.

The water in the Ottawa is again causing serious inconvenience to the pulp and paper mills in the city. When running at capacity Mr. Booth's mills turn out 160 tons of pulp per day. Now they are yielding only from 35 to 40 tons and consequently large quantities have to be bought from the Abitibi Company. The E. B. Eddy Company, of Hull, are similarly affected.

Two weeks ago Mr. J. R. Booth formally presented to the board of governors of St. Luke's General Hospital, Ottawa, a new wing, built at a cost of $125,000, paid for by the veteran lumberman. The presentation was made to the board by Mr. Booth in person, before a large gathering of prominent people. The formal opening was made by H.R.H. the Duke of Connaught. The Women's Ward of the new wing, was furnished by Mr. John Lumsden. It will be known as the Lumsden Ward.

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### Montreal Business Still Quiet—Country Trade More Active

Montreal, December 23 (Special to the Canada Lumberman):—Winter conditions and the holiday season have militated against any activity in the lumber trade; without taking into account the dullness which has resulted from the European situation. The building business is in a more or less disorganized state, owing to the lack of contracts and the conflicting scales of wages which are in force. Firms have been tendering at prices which have little or no margin, and have offered wages based on these low quotations; the workmen have therefore in many instances been compelled to accept cuts, notwithstanding the demand of the Unions that normal rates be paid. One satisfactory feature of recent date is the large amount of building which has been going on in the country districts, where the people have not been so adversely affected by the depression, owing to the good harvest. This has, of course, considerably helped the lumber dealers.

Local lumber yards are reported to be well supplied with stocks, which will not move to any extent until the spring.

Among the exporters from Montreal last year were Messrs. Graddon & Owens, Montreal, who shipped just over a million feet of pine and birch.

The ground wood market is in a very strong position owing to the fact that United States rivers are low, and that little ground wood is being produced on these streams. Consumers have consequently to purchase from Canadian mills in order to fill their requirements. It is probable that prices will advance in the near future, the present quotations being about $18 at the mill.

Kraft pulp is also enjoying a good market, and indications point to a scarcity of this material during the winter.

There is a plentiful supply of sulphite pulp, especially in the United States market, due to curtailment in production by many of the paper mills making the finer grades. News sulphite, however, is in good demand as the new mills throughout the continent are running to their full capacity.

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### Liverpool Trade Continues Quiet

Farnworth & Jardine, in their monthly wood circular under date of Liverpool, December 1st, say:—There is little change to report in the business of the past month; deliveries about kept pace with the moderate arrivals, but the demand is quiet, excepting for special woods required for Government purposes. Stocks are comparatively light, and values are firmer. Ocean freights are very high, and tonnage almost unobtainable.

Canadian woods.—Pine timber—Imports during the past month were on a moderate scale, but the demand continues quiet; values are firm; stocks sufficient. Waney pine.—First class: The arrivals, again entirely to Manchester, were on importers' account; the demand continues slow; deliveries disappointing; stocks are adequate; values firm. Second class: There is only a limited enquiry. Square pine.—The demand is very limited. Red pine.—Seldom enquired for. Oak.—Imports were light, and chiefly on merchants' account for special railway work; the demand, however, is very quiet, but stocks are not too large; values steady. Elm.—About 3,000 feet imported; deliveries from Manchester imports were satisfactory, but they more than represent the actual consumption, a portion being forwarded to other centres; stocks are adequate; values are firm. Pine deals arrived more moderately; there has been a little more enquiry, and the deliveries show improvement, but stocks are sufficient; values steady. Red pine deals.—There is little improvement in the demand to report; stocks are light, and values firm.

New Brunswick and Nova Scotia spruce and pine deals.—The import to the Mersey (including Manchester) during the past month amounted to 3,960 stds., against 1,630 stds. during the corresponding month last year; the demand was steady; deliveries satisfactory, and stocks are considerably reduced; prices continue to advance, and now rule very high. Ocean deal tonnage is very difficult to obtain. Pine deals are in fair request; stocks are light, and prices steady.

Birch.—Logs—Very little imported; deliveries were small, and stocks are moderate; there is more enquiry for fresh wood, of suitable dimensions. Planks.—Deliveries slightly exceeded the moderate import, but stocks remain heavy.

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### London Markets Active at Firm Prices

Churchill & Sim, London, Eng., in their monthly wood circular, under date of December 3rd, 1914, report as follows:—The deliveries of wood amounted to 43,000 standards in November in comparison with a delivery of 29,000 standards in November, 1913, thus exceeding last year's figures by some 14,000 standards. This brings the total delivery for eleven months to 294,000 standards against 285,000, an excess of 9,000 standards. In face of a continuously strong demand the market has shown considerable firmness, and the forward business from Swedish ports has been heavy. The sudden decision of the German Government to add wood to the list of articles to be scheduled as contraband of war has emphasized the strength of the market, and by practically shutting off the main Swedish supply from the Baltic, has turned buyers' attention to what little can be shipped from the White Sea and spruce ports, where prices have risen rapidly in consequence. There are practically no wood freight quotations on the market at present, and liner rates have risen briskly.

From the St. Lawrence the figures of imports are:—

Pine deals, 248,000 pieces, against 492,000 pieces in 1913.
Spruce deals, 763,000 pieces, against 1,033,000 pieces in 1913.
Birch planks, 174,000 pieces, against 301,000 pieces in 1913.

and from New Brunswick, etc.—

Pine deals, 28,000 pieces, against 32,000 pieces in 1913.
Spruce deals, 793,000 pieces, against 433,000 pieces in 1913.
Birch planks, 383,000 pieces, against 336,000 pieces in 1913.

There is little change in the conditions of the pine deal market; the demand has been of quite a retail character and prices are unal-

# The Moreau Barking Machine

The Moreau Barking Machine is entirely in a class by itself as the most economical and efficient barking equipment made.

As compared with other rossing devices the Moreau machine requires half the power to operate it for over twice the out-put, and eliminates the time consuming and costly operation of boiling logs.

Used in conjunction with a pulp wood plant the Moreau Barking Machine will show surprising results. A valuable feature of this outfit is that it is readily portable to any point in the woods—at the railway siding or wherever shipping facilities are offered. Its own weight is sufficient to hold it in place when in operation.

The Illustration shows the Barker at work by a siding with logs being loaded direct from the machine to the cars.

***Write us for literature and prices***

## The Moreau Barking Machine Co.

**Limited**

**St. Hyacinthe, Que.**

tered. Spruce deals have shown a buoyant tone, and the demand for them, in the absence of Riga shipments, has been consistently progressive. Large quantities have arrived in November both from Quebec and from the Lower Ports, and shippers' ideas of value have gone up considerably now that competition is probable from North of Europe ports. Hardwood planks have not shared in the rise in prices, and the demand is disappointing. There is no change to record in the market values of Canadian hardwoods.

British Columbian and Oregon pine.—This market has shared in the general prosperity, and the deliveries for the month are larger than usual. Prices have risen to the level of pitch pine, and the longer wood, though the demand is small, is fetching high prices, owing to the absence of any competing supply.

## Barbados Market Report

S. P. Musson, Son & Company, Barbados, report under date of December 1st, as follows:—

Lumberstuffs.—White pine—The only arrival to note during the fortnight has been the Schr. "Viola May" from Mahone Bay. This vessel brought about 69,400 feet, which had been contracted for some months ago. Further supplies are wanted, and we would value first arrivals at around $34, for Merchantable and $26 for Second quality. In spruce the "Viola May" also brought 76,500 ft.; this had also been sold to arrive. The market is lightly supplied, and shippers are worth $27.50 duty paid. Pitch pine.—No receipts—market supplied. Shingles—The market continues heavily over stocked, and at present further supplies are not wanted. Shooks—We note the arrival of 484 bdls. by steamer from New York for dealers' account, and the "Jacob M. Haskell" has arrived from Portland to our address with a cargo of 21,945 bundles. Wood hoops—The London steamer brought 450 bundles for dealers' account.

## Quality Versus Price

A. L. Porter, the enterprising and energetic secretary of the Western Retail Lumbermen's Association, is a firm believer in quality and service as a means of attracting and retaining patronage, as compared with price cutting. Through the medium of their association organ, the Western Retail Lumberman, he has energetically and persistently preached this doctrine. In carrying on correspondence with his members he has continually offered advice and counsel along this line. Recently, writing to the general manager of an extensive lineyard company he gave his reasons why he did not believe it was good business policy to print the price of lumber or building material in the local papers. Replying to the reason advanced by the retail lumbermen for adhering to that policy, Mr. Porter says:

"I agree with you absolutely that the fellow who has the last chance has the best chance of landing the order. The one who has talked all the selling features except price has the best chance.

"The whole point I have been trying to make in this correspondence, that it is, in my opinion, a worthless expenditure of money for a retail building material merchant to advertise the price per thousand in his local newspaper, or any of his advertising; for, by so doing, in many instances, he will neither get the first or the last chance.

"When one advertises nothing but the price per thousand feet, he drives the customer away from him in place of drawing him to him. The customer knows in advance what the retailer's price is, because it is published in bold type in the paper. He takes the ad. around to the retailer's competitors, sends it away to mail-order houses and manufacturers and asks them if they can do better than this; and most always they can, or will.

"Therefore, if the retail building material merchant pursues this policy of advertising the price, he is simply putting himself out of business, unless he advertises the price on the completed article, as practically every other merchant does who advertises price.

"My contention is that it would be mighty hard to go back in retail lumber history and find one single retail lumber merchant who had made a success of his business by advertising the price per thousand feet or per thousand shingles.

"To illustrate my point: Your farmer friend comes into your office and says, 'John, I am thinking of building one of these so-called Palouse barns. How much is lumber per thousand feet? Now, you know your customer, and if you know that man is going to buy the material from you, all right, go ahead and tell him how much per thousand feet it is, but if you have an idea, as is the case in many instances, that this farmer is going to other competitors, both local and foreign, for prices, then wouldn't it be better to pursue this policy: 'Why, Bill, how big a barn do you wish to build?

"When you get the dimensions, then take the material list and figure up the total cost of all the lumber and shingles, and make him one or two propositions as follows: The first, 'I will deliver to you here at my yard all the lumber and shingles for this barn for so much money. That's a price on the total amount it takes to erect the building. Or, 'We will furnish all the material and do all the work on this barn and furnish you the completed job for so much money.'

"Now, then, you've got him guessing. You are doing the things which other competitors of yours are not doing. If Bill writes to one company and says, 'another lumber company has offered to build me this barn, complete, furnishing all the material and labor for so much money; what will you do it for?' They will have to write and tell him that they can only quote on the material, they cannot furnish the completed job on the farm.

"There are many other illustrations I could give, but I presume you are as familiar with them as I am, if not more so.

"We agree with you that the price is put at the lower right-hand corner of an advertisement in small type for a purpose. It is just as Dr. Krebs says, the last argument in the sale. It is put there to clinch the sale if possible; but in all of these ads., you will notice the price is on the completed article, and that the advertiser has dwelt very strongly on the other salient selling features.

"You are absolutely right regarding the card game—always play your best cards last. Let the opponents exhaust themselves and take what tricks they can. Usually you can show your hand when you get ready and say, 'All the rest of the tricks are mine.'

"I am very fond of playing bridge and I usually notice that the inexperienced players—the amateurs—are the ones who always lose, because they jump right in and play their aces first, in place of trying to establish or set up a particular suit which they have. They are exactly like the retail merchant who shoots off all the ammunition he has by advertising in the paper the price per thousand feet.

"That's his trump card and it should be played last, at the time the order is secured. That's what he is playing the game for, isn't it?

"In regard to the lawyers in the law suit. I believe when the case is being tried before a jury, the last one to speak has some advantage, but when the case is being tried before a judge I believe this advantage is nil.

"When a retail lumber merchant advertises, he is trying his case before the great jury of consumers. If all he has to advertise is price, his case is lost.

"When you sell a bill of lumber to an individual, you are then trying your case before a judge, and the great argument that will count with the judge is the facts in the case; namely, the best building and the best job all completed for the smallest sum of money.

"I noticed a recent double page advertisement of Arkansas soft pine. They were talking about the price, and they say, 'If a salesman comes into your office and offers you lumber for $2.00 less than you can buy Arkansas soft pine, you feel that you are making a profit by saving this much money—$2.00 per thousand—but do you realize that if you paid us our price for our Arkansas soft pine—$2.00 more than the other fellows are charging per thousand—that you could sell it to the consumer for anywhere from $2.00 to $4.00 more than you can the other cheap lumber that you buy. Now, on which transaction will you make the most actual profit?' There's where their quality talk comes in.

"You could get a man probably for $30 a month and board to run one of your yards. Right off hand, one would say, that was mighty economical management; but you know and I know that that man would be the highest priced man you could employ.

"What the building material merchant wants to convince the consumer with is this: Not how low our prices are, or how cheap our stuff is; but, is the price high enough to be economical?

"I think the same thought is carried out when the general manager employs a man—is his salary big enough to be economical to this company?

"I saw the other day where a farmer built a silo that cost him about $800, filled it with ensilage and then it fell all to pieces. His net loss for the operation was somewhere around $2,000. What mattered it what he paid for the silo so long as he got a good job that would stand all the purposes for which it was erected.

"Every man or woman who builds a home or a barn wants a good, substantial, up-to-date job. They want good material and they can be convinced, I believe that if they buy too cheap and build too cheap, it is going to be very expensive in the long run.

"The price, of course, as you say, is an important consideration—a very important one—because it is the transaction by which you finally agree to trade your lumber for money; but my contention is that in the majority of cases, the trade will not come about by talking nothing but price, and it is still worse to advertise nothing but price.

"Now, if I am wrong in my contentions in these several communications to you, I want to be set right almighty quick, because I have outlined in these several communications the policy under which the Advertising Department of the Western Retail Lumbermen's Association is operating; and if it is a wrong policy, we are certainly off to a bad start, and if we the wrong, then Wanamaker and dozens of others have paid Dr. Krebs and others thousands and thousands of dollars to preach a wrong gospel to their salesmen.

"I have diligently tried to find for many, many months, the name and address of the retail building material merchant who has advertised price and price alone, per thousand feet, and made a success of his business during the period that he was carrying out this particular policy. Can you furnish me his name and address?"

# Our Generous Sizes

**Are what the Lumbermen require in**

Mackinaw Long Pants
Mackinaw Short Pants
Mackinaw Strap or Cuff Knickers.
Heavy Tweed Pants
Heavy Tweed Knickers
Etoffe Pants
Etoffe Knickers

Buck Skin Mitts
Mule Skin Mitts
Pig Skin Mitts
Hand Knit Wool Mitts

Buck Skin Gloves
Horsehide Gloves
Mule Skin Gloves
all in generous sizes.

**Montreal Toronto**

**Smart-Woods LIMITED**

**Ottawa Winnipeg**

# Jenckes Boilers

Horizontal Tubular Boilers
Locomotive Type Boilers
Vertical Boilers
Heating Boilers
Penstocks
Smokestacks
Steel Tanks
Plate Work

All Sizes, To Any Provincial Act. Write for quotations.

## The Jenckes Machine Co.

**Limited**

**Sherbrooke, Montreal, St. Catharines, Toronto, Cobalt, South Porcupine, Vancouver, Nelson**
**Works: Sherbrooke, Que., St. Catharines, Ont.**

We make a Specialty of

**Conveyor Chains**

**For Lumbermen**

WE make them from carefully-selected iron, and every link is guaranteed ***strictly hand-made***—not the inferior machine-made.

The point is worthy of special emphasis.

We make the chains according to any dimensions desired, guarantee splendid workmanship; uniformity; dependability.

Prices are the lowest possible for the class of work we furnish, and Quality above criticism.

Let us quote for your needs.

**Send for catalogue giving estimated weights of various sizes of chain; prove test; breaking, straining and safe-working loads, and giving hints regarding the care of chain which will prolong a chain's usefulness.**

**Woodhouse Chain Works**

*P.O. Box 525* **TRENTON, N.J.**

**Everything in Spruce**

**Dressed and in the Rough**

**Campbell, MacLaurin Lumber Co.**
Limited

**Board of Trade Building, MONTREAL**

**A New Year's Resolution**

***I shall carry my patriotism into my business, and so conduct it that every transaction shall, as far as possible, contribute to the upbuilding of national resources.***

**C. A. SPENCER** *Wholesale Dealer in Rough and Dressed Lumber, Lath and Shingles*

**Eastern Townships Bank Building, MONTREAL, Quebec**

# EDGINGS

## Ontario

The planing mill owned by Oliver & Ellis, at Listowel, Ont., was recently destroyed by fire, the loss, which included the planing mill, stable and coal and wood sheds, amounted to $2,000, on which there was insurance of $1,000.

Men are already at work cleaning up the debris of the Thorold Pulp Mill, Thorold, Ont., which was recently destroyed by fire. In a short time a handsome new fireproof structure will be standing in its place. The present staff of men will be kept on. The loss is not so great as was at first estimated.

E. B. Foss & Company, Bay City, Mich., report that they expect to have a stock of logs next season for the mill at Thessalon, Ont., which they recently purchased. This was formerly the mill of the North Channel Lumber Company. They state, however, that they have not yet made their plans for operating this mill.

The Riordon Pulp & Paper Company have started up a re-constructed nine-ton digester at their Hawkesbury mill, while a new digester of 12½ tons will be cooking early in January. This makes a total of five digesters of 12½ tons each, and six of 9 tons each at the Hawkesbury mill. The company have also installed a new wet machine at the Merritton mill. The building in which the pulp is finished has been rebuilt, bringing it up to a high standard of mill construction, and making it fireproof. The building is of cement and steel.

The Wells-Higman Company, of Traverse City and St. Joseph, Mich., who recently purchased 32 square miles of virgin timber situated on Batchawaung Bay, in the townships of Tilley, Archibald and Tupper, district of Algoma, Ont., report that they are now conducting logging operations on these limits. They put in their camps in October and November. They are also building 474 feet of docks. They will export a portion of the birch logs to Traverse City, Mich., for their plant at that point. They also contemplate the erection of a sawmill, shingle mill and veneer plant in Algoma. They now have 48 men in their camps.

## Eastern Canada

The name of the Chaleur Pulp & Lumber Company, Limited, has been changed by supplimentary letters patent, to the Cascapedia Pulp & Lumber Company, Limited.

Fire broke out in the large lumber yards of J. & W. G. Brown on St. Roch's Street, Quebec, on December 12th and caused considerable loss. For a time the flames threatened to spread through a number of other yards in the same neighborhood.

A report from Chatham, N.B., states that the J. B. Snowball Company, Limited, have sold their entire wintering stock of spruce, and their cut of spruce for next season to Messrs. H. R. Goodday & Company, Quebec, P.Q., through the agency of Mr. F. E. Neale, Chatham, N.B. The report states that the quantity of the transaction was in the neighborhood of 30,000,000 feet and that the price was well in advance of 1914 prices.

Mr. Wm. Mason, of Montreal, who has just returned from a business trip to Great Britain, recently expressed himself in an interview, to the effect that, after touring the United Kingdom he had concluded that the steamship freight rates at present prevailing for trans-Atlantic trade are almost prohibitive for the lumber business. Mr. Mason effected some sales of pit-prop timber, but is of the opinion that this trade is not likely to continue under normal conditions, the probability being that it will revert to Baltic ports, which can furnish pit-props at lower prices.

On December 18 at Quebec, the Montreal Trust Company sold by auction four lots of pulpwood, cut upon the Crown timber limits formerly held by the East Canada Power and Pulp Company, Murray Bay, P.Q. in liquidation. The D'Auteuil Lumber Company, Quebec, bought 10,000 cords of wood, cut by Messrs. Boivin and Deschenes in the vicinity of the River and Lake des Martes, and 5,500 cords cut by Gagne and Sons in the vicinity of the River and Lake Berley. The Donohue Construction Company purchased about 4,500 cords lying in the pond above the dam at Nairn Falls and lying in the Snigell River up to the chute on the river, as well as 8,900 cords cut by Delma Bedard on the Snigell River and Lake and vicinity and on the American River and Lake.

## Western Canada

The Medicine Hat Planing Mills, Limited, lost their stock room and its contents recently by fire. The loss is estimated at $10,000.

The E. R. Tait Shingle Company, Limited, have been incorporated in British Columbia with head office at Vancouver and authorized capital stock of $50,000.

The Canadian Trading Company, Limited, has been incorporated in British Columbia with head office at Vancouver, and authorized capital of $100,000.

The powers given to the company include the right to carry on business as timber merchants, lumber manufacturers, and sellers, etc.

There are over 2,000,000 feet of logs on the Northern Lumber Company's property at Fort George, B.C., awaiting the completion of the new mill which is under construction.

Sealed tenders are being received by the Minister of Lands of British Columbia up to February 10th, for the purchase of license X212 to cut 12,375,000 feet of timber on Cracroft Island, Range 1, Coast district. Five years will be allowed for the removal of the timber. Further particulars may be had from the Chief Forester, Victoria, B. C.

Sealed tenders are being received by the Minister of Lands of British Columbia, up to February 10th, for the purchase of license X250 to cut 3,371,000 feet of timber, adjoining Lot 1341, Call Creek, Range 1, Coast district. Three years will be allowed for the removal of the timber. Further particulars may be had from the Chief Forester, Victoria, B.C.

Sealed tenders are being received by the Minister of Lands of British Columbia up to January 10th, for the purchase of license X226 to cut 500,000 feet of Douglas fir and 50,000 railway ties, in the vicinity of lot 31, Lillooet district. Two years will be allowed for the removal of the timber. Further particulars may be had from the Chief Forester, Victoria, B.C.

Sealed tenders are being received by the Minister of Lands of British Columbia, up to February 10th, for the purchase of license X274, to cut 6,065,522 feet of timber and 21,200 lineal feet of poles, adjoining pre-emption record 1841, Prince of Wales Reach, Jervis Inlet, New Westminster district. Two years will be allowed for the removal of the timber. Further particulars may be had from the Chief Forester, Victoria, B. C.

Tenders are being received until January 14th by R. C. Desrochers, Secretary, Department of Public Works, Ottawa, for a supply of spruce, hemlock, white oak, white pine and British Columbia fir, to be delivered at Kagawong, Ont., in the district of Algoma. Specifications may be seen at the office of the district engineer, Confederation Life Building, Toronto; the Postmaster at Kagawong, and at the office of MacLean Daily Reports Limited, 25 Charlotte Street, Toronto.

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A recent despatch from Chatham, N.B., says:—There is every reason to believe that there will be a substantial increase over last season's cut of lumber in New Brunswick this year. The Partington Company will cut upwards of twenty million feet on the Nashwaak and it is believed that the Miramichi Lumber Company's cut on the Southwest Miramichi and tributaries will be greater than that of last year. On the Restigouche, Tobique and St. Croix the cut will probably be slightly in excess of last year. Those in a position to know state that manufactured lumber is selling at a higher price now than has prevailed for several years.

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H. B. Poussette, Canadian trade commissioner to the Argentine Republic, reports a considerable decrease in the imports of lumber from Canada. This is due to the inactivity of the building trade, which since the early part of 1913 has been gradually falling off and is now suffering from a veritable paralysis. It is unlikely that there will be any improvement in the imports of lumber for at least twelve months, as most of the dealers are carrying large stocks which they are unable to liquidate.

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The white pine market at Buffalo is quiet and is not expected to show any increased activity until the holiday and inventory season is over. This should commence within the next week or two and result in a better volume of trade. Prices are not strong, as competition is keen. At North Tonawanda the trade slackened off during the past fortnight. There has been a fair volume of enquiries, however, for stock that is available for shipment.

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The total amount of timber scaled in British Columbia during November was as follows: 50,799,915 ft. b.m. of saw logs; 304,367 lineal feet of poles and piles, and 13,651.94 cords of railway ties, shingle bolts and cordwood. The quantities exported were: 6,918,346 ft. b.m. of saw logs, and 72,670 lineal feet of poles and piles. Timber sales completed during November amounted to 14,035,605 feet b.m.; the total estimated value being $22,662.19.

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Virginia uses more wood for boxes and crates than any other state, followed by New York, Illinois, Massachusetts, and California, in the order named.

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Those familiar with the eastern misletoe only, have no idea of the great losses due to this parasite in the forests of the west, where it counts next to fire and insects in the amount of damage done.


# Blair & Rolland

Limited

130-131 Coristine Building

Main 5063

Montreal

**Basswood**

Basswood Log Run Mill Culls out.
1" x 4" and up x 6/16' sawn July, 1914

Basswood Log Run Dead Culls out.
1" x 4" and up 6/16' sawn early 1914

**Lath**

Spruce Lath No. 2 1½" x 3/8" x 4'
White Pine Lath No. 2 1¼" x 3/8" x 4'
Red Pine Lath No. 2 1¼" x 3/8" x 4'

**We can make prompt shipments of any of these lines with a small rate of freight.**

# Thos. Mackarell & Company

**Red Pine**

**White Pine**

**Spruce**

***Wholesale Only***

***Offices:—***

**Ottawa** **Montreal**

Gurney Oxford Portable Bake Oven

# Well Baked Bread for the Boys

That's the first essential in Camp. Bread is the "Staff of Life" and one of the big food items. The boys eat bread three times a day and it's only right to serve it well baked. You can now have a swell Baking Equipment in your camp at an extremely low cost.

Consider a Gurney Oxford Portable Bake Oven for instance. When you want to shift Camp you can take it along with you, and for baking results, well you can't beat them. An all-over mineral wool packing guarantees an even baking heat. Loaves with a nice crisp crust and thoroughly baked through and through are the result. Gurney Bake Ovens are constructed for wood, coal or gas burning, are built to stand the wear and tear of Camp usage, and in sizes from 36 to 138 2lb. loaves at a batch.

You can have a very interesting book dealing with Camp Kitchen goods free. Send for one now.

# A Real Camp Range

Called the Vulcan. No doubt you have heard a lot about it already. With six ten-inch covers, an oven 25 x 28 x 16 deep and a tank heating 15 gallons of water as quick as you can use it, the Vulcan certainly is an ideal Camp Range.

It means that the cook can have meals on time and meals that are so well cooked that every one will beam with satisfaction. And the firebox will hold a stick 28 x 11". Some big stick, eh? Lumber Camps eventually use the Vulcan.

The quick water service, the splendid cooking results, the heavy build and the comforting heat it spreads over the camps are their reasons for insisting on the Vulcan. Would you like a free booklet dealing with Camp Ranges, etc? Ask for one now.

# This Heater Makes Cold Camps Cozy

It's doing that for hundreds of camps to-day. A warm glow in the mornings to cheer the Boys and a beautiful hot stove to sit round and smoke over during the evenings.

Designed specially for camp use with a firebox which will take an exceptionally large rough stick. It's made in three sizes, either one of which makes a very powerful heater. It will pay you to send for a book dealing with Camp Lines, sent free on application.

***ALL GURNEY OXFORD GOODS ARE "MADE IN CANADA"***

GURNEY-OXFORD

# The Gurney Foundry Co., Limited

GURNEY-OXFORD

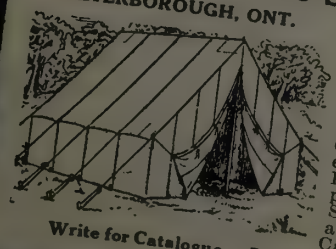
**TORONTO, Montreal, Hamilton, Winnipeg, Calgary, Vancouver**

# Leading Firms

## CATERING FOR

# Mill, Factory and Camp Business

**J. J. TURNER & SONS**
PETERBOROUGH, ONT.



The largest Manufacturers and Dealers in Canada of Lumbermen's Tents Bed Ticks, Grey Blankets, Nose Bags, Waterproof Goods, Steel Ranges and General Camp Outfits.

Write for Catalogue. Prompt shipments.

**A good Steel Range for Camp Use**

Can be fitted to burn wood, coal or coke. Special price to lumbermen.

ALGONQUIN STEEL RANGE.

*Write us.* NATIONAL MFG. CO., LTD, Ottawa.

**Caldwell's Molasses Meal**

Guaranteed to contain 34 per cent. Pure Cane Molasses

Increase the efficiency of your horses, keep them free from Colic and indigestion

Leading lumber camps now using it

WRITE FOR ILLUSTRATED BOOKLET

**Caldwell Feed Co., Ltd.**
Dundas, Ont.

**CAMP SUPPLIES**

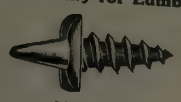
The Lumber field in Canada is large, but it can be economically covered through the

**Canada Lumberman & Woodworker**
TORONTO, CANADA

**BELTING**
of every description
HOSE, AND MILL SUPPLIES
We Guarantee Satisfaction
Write for Net Price List
N. SMITH
138 York Street, Toronto, Ont.

Any one of these spaces twice a month for a year (24 insertions) will cost $72, and may be changed every issue.

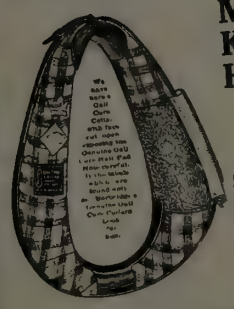
**Wing Screw Boot Calks**
Made especially for Lumbermen



No. 5.

Send for samples and prices.

**The Steel Co. of Canada, Limited**
Hamilton, Montreal, Winnipeg, St. John.



**Maple Leaf Kanthurt Horse Collars**
(PATENTED)
These collars will not hurt your horses' shoulders.
No. 62 Lumber, Hogskin face, $37.00 doz.
Saddlery & Moccasins
**S. & H. Borbridge**
Ottawa, Ont.

**Anchor Brand Oats**
In Bulk or Sacks
The Best Oats on the market. Let us fill your next order and prove what we say.
Write or Wire for Prices.
**ANCHOR ELEVATOR CO., LTD.**
Winnipeg, Man.

**"VIVAT"**
SPECIFIC FOR HORSES
A quick remedy for Cough, Broken Wind, Heaves, Colics, Worms and diseases of the Urinary Organs. It is a powder, not a liquid.
**Dr. Ed. Morin & Co., Limited**
QUEBEC

**W. H. Dwyer & Co., Ltd.**
OTTAWA, ONT.
Offices also at Fort William and Montreal
Largest Wholesale Dealers in Hay and Oats in Canada
Write or wire us at any of the above offices. We do the rest.
"HE WHO SERVES BEST PROFITS MOST."

HARNESS
COLLARS
SADDLES

TRADE MARK
"The Alligator Brand"
A complete line with several specialties for the lumberman.
*Lamontagne Limited.*
Balmoral Block, MONTREAL

# CANADA LUMBERMAN BUYERS' DIRECTORY

### ASBESTOS ROOFING
Can. H. W. Johns-Manville Co., Ltd.

### BABBITT METAL
Hoyt Metal Company
Canada Metal Company

### BAND MILLS
Berlin Machine Works
Hamilton Company, William
Waterous Engine Works

### BARKING MACHINES
Moreau Barking Machine Co.

### BELT CEMENT
Graton & Knight Mfg. Company.

### BELT DRESSING
Dixon Crucible Co., Joseph
Graton & Knight Mfg. Company.

### BELTING
Canadian Consolidated Rubber Co.
Canadian Fairbanks-Morse Company
Can. H. W. Johns-Manville Co., Ltd.
Dominion Belting Company
Federal Engineering Company
Goodhue & Company, J. L.
Graton & Knight Mfg. Company
Gutta Percha & Rubber Co.
McLaren Belting Company, J. C.
Reddaway & Co., F. (Camel Hair)
Sadler & Haworth
Smith, Nathan

### BLOWERS
Invincible Blow Pipe Company
Sheldons Limited
Sturtevant Company, B. F.
Toronto Blower Company

### BOILERS
Inglis Company, John
Jenckes Machine Company
Leonard & Sons, E.
Waterous Engine Works Co.

### BONDS
Ontario Bond Corporation

### BOX MACHINERY
Canadian Linderman Co.
Mereen-Johnson Machinery Co.
Morgan Machine Company

### CALKS
Steel Company of Canada

### CAMP SUPPLIES
Borbridge, S. & H.
Eckardt & Co., H. P.
Hall, Limited, Adam
Johnson, A. H.
Lamontagne, Limited
Morin & Company, Dr. Ed.
Smart-Woods Limited
Turner & Sons, J J.

### CANOES
Dixon, F. M.

### CANT HOOKS
Argall Bros.
McFarlane Neill & Company
Pink Company, Thomas

### CEDAR
Thurston-Flavelle Lumber Company

### CHAINS
Argall Bros
Coghlin Company, B. J.
Laughlin Company, Thos.
McKinnon Chain Company
Morris Crane & Hoist Co., Herbert
Pink & Company, Thos.
Standard Chain Company
Waterous Engine Works Co.
Woodhouse Chain Company

### CRANES & DERRICKS
Morris Crane & Hoist Company

### CRAYONS
Dixon Crucible Co., Joseph

### CYPRESS
Harris Lumber Company, Frank H.
Louisiana Red Cypress Company
Wilson Lumber Company
Wilson Lumber Company, Inc.
Wistar, Underhill & Nixon

### DOORS
Batts Limited
Benson & Bray Limited
Haeberle Lumber Company
Heaps & Company
Rat Portage Lumber Company
Rimouski Lumber Company
Tessier, Alphonse

### DOUGLAS FIR
Auger & Son
Cameron & Company
Canadian Western Lumber Company
Mason, Gordon & Company
Timberland Lumber Company
Timms, Phillips & Company

### DRY KILNS
Sheldons, Limited

### DUST COLLECTORS
Sheldons Limited
Toronto Blower Company

### EMERY GRINDERS
Carborundum Company

### ENGINES
Jenckes Machine Company
Leonard & Sons, E.
Waterous Engine Company

### EXHAUST FANS
Sheldons Limited

### EXHAUST SYSTEMS
Reed & Co., Geo. W.
Sheldons Limited
Toronto Blower Company

### FILES
Disston & Sons, Henry
Nicholson File Company
Simonds Canada Saw Co.

### FURNACE FEEDERS
Toronto Blower Company

### GRAPHITE
Dixon Crucible Co., Joseph

### GREASE
Dixon Crucible Co., Joseph

### HARDWOODS
Anderson Lumber Company, C. G.
Cameron & Company
Fassett Lumber Company
Gillespie James
Harris Lumber Co., Frank H.
Hocken Lumber Company
Hoffman Bros. Company
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Partington Pulp & Paper Co., Ed.
Rat Portage Lumber Company
Read & White
Rimouski Industrial Company
Snowball Company, J. B.
Spencer, C. A.
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Webster & Bro., James

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Siemon Bros.
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Cameron & Company
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Elgie & Jarvis Lumber Company
Graves, Bigwood & Company
Haeberle Lumber Company
Hocken Lumber Company
McGibbon Lumber Company
Mason, Gordon & Company
Partington Pulp & Paper Co., E.
Quincy-Adams Lumber Company
Read & White
Spears & Lauder
Spencer, C. A.
Snowball Company, J. B.
The Long Lumber Co.

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Morris Crane & Hoist Company

### HORSES
Jacobs, J. W.
Union Stock Yards Company

### HOSE
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Galt Knife Works
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Bartram Bros.
Beck Mfg. Company, C.
Christy-Moir Company
Fraser Limited
Fraser-Bryson Lumber Company
Georgian Bay Lumber Company
Harris Tie & Timber Company
Graves, Bigwood & Company
McGibbon Lumber Company
New Ontario Colonization Company
Partington Pulp & Paper Co., Ltd.
Rat Portage Lumber Company
River Ouelle Pulp & Paper Co.
Spencer, C. A.
Victoria Harbor Lumber Co.

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Adams Launch & Engine Company

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Climax Mfg. Company
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Montreal Locomotive Works
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Russell Brothers
Rutherford & Sons, Wm.
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### LUBRICANTS
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Canada Wood Specialty Company
Dudley, A. N.
Fassett Lumber Company
Garrett Lumber Company, T. H.
Georgian Bay Lumber Company
Harris Lumber Co., Frank H.
Harris Tie & Timber Company
Laidlaw Lumber Company, R.
McLennan Lumber Company
Montreal Lumber Company
Newman, John P.
New Ontario Colonization Co.
Oliver Lumber Company
Parry Sound Lumber Company
Ritter Lumber Company, W. M.
River Ouelle Pulp & Lumber Co.
Victoria Harbor Lumber Company
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### LUMBER CRAYONS
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Superior Manufacturing Company

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Bromley, W. H.
Cameron & Company
Canada Pine Lumber Company
Cleveland-Sarnia Sawmills Company
Donogh & Company, John
Fesserton Timber Company
Fraser-Bryson Lumber Company
Gordon & Company, George
Gillies Bros. Limited
Graves, Bigwood Company
Harris Tie & Timber Company
Hocken Lumber Company
Long Lumber Company
Mackarell & Company, Thos.
Mason, Gordon & Company
Quebec & St. Maurice Industrial Company
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The "G & K" Belt Record System gives an accurate time and service record of every belt in your plant. It is a dead sure check on just what your belts are doing—it "shows up" every belt that "sojers" on the job.

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Mason, Gordon & Company
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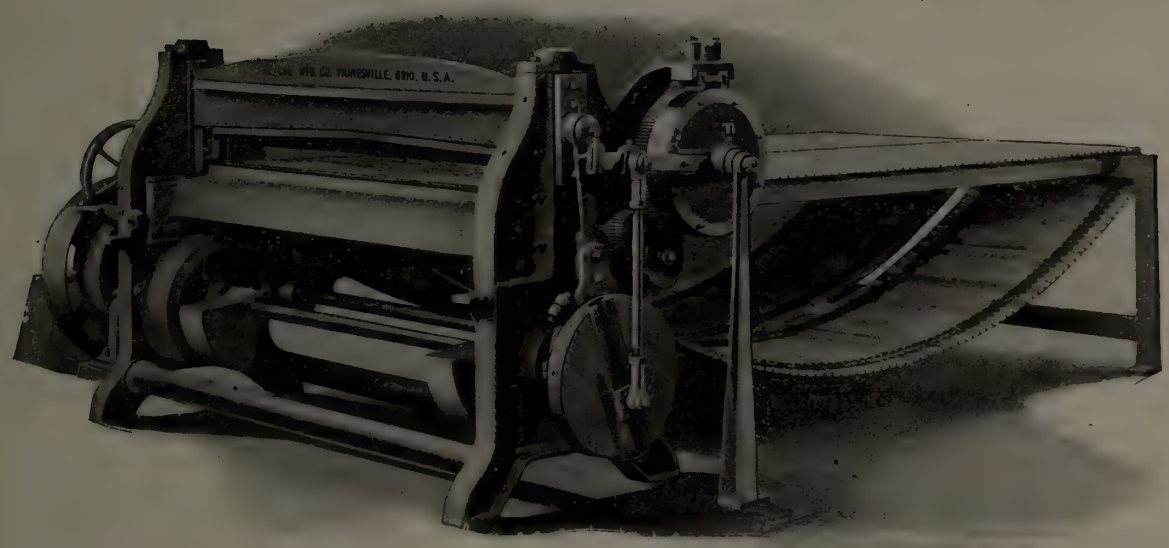
Successors to
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

Veneer Machinery

# A New Improved Veneer Clipper



The illustration shows our new improved type "E" veneer clippper. The machine is sturdily designed with great strength and freedom from complicated parts. It will cut a thick bed of veneers and leave every sheet with a clean, smooth, square edge.

For crates and basket work this new clipper fitted with the automatic feed attachment is indispensable. The machines are furnished with a top roll which holds the stock firmly to the table in feeding under knife, thus preventing the stock from slipping.

The Automatic feature is simple, durable, positive in its working and entirely different and infinitely superior to any other kind on the market.

The clipper is built in the following sizes, 36, 42, 52, 64, 76, 88, 100 and 120 inches.

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### Painesville, Ohio, U. S. A.

*Established 1850*

***The oldest and largest manufacturers of complete veneer equipment in the world.***

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Hydraulic and other Presses for mill and factory use. Built in all sizes or to suit special conditions

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It puts a firm, elastic, impervious coating of silica and graphite over the metal surfaces that prevents rust, corrosion and injury from steam, water, fumes, weather. Figured on a basis of cost per unit of service (the only true basis) Dixon's is the most economical protective paint you can buy.
Send for "Protective Paint" Booklet No. 238-B

Made In JERSEY CITY, N.J., by the
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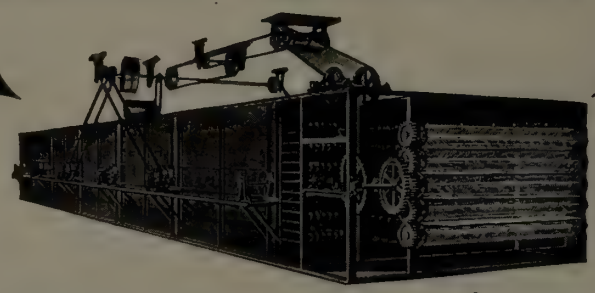

Dries enormous amount of veneer perfectly flat and pliable at minimum cost, without checks or splits

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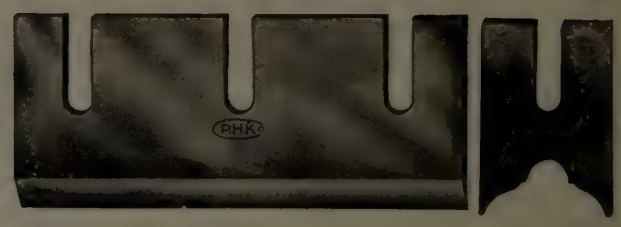


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**Machine Knives, Circular Cutters and Mortise Chisel**

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**Forged Steel Socket Peaveys and Cant Hooks are acknowledged by leading lumbermen to be the lightest and strongest on the market.**

Try our Steel Loading Blocks, Twitching Grips, Saw Wedges, Skidding Logs, Timber Carriers, Split Rock Maple Peavey and Cant Hook Handles, etc

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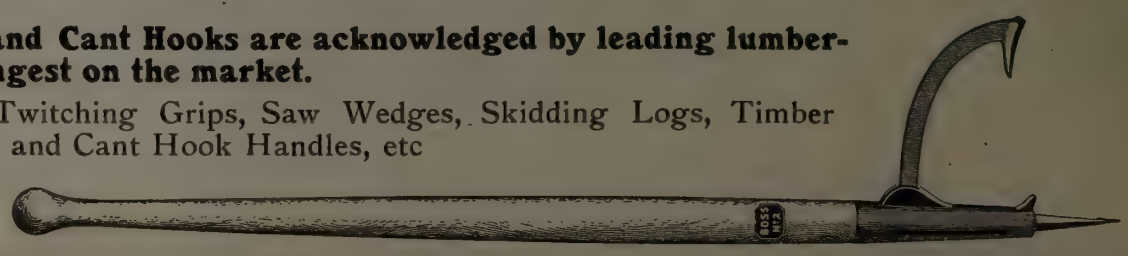

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

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*Manufacturers of Lumber Tools*

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**MADE IN CANADA**

It's a Pink anyway you take it, and it's the best Peavey made.



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***Price 50 cents***

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This seems an absurd question—and the answer is always **"Of course they are"**—In which case provide your stables with:

## Johnson's Reliable Veterinary Remedies

**Johnson's Horse Liniment, No. 1** (Alcoholic)
1 gal. jugs (Imperial) $4.50 gal.
1 lb. bottles 8.00 doz.
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A sure and speedy cure for all kinds of Colic
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**Johnson's Camp and Household Remedies,** such as Cough Syrup, Healing Ointment, Headache Powders, Big 4 Liniment, Stomach Bitters, Cathartic Pills, etc., etc., have stood the test of twenty-five years and are in use all over Canada, from the Atlantic to the Pacific. Prices are lower than those of all other manufacturers. Letter orders receive prompt attention.

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We design and install Exhausting Systems for Planing Mills, Shoe Factories, Pulp Mills, Grinding and Buffing Plants, or for any business where it is desired to exhaust foul air or convey materials by means of fans. We will be pleased to have enquiries.

## Geo. W. Reed & Co., Ltd., Montreal

# CURRENT LUMBER PRICES—WHOLESALE

## TORONTO, ONT.

Car Lots

White Pine:

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|---|---|---|
| 1 inch No. 1 cuts and better | $50 00 | 52 00 |
| 1½ inch No. 1 cuts and better | 60 00 | 62 00 |
| 2-in. No. 1 cuts and better .. | 62 00 | 64 00 |
| 1½-in. No. 2 C. & B. ..... | 45 00 | 47 00 |
| 2-in. No. 2 cuts and better ... | 47 00 | 49 00 |
| 4/4 No. 2 and 3 cuts ..... | | 31 00 |
| 5/4 and 6/4 No. 2 and 3 cuts | | 37 00 |
| 8/4 No. 2 and 3 cuts ..... | | 38 00 |
| 1-in. Good Shorts ..... | 35 00 | 40 00 |
| 1 x 4 and 5 com. and dressing | 25 00 | 26 00 |
| 1 x 6 common and dressing .. | 27 00 | 29 00 |
| 1 x 8 common and dressing .. | 27 00 | 29 00 |
| 1 x 10 common and dressing.. | 31 00 | 32 00 |
| 1 x 12 common and dressing.. | 32 00 | 34 00 |
| 1 x 10 and 12 mill cull stocks | | 23 00 |
| 1-in. mill cull sidings ..... | | 21 00 |
| 5/4 and 6/4 x 4 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 5 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 6 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 8 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 10 m.r., m.c. out | | 32 00 |
| 5/4 and 6/4 x 12 m.r., m.c. out | 32 00 | 34 00 |
| 2 x 10 common ..... ..... | | 26 00 |
| 2 and 3 x 12 common ..... | | 28 00 |
| 1 x 8 box and common ..... | 23 50 | 24 50 |
| 1 x 10 inch box and common. | 25 00 | 26 00 |
| 1 x 12 inch box and common.. | | 27 00 |
| 1-in. mill run sidings ..... | 25 00 | 27 00 |
| 1-in. mill run shorts ..... | | 22 00 |
| 1-in. mill run Norway ..... | | 22 00 |
| 2-in. mill run Norway ..... | | 23 00 |
| Norway, c. and cf. 1-in. ..... | 28 00 | 30 00 |
| Norway, c. and cf. 1½-in. ... | 30 00 | 32 00 |
| Norway, c. and cf. 2-in. ..... | 30 00 | 32 00 |
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| 1 x 4 and 5-in. x 9 to 16 ft. ... | 17 00 |
| 1 x 6-in. x 9 to 16 ft. ..... | 20 00 |
| 1 x 8-in. x 9 to 16 ft. ..... | 20 00 |
| 1 x 10 and 12 in. x 9 to 16 ft. | 22 00 |
| 1 x 7, 9 and 11 in. x 9 to 16 ft. | 18 00 |
| 1-in. No. 2, 6-ft. to 16-ft. ... | 17 00 |
| 2 x 4 to 12, 10 and 16 ft. .... | 20 00 |
| 2 x 4 to 12-in., 12 and 14 ft. ... | 20 00 |
| 2 x 4 to 12-in., 18 ft. ..... | 24 00 |
| 2 x 4 to 12-in., 20 ft. ..... | 26 00 |
| 2 x 4 to 12-in., 22 ft. ..... | 27 00 |
| 2 x 4 to 12-in., 24 ft. ..... | 28 00 |
| 2-in. No. 2, 4-in. and up in width, 6 to 16 ft. ..... | 16 00 |
| Clear in B. C. cedar, kiln dried | 50 00 |

Douglas Fir:

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|---|---|
| Dimension Timber up to 32 feet: 8x8, 10x10, 10x12, 10x14, 12x12, 12x14, 14x14, 14x16 up to 32 ft. ... ... ... ... ... ... | 31 50 |
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| 6x14, 8x14, 12x18, 18x20, up to 32 ft. ... ... ... ... ... | 32 50 |
| 6x16, 8x16, 10x18, 12x20, 14x20, 16x20 up to 32 ft. ..... .. | 33 00 |
| 10x20, up to 32 ft. ..... .... | 33 50 |
| 6x18, 8x18, up to 32 ft. ..... | 34 00 |
| 6x20, 8x20, up to 32 ft. ..... | 35 00 |

Timber in lengths over 32 feet take the following additions: 33 to 35 ft., 50c; 36 to 40 ft., $1; 41 to 45 ft., $3; 46 to 50 ft., $5; 51 to 55 ft., $7; 56 to 60 ft., $9; 61 to 65 ft., $12.50; 66 to 70 ft., $15; 71 to 75 ft., $18; 76 to 80 ft., $22.

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| Fir flooring, edge grain ..... | 36 00 |
| No. 1 and 2 clear 1-in. Fir rough | 39 00 |
| No. 1 and 2 clear 1¼, 1½ and 2-in. Fir rough ..... ..... | 41 00 |
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| 1½-in. No. 2 4-ft. lath ..... | 4 75 |
| 1½-in. 32-in. pine ..... .... | 2 65 |
| 1½-in. No. 1 4-ft. hemlock lath | 4 00 |
| 1½-in. mill run hemlock lath | 3 75 |
| XX B. C. cedar shingles ..... | 2 25 |
| XXX 6 butts to 2-in. ..... | 2 85 |
| XXXX 6 to 23-16-in. ..... | 3 05 |
| XXXXX ..... ..... ..... | 3 35 |

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|---|---|
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| Ash, white, No. 1 common ..... | 45 00 |
| Ash, brown, 1sts and 2nds, 4/4 ..... | 50 00 |
| Ash, brown, common and better ..... | 39 00 |
| Ash, brown, 1sts and 2nds, 6/4 & 8/4. | 60 00 |
| Birch, 1sts and 2nds, 4/4 ..... ..... | 39 00 |
| Birch, No. 1 com. and bet., 4/4 ..... | 30 00 |
| Birch, 1sts and 2nds, 6/4 and 8/4 .... | 42 00 |
| Birch, 1sts and 2nds, 10/4 and 12/4.. | 45 00 |
| Birch, 1sts and 2nds, 16/4 ..... | 50 00 |
| Basswood, 1sts and 2nds, 4/4 ..... | 40 00 |
| Basswood, No. 1 com. and bet., 4/4.. | 30 00 |
| Basswood, No. 2 and 3, common .... | 18 50 |
| Basswood, 6/4 and 8/4, 1sts and 2nds. | 44 00 |
| Basswood, 6/4 and 8/4, com. and bet. | 38 00 |
| Basswood, 4/4, No. 2 com. and bet... | 28 00 |
| Soft elm, 1sts and 2nds, 4/4 ..... | 40 00 |
| Soft elm, No. 1 com. and bet., 4/4 .... | 28 00 |
| Soft elm, No. 2 and 3 common ..... | 17 50 |
| Soft elm, 6/4 and 8/4, 1 and 2 ..... | 42 00 |
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| Soft maple, 1sts and 2nds, 4/4 ..... | 33 00 |
| Soft maple, com. and bet., 4/4 ..... | 25 00 |
| Soft maple, 6/4 & 8/4, 1sts and 2nds. | 35 00 |
| Hard maple, 1sts and 2nds, 4/4 ..... | 37 00 |
| Hard maple, common and better, 4/. | 28 00 |
| Hard maple, 12/4 & 16/4, 1sts and 2nds. | 46 00 |
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| Red oak, plain 1sts and 2nds, 6/4 & 8/4 | 65 00 |
| Red oak, plain 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .. | 75 00 |
| White oak, plain, 1sts and 2nds, 4/4. | 59 00 |
| White oak, plain, 1sts and 2nds, 1½ and 2-in. ..... ..... ..... ..... | 65 00 |
| White oak, plain, 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .... | 75 00 |
| White oak, ¼ cut, 1sts and 2nds, 4/4. | 85 00 |
| White oak, ¼ cut, 5/4 and 6/4, 1sts and 2nds ..... ..... ..... | 88 00 |
| White oak, ¼ cut No. 1 common .... | 55 00 |
| Hickory, 1sts and 2nds, 4/4 ..... | 70 00 |
| Hickory, 6/4 and 8/4, 1sts and 2nds. | 75 00 |

## OTTAWA, ONT.

Manufacturers' Prices

| | | |
|---|---|---|
| Pine good sidings: | | |
| 1-in. x 7-in. and up .....$52 00 | | 54 00 |
| 1¼-in. & 1½-in. x 8-in. and up | 55 00 | 58 00 |
| 2-in. x 7-in. and up ..... | 58 00 | 62 00 |
| No. 2 cuts 2 x 8-in. and up .. | 40 00 | 42 00 |
| Pine good strips: | | |
| 1-in. ..... ..... ..... | 38 00 | 40 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 52 00 |
| 2-in. ..... ..... ..... | 52 00 | 55 00 |
| Pine good shorts: | | |
| 1-in. x 7-in. and up ..... | 40 00 | 42 00 |
| 1-in. x 4-in. to 6-in. ..... | 30 00 | 33 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 54 00 |
| 2-in. ..... ..... ..... | 52 00 | 54 00 |
| 7-in. to 9-in. A sidings .... | 25 00 | 27 00 |
| Pine, No. 1 dressing sidings .. | 30 00 | 33 00 |
| Pine, No. 1 dressing strips .. | 29 00 | 30 00 |
| Pine, No. 1 dressing shorts .. | 22 00 | 24 00 |
| Pine, 1-in. x 4-in. s.c. strips .. | 22 00 | 23 00 |
| Pine, 1-in. x 5-in. s.c. strips .. | 24 00 | 25 00 |
| Pine, 1-in. x 6-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 1-in. x 7-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 8 s.c., 12 ft. to 16 ft. ... | 25 00 | 26 00 |
| Pine, 1-in. x 10-in. M.R. ..... | 27 00 | 28 00 |
| Pine, s.c. sidings, 1½ and 2-in. | 28 00 | 30 00 |
| Pine, s.c. strips 1-in. ..... | 21 00 | 23 00 |
| 1¼, 1½ and 2-in.. ..... | 24 00 | 26 00 |
| Pine, s.c. shorts, 1 x 4 to 6 in. | | 20 00 |
| Pine, s.c. and bet., shorts, 1 x 5 | 20 00 | 21 00 |
| Pine, s.c. and bet., shorts, 1 x 6 | 20 00 | 21 00 |
| Pine, s.c. shorts, 6'-11' 1"x10" | 23 00 | 24 00 |
| Pine, box boards: | | |
| 1" x 4" and up, 6'-11' .... | 17 50 | 18 00 |
| 1"x3" to 6", 12'-16' ..... | 19 00 | 20 00 |
| Pine mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up ..... ..... | 17 00 | 19 00 |
| Pine mill culls stock 1 x 12 ... | 21 00 | 22 00 |
| Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft. ..... | 17 00 | 18 00 |
| O. culls r & w p ..... ..... | 15 00 | 17 00 |
| Red pine, log run: | | |
| mill culls out, 1-in. ..... | 18 00 | 20 00 |
| mill culls out, 1¼-in. ..... | 19 00 | 21 00 |
| mill culls out, 1½-in. ..... | 19 00 | 21 00 |
| mill culls out, 2-in. ..... | 22 00 | 24 00 |
| Mill culls, white pine, 1"x7" and up ..... ..... ..... | 20 00 | 21 00 |
| Mill run Spruce: | | |
| 1"x4" and up, 6'-11' ..... | 17 00 | 18 00 |
| 1"x4" and up, 12'-16' ..... | 18 00 | 20 00 |
| 1"x9"-10" and up, 12'-16' .. | 22 00 | 24 00 |
| 1¼"x7" 8-9" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x10" and up, 12'-16' .... | 22 00 | 24 00 |
| 1½" & 2"x12" and up, 12'-16' | 25 00 | 26 00 |
| Spruce 1-in. clear (fine dressing and B) ..... ..... ..... | 25 00 | 27 00 |
| Hemlock 1-in. cull ..... ..... | 13 00 | 15 00 |
| Hemlock 1-in. log run ..... | 17 00 | 20 00 |
| Hemlock 2x4, 6, 8, 10, 12/16'. | 19 00 | 23 00 |
| Tamarac ..... ..... ..... | 19 00 | 20 00 |
| Basswood log run, dead culls out | 22 00 | 24 00 |
| Basswood log run mill culls out | 23 00 | 26 00 |
| Birch log run ..... ..... | 19 00 | 22 00 |
| Soft elm, common and better, 1, 1½, 2-in. ..... ..... | 20 00 | 24 00 |
| Ash, black, log run ..... | 25 00 | 28 00 |
| 1 x 10 No. 1 barn ..... .... | 33 00 | 36 00 |
| 1 x 10 No. 2 barn ..... ... | 23 00 | 26 00 |
| 1 x 8 and 9 No. 2 barn ..... | 22 00 | 23 00 |
| Lath per M: | | |
| No. 1 white pine 1½-in. x 4-ft. | 4 25 | 4 50 |
| No. 2 White Pine ..... .... | 3 80 | 3 95 |
| Mill run white pine ..... .... | 4 00 | 4 25 |
| Spruce, mill run 1½-in. ..... | 3 25 | 3 50 |
| Red pine, mill run ..... ..... | 3 60 | 3 70 |
| Hemlock, mill run ..... .... | 2 75 | 3 00 |
| 32-in. lath ..... ..... ..... | 2 00 | 2 00 |
| Pine Shingles | | |
| xxxx, 18-in. ..... ..... | 3 00 | 3 50 |
| Clear butt 18-in. ..... .... | 2 50 | 3 25 |
| xx ..... ..... ..... | | 1 75 |
| White Cedar Shingles: | | |
| xxxx, 18-in. ..... ..... | 3 75 | 4 25 |
| Clear butt, 18-in. ..... .. | 3 00 | 3 50 |
| 18-in. xx ..... ..... .... | | 2 00 |
| Spruce logs (pulp) ..... .... | 13 00 | 15 00 |

## QUEBEC, QUE.

| | cts. | |
|---|---|---|
| White Pine—In the Raft | | |
| First class Ottawa waney, 18-in. average, according to lineal.. | 60 | 65 |
| Oak—Michigan and Ohio | | |
| By the dram, according to average and quality .... ..... | 60 | 70 |
| Elm | | |
| By the dram, according to average and quality, 40 to 45 feet | 70 | 75 |
| By the dram, according to average and quality, 30 to 35 feet. | 50 | 60 |

Ash

| | | |
|---|---|---|
| 13 inches and up, according to average and quality, per cu. ft. | 25 | 30 |
| Average 16 inch ..... ..... | 30 | 40 |

Birch

| | | |
|---|---|---|
| 14 inch, per cu. ft. ..... | 20 | 22 |
| 15 inch, per cu. ft. ..... | 24 | 26 |
| 16 inch, per cu. ft. ..... | 28 | 30 |
| 18 inch, per cu. ft. ..... | 32 | 35 |

Quebec Spruce Deals

| | | |
|---|---|---|
| 12 ft. and up x 3 x 9 and up. | $22 00 | 23 00 |
| Oddments ..... ..... ..... | 17 00 | 18 00 |
| Boards, 1 and 2 in. ..... .... | 16 00 | 18 00 |

Birch Planks

| | | |
|---|---|---|
| 1 to 4 in. ..... ..... .... | 16 00 | 18 00 |

## SARNIA, ONT.

Fine, Common and Better

| | |
|---|---|
| 1 x 6 and 8 in. ..... ..... .....$54 00 | |
| 1 in., 8 in. and up wide ..... .. | 62 00 |
| 1¼ and 1½ in. and up wide ..... | 65 00 |
| 2 in. and up wide ..... ..... .... | 70 00 |

Cuts and Better

| | |
|---|---|
| 4/4 x 8 and up No. 1 and better ..... | 55 00 |
| 6/4 x 8 and up No. 1 and better ..... | 65 00 |
| 8/4 x 8 and up No. 1 and better ..... | 65 00 |
| 6/4 x 6 and up No. 2 and better ..... | 52 00 |
| 8/4 x 6 and up No. 2 and better ..... | 54 00 |
| 6/4 x 6 and up No. 3 and better ..... | 46 00 |
| 8/4 x 6 and up No. 3 and better ..... | 50 00 |

No. 1 Cuts

| | |
|---|---|
| 1 in., 8 in. and up wide ..... ..... | 42 00 |
| 1¼ in., 8-in. and up wide ..... ..... | 55 00 |
| 1½ in., 8-in. and up wide ..... .... | 57 00 |
| 2 in., 8-in. and up wide ..... ..... | 60 00 |
| 2½ and 3 and 8-in. and up wide .... | 75 00 |
| 4 in., 8-in. and up wide ..... ..... | 85 00 |

No. 2 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide ..... ..... | 31 00 |
| 1¼ in., 6-in. and up wide ..... ... | 42 00 |
| 1½ in., 6-in. and up wide ..... .... | 44 00 |
| 2-in., 6-in. and up wide ..... ..... | 47 00 |
| 2½, 3 and 4 in., 6-in. and up wide ..... ..... ..... | 62 00 65 00 |

No. 3 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide ..... ..... | 24 00 |
| 1¼ and 1½ in., 6-in. and up wide.. | 33 00 |
| 2-in., 6-in. and up wide ..... ..... | 33 00 |
| 2½, 3 and 4-in., 6-in. and up wide ..... ..... ..... | 43 00 48 00 |

Common and Dressing Mill Run

| | |
|---|---|
| 1-in. x 4-in. ..... ..... ..... .... | 25 00 |
| 1-in. x 5-in. ..... ..... ..... .... | 25 00 |
| 1-in. x 6-in. ..... ..... ..... .... | 26 00 |
| 1-in. x 8-in. ..... ..... ..... .... | 27 00 |
| 1-in. x 10-in. ..... ..... ..... .... | 29 00 |
| 1-in. x 12-in. ..... ..... ..... .... | 34 00 |
| 1 in. x 13 in. and up ..... ..... | 34 00 |
| 1¼, 1½ and 2-in. ..... ..... .... | 30 00 |

No. 1 Barn

| | |
|---|---|
| 1 inch ..... ..... ..... | 31 00 45 00 |
| 1¼, 1½ and 2-in. ..... ..... | 36 00 45 00 |
| 2½ and 3-in. ..... ..... | 45 00 |
| 4 inch ..... ..... ..... | 50 00 |

No. 2 Barn

| | |
|---|---|
| 1 inch ..... ..... ..... | 28 00 36 00 |
| 1¼, 1½ and 2-in. ..... .... | 30 00 36 00 |
| 2½ and 3-in. ..... ..... | 38 00 |

No. 3 Barn

| | |
|---|---|
| 1 inch ..... ..... ..... | 21 00 28 00 |
| No. 1, 1, 1¼, 1½, 2-in. ..... | 20 00 25 00 |

Box

| | |
|---|---|
| No. 1, 1, 1¼, 1½, 2-in. ..... | 22 00 25 00 |
| No. 2, 1¼, 1½, 2-in. ..... | 19 00 23 00 |

Mill Culls

| | |
|---|---|
| Mill run culls, 1-in. ..... .. | 19 00 |
| 1, 1¼, 1½ and 2-in. ..... | 20 00 |
| No. 2 ..... ..... ..... | 17 00 18 00 |

Lath

| | |
|---|---|
| No. 1, 32-in. pine ..... ..... .... | 1 75 |
| No. 2, 48-in. pine ..... ..... ..... | 4 25 |
| No. 1, 48-in. pine ..... ..... ..... | 4 75 |
| No. 3, 48-in. pine ..... ..... ..... | 3 75 |

## WINNIPEG, MAN.

No. 1 Pine, Spruce and Tamarac

Dimensions, Rough or S. 1 S. and 1 E.

| | 6 ft. | 8 ft. | 10 ft. | 14x16 ft. |
|---|---|---|---|---|
| 2 x 4 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 6 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 8 ... ... | 17 00 | 17 50 | 21 00 | 19 00 |
| 2 x 10 ... ... | 18 00 | 18 50 | 21 50 | 20 00 |
| 2 x 12 ... ... | 18 00 | 19 00 | 23 50 | 21 50 |

## FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

Dimensions

| | |
|---|---|
| 2 x 4-12 ..... ..... ..... ..... | 20 50 |
| 2 x 4-8-14-16 ..... ..... ..... .. | 20 50 |
| 2 x 4-10-18-20 ..... ..... ..... | 22 50 |
| 2 x 6, 8 to 16 ..... ..... ..... | 20 00 |
| 2 x 8, 8 to 16 ..... ..... ..... | 20 50 |
| 2 x 4-6 and 8-in.; 8, 12, 14 and 16 ft. | 22 50 |
| 2 x 4-6 and 8-in.; 10 ft. ..... ..... | 24 50 |
| 2x4-6 and 8-in.; 24,26,28, 30, 32 ft... | 26 50 |
| 2 x 10 and 2 x 12; 8-16 ft. ..... .... | 23 50 |
| 2 x 10 and 2 x 12; 18, 20, 22 ft. ..... | 25 50 |
| 2 x 10 and 2 x 12; 24, 26, 28, 30, 32 ft. | 27 50 |

No. 1 Common Boards

| | |
|---|---|
| 4 inch ..... ..... ..... ..... .. | 19 00 |
| 6 inch ..... ..... ..... ..... .. | 21 50 |
| 8, 10, 12 inch ..... ..... ..... .. | 23 50 |
| Mixed widths ..... ..... ..... .. | 22 50 |

Flooring

| | |
|---|---|
| 4 or 6 inch No. 1 ..... ..... .... | 33 00 |
| 4 or 6 inch No. 2 ..... ..... .... | 31 00 |
| 4 or 6 inch No. 3 ..... ..... .... | 25 00 |

Shiplap—Finished

| | |
|---|---|
| 4 inch ..... ..... ..... ..... .. | 19 50 |
| 6 inch ..... ..... ..... ..... .. | 23 00 |
| 8, 10 and 12 inch ..... ..... ..... | 24 00 |

Siding

| | |
|---|---|
| 6 inch No. 1 ..... ..... ..... .. | 33 00 |
| 6 inch No. 2 ..... ..... ..... .. | 31 00 |
| 6 inch No. 3 ..... ..... ..... .. | 25 00 |

Lath

| | |
|---|---|
| No. 1 Cedar, pine, spruce (not mixed) | 5 00 |
| No. 1 Cedar, pine, spruce (mixed) ... | 4 50 |
| No. 2 Cedar, pine, spruce (mixed) ... | 3 25 |

PINE—ROUGH TIMBER

| | |
|---|---|
| 3 x 6 in.; 8 to 16 ft. ..... ..... .. | 25 10 |
| 3 x 8 in.; 8 to 16 ft. ..... ..... .. | 22 00 |
| 3 x 12, 4 x 4, 6 x 6 in.; 8-16 ft. ..... | 25 00 |
| 4 x 10 to 10 x 10, 8 x 8, 6 x 12 in. up to 32 ft. ..... ..... ..... ..... | 27 00 |

BRITISH COLUMBIA FIR

Dimensions, S 1 S, and E.

| | |
|---|---|
| 2 x 4 in.; 6 and 8 ft. ..... ..... .. | 23 00 |
| 2 x 4 in.; 12 x 14 ft. ..... ..... .. | 24 00 |
| 2 x 4 in.; 10 x 16 ft. ..... ..... .. | 25 00 |
| 2 x 4 in.; 18 x 20 ft. ..... ..... .. | 26 00 |
| 2 x 4 in.; 22 x 24 ft. ..... ..... .. | 27 00 |
| 2 x 4 in.; 26 to 32 ft. ..... ..... .. | 29 00 |
| 2 x 10 and 2 x 12 in.; 10 to 16 ft. .... | 25 00 |
| 2 x 10 and 2 x 12 in.; 18 and 20 ft. .... | 27 00 |
| 2 x 10 and 2 x 12 in.; 22 and 24 ft. .... | 28 00 |
| 2 x 10 and 2 x 12 in.; 26 to 32 ft. .... | 30 00 |
| 2 x 14 in.; 10 to 16 ft. ..... ..... | 30 00 |
| 2 x 14 in.; 18 and 20 ft. ..... ..... | 32 00 |
| 2 x 14 in.; 22 and 24 ft. ..... ..... | 33 00 |
| 2 x 14 in.; 26 to 32 ft. ..... ..... | 35 00 |
| 3 x 3 and 3 x 4 in.; 8 to 14 ft. ..... | 26 00 |
| 3 x 3 and 3 x 4 in.; 8 to 16 ft. ..... | 27 00 |
| 3 x 3 and 3 x 4 in.; 18 and 20 ft. .... | 28 00 |
| 3 x 3 and 3 x 4 in.; 22 and 24 ft. .... | 29 00 |
| 3 x 3 and 3 x 4 in.; 26 to 32 ft. .... | 31 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 6 to 16 ft. ... | 29 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 18 and 20 ft. .. | 29 50 |
| 6 x 6, 6 x 8, 8 x 8 in.; 22 and 24 ft. .. | 30 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 26 to 32 ft. .. | 30 50 |

FLOORING

| | |
|---|---|
| Nos. 1 and 2, 1 x 3 in., E. G. ..... | 42 00 |
| Nos. 1 and 2, 1 x 4 in., E. G. ..... | 41 00 |
| Nos. 1 and 2, 1 x 6 in., E. G. ..... | 39 00 |
| Nos. 1 and 2, 1 x 4 in. or 6 in., F. G. | 33 00 |
| No. 3, 1 x 4 in. or 6 in. ..... ..... | 30 00 |
| No. 3 Edge grain $3.00 per M. extra. | |

SHIPLAP

| | |
|---|---|
| B. C. Fir, 6 in. ..... ..... ..... | 23 00 |
| B. C. Fir, 8, 10, 12 in.; 8 to 16 ft. ... | 24 00 |
| No. 2 Shiplap, 6 in. ..... ..... .... | 21 00 |
| No. 2 Shiplap, 8, 10 and 12 in. ..... | 22 00 |

FIR, COMMON BOARDS, S 1 S, 8 to 16 Ft.

| | |
|---|---|
| Mixed widths (may contain 30 per cent. 4 and 6 in.) ..... ..... ..... .. | 23 00 |
| Common Boards, 8 to 12 in. ..... | 24 00 |
| No. 2 Mixed widths ..... ..... .... | 21 00 |
| No. 2 Boards, 8 to 12 in. ..... | 22 00 |

SHINGLES

| | |
|---|---|
| XXX B. C. Cedar ... ... ... ..... | 2 90 |

LATH

| | |
|---|---|
| Fir lath, 3/8 x 1 3/8 in. x 4 ft., bundled in 50's ..... ..... ..... | 4 00 |
| Cedar lath 3/8 x 1 3/8 in. x 4 ft. .... | 4 50 |

## BUFFALO AND TONAWANDA, N.Y.

White Pine

Wholesale Selling Price

| | |
|---|---|
| Uppers 4/4 ..... ..... ..... ....$94 00 | |
| Uppers 5/4 to 8/4 ..... ..... ... | 92 00 |
| Uppers 10/4 to 12/4 ..... ..... .... | 97 00 |
| Selects 4/4 ..... ..... ..... .... | 84 00 |
| Selects 5/4 to 8/4 ..... ..... .... | 82 00 |
| Selects 10/4 to 12/4 .... ..... .... | 92 00 |
| Fine common 4/4 ..... ..... .... | 61 00 |
| Fine Common 5/4 ..... ..... .... | 65 00 |
| Fine common 6/4 ..... ..... .... | 65 00 |
| Fine common 8/4 ..... ..... .... | 67 00 |
| No. 1 Cuts 4/4 ..... ..... ..... | 51 00 |
| No. 1 Cuts 5/4 ..... ..... ..... | 57 00 |
| No. 1 Cuts 6/4 ..... ..... ..... | 59 00 |
| No. 1 Cuts 8/4 ..... ..... ..... | 61 00 |
| No. 2 Cuts 4/4 ..... ..... ..... | 32 00 |
| No. 2 Cuts 5/4 ..... ..... ..... | 43 00 |
| No. 2 Cuts 6/4 ..... ..... ..... | 45 00 |
| No. 2 Cuts 8/4 ..... ..... ..... | 50 00 |
| No. 3 Cuts 5/4 ..... ..... ..... | 33 00 |
| No. 3 Cuts 6/4 ..... ..... ..... | 34 00 |
| No. 3 Cuts 8/4 ..... ..... ..... | 36 00 |
| Dressing 5/4 ..... ..... ..... .... | 46 00 |
| Dressing 5/4 x 10 ..... ..... .... | 51 00 |
| Dressing 5/4 x 12 ..... ..... .... | 52 00 |
| No. 1 Moulding 5/4 ..... ..... .. | 58 00 |
| No. 1 Moulding 6/4 ..... ..... ... | 58 00 |

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*28 "Service" Branches Throughout Canada*

**Canadian Consolidated Rubber Co., Limited**

**Montreal, P. Q.**

# A New Year's Resolution For You

*"RESOLVED that, during 1915 and thereafter I will give preference, in my purchases of rubber goods and all other material, to such as are made in Canada."*

---

So far as rubber goods are concerned, you run no risk in making this patriotic resolution, as we manufacture a complete line and the price, quality and style are right.

When in the market for tires, hose, belting, packing etc., let us show you what we can do.

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## "Wilson Bros." Flooring and Trim

"Wilson Bros." stamped on every piece of this flooring stands for Quality. Look for the name. Hardwood and Pine. **Interior Finish of All Kinds.** Also Hardwood Veneer Doors to detail. We are equipped to fill large or small orders on short notice. Write us for prices.

**Wilson Bros., Limited - Collingwood, Ont.**

# GOODHUE BELTING

## FACTORY TO YOUR MILL

TO the saw mill and woodworking industries we offer an unusually good belting value in our "Acme Waterproof." This belting is specially made from the best hides to run in wet places where only the best quality belt can "make good." If you require any belting you should enquire into the merits of "Goodhue Belts" then you will buy a "Goodhue."

According to the conditions under which a belt has to run we recommend "Extra," "Standard" or "Acme Waterproof"—each brand the best quality but each made for a different service

**Send for particulars and prices** **J. L. GOODHUE CO., LIMITED, Danville, Quebec**

# MAPLE LEAF SAWS

MAPLE LEAF SAWS, **"THE PROVEN BEST,"** absolutely guaranteed. Be sure and specify Improved Racer Cross Cut Saws when ordering your camp supplies. They are made of Razor steel and tempered by our secret process, which gives the best results under actual working conditions in the bush.

**Shurly-Dietrich Co., Limited,** Galt, Ontario

**Branch: VANCOUVER, B.C.**

## CURRENT LUMBER PRICES—Continued

| | | | |
|---|---|---|---|
| No. 1 Moulding 8/4 | | | 58 00 |
| No. 2 Moulding 5/4 | | | 47 00 |
| No. 2 Moulding 6/4 | | | 47 00 |
| No. 2 Moulding 8/4 | | | 47 00 |
| No. 1 Barn 1 x 12 | | | 48 00 |
| No. 1 Barn 1 x 6 and 8 | | | 34 00 |
| No. 1 Barn 1 x 10 | | | 36 00 |
| No. 2 Barn 1 x 6 and 8 | | | 32 00 |
| No. 2 Barn 1 x 10 | | | 34 00 |
| No. 3 Barn 1 x 6 and 8 | | | 26 00 |
| No. 3 Barn 1 x 10 | | | 27 00 |
| Box 1 x 6 and up | | | 23 00 |
| Box 1 x 10 | | | 25 00 |
| Box 1 x 12 | | | 26 00 |
| Box 1 x 13 and up | | | 30 00 |

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda:

MAPLE

| | 1s & 2s | No. 1 Com. | No. 2 Com. |
|---|---|---|---|
| 4/4 | 30 - 32 | 20 - 22 | 14 - 16 |
| 5/4 to 8/4 | 33 - 35 | 22 - 24 | 14 - 15 |
| 10/4 to 16/4 | 37 - 39 | 27 - 29 | 19 - 21 |

RED BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 41 - 43 | 27 - 29 | 15 - 17 |
| 5/4 to 8/4 | 43 - 45 | 29 - 31 | 17 - 19 |

SAP BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 23 - 25 | 17 - 19 |
| 5/4 and up | 37 - 39 | 25 - 27 | 17 - 19 |

SOFT ELM

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 24 - 26 | 15 - 17 |
| 5, 6 & 8/4 | 37 - 39 | 26 - 28 | 17 - 19 |

BASSWOOD

| | | | |
|---|---|---|---|
| 4/4 | 33 - 35 | 24 - 26 | 16 - 18 |
| Thicker | 35 - 37 | 26 - 29 | 19 - 20 |

PLAIN OAK

| | | | |
|---|---|---|---|
| 4/4 | 51 - 53 | 32 - 34 | 20 - 22 |
| 5/4 to 8/4 | 53 - 55 | 34 - 36 | 22 - 24 |

ASH, WHITE AND BROWN

| | | | |
|---|---|---|---|
| 4/4 | 45 - 47 | 27 - 29 | 18 - 20 |
| 5/4 to 8/4 | 52 - 54 | 29 - 31 | 19 - 21 |
| 10/4 and up | 61 - 63 | 41 - 43 | 21 - 23 |

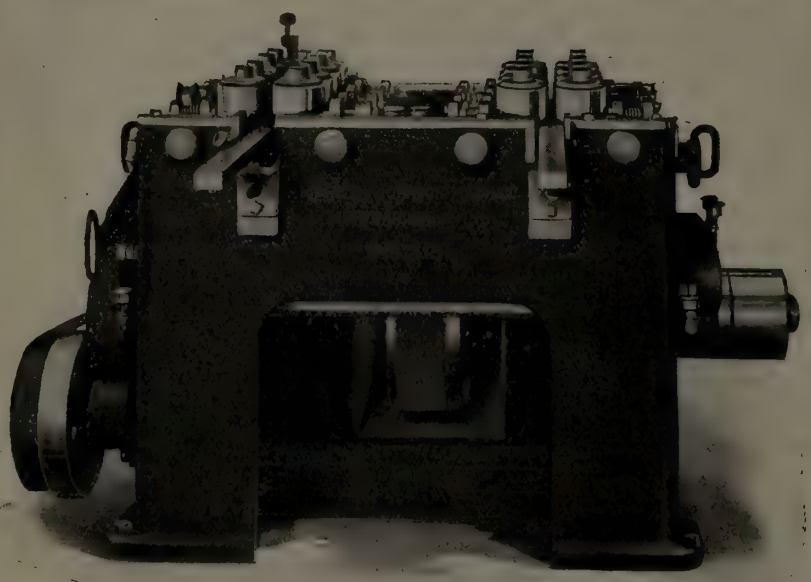
BOSTON, MASS.

| | | |
|---|---|---|
| White pine uppers, 1 to 2 in. | 92 00 | 98 00 |
| Selects, 1 to 2 inch | 80 00 | 88 00 |
| Fine common, 1 in. | 68 00 | 70 00 |
| Fine common, 1¼ to 2 in. | 70 00 | 72 00 |
| No. 1 Cuts 1 in. | | 55 00 |
| No. 1 Cuts 1¼ to 2 in. | 60 00 | 64 00 |
| No. 2 Cuts, 1 in. | | 40 00 |
| No. 2 Cuts, 1¼ to 2 in. | 48 00 | 50 00 |
| Barn Boards, No. 1, 1 x 12 | 48 00 | 50 00 |
| No. 1, 1 x 10 | 37 00 | 38 00 |
| No. 1, 1 x 8 | | 37 00 |
| No. 2, 1 x 12 | 38 00 | 40 00 |
| No. 2, 1 x 10 | 34 00 | 35 00 |
| No. 2, 1 x 8 | 33 00 | 34 00 |
| No. 3, 1 x 12 | 31 50 | 32 00 |
| No. 3, 1 x 10 | 29 00 | 30 00 |
| No. 3, 1 x 8 | | 29 00 |
| Canadian spruce boards | 23 50 | 25 00 |
| Spruce, 10 in. dimension | 25 00 | 27 00 |
| Spruce 12 in. dimension | 26 50 | 28 00 |
| Spruce, 9 in. | 23 50 | 24 50 |
| Spruce, 8 in. and under dimen. | | 24 00 |
| 10 and 12 in. random lengths, 10 ft. and up | | 24 00 |
| 2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 and 3 x 4 random lengths, 10 feet and up | 21 00 | 22 00 |
| All other random lengths, 7-in. and under, 10 ft. and up | 21 00 | 21 50 |
| 5-inch and up merchantable boards, 8 ft. and up, p 1s | 21 00 | 22 00 |
| 1 x 2 and 1 x 3 furring, p 1s clipped and bundled | 22 00 | 22 50 |
| 1½-in. spruce laths | | 4 10 |
| 1½-in. spruce laths | 3 70 | 3 80 |

New Brunswick Cedar Shingles

| | |
|---|---|
| Extras | 3 40 |
| Clears | 2 90 |
| Second clears | 2 75 |
| Clear whites | 2 40 |
| Extra 1s (Clear whites out) | 1 50 |
| Extra 1s (Clear whites in) | 1 00 |
| Red Cedar Extras, 16-in. 5 butts to 2-in. | 3 40 |
| Red Cedar Eurekas, 18-inch 5 butts to 2-in. | 4 25 |
| Red Clear Perfection, 5 butts to 2¾ | 4 80 |
| Washington 16-in. 5 butts to 2-in. extra red clear | 3 20 |


# Box Board Matcher



Let us mail you catalogue of Box Factory Machinery and Horizontal and Vertical Re-saws.

**Mereen - Johnson Machine Co.**

MINNEAPOLIS, MINN.

"To be, or not to be, that is the question,
Whether 'tis nobler in the mind
To suffer the slings and arrows
Of outrageous fortune,
Or to take arms against a sea of troubles." —Hamlet.

**Hamlet the Prince of Denmark is a character which**

every budding actor aspires to play. The late Sir Henry Irving certainly inspired many to study the works of Shakespeare and those who were privileged to hear him in Hamlet's famous soliloquy are not likely to forget it. Most of us have been in a state of doubt on many occasions and said to ourselves: The question is:

**TO BE, or not TO BE**

We can serve the interests of our customers who use Babbitt Metals and recommend without any hesitation.

# Harris Heavy Pressure

*The Babbitt Metal Without a Fault*

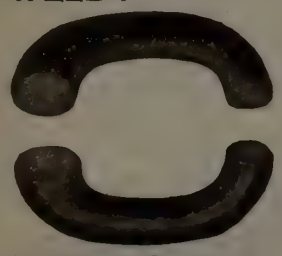
**Engineers using H. H. P. avoid a sea of troubles.**
**They know IT WILL GIVE EXCELLENT SERVICE**

*Manufactured and guaranteed by*

**The Canada Metal Company**
**Limited**
**Head Office and Factory, TORONTO**
**Branch Factories, Montreal, Winnipeg**

# "AJAX" Loading Chain

**WELD:**



Sectional view showing comparative size of weld and chain.

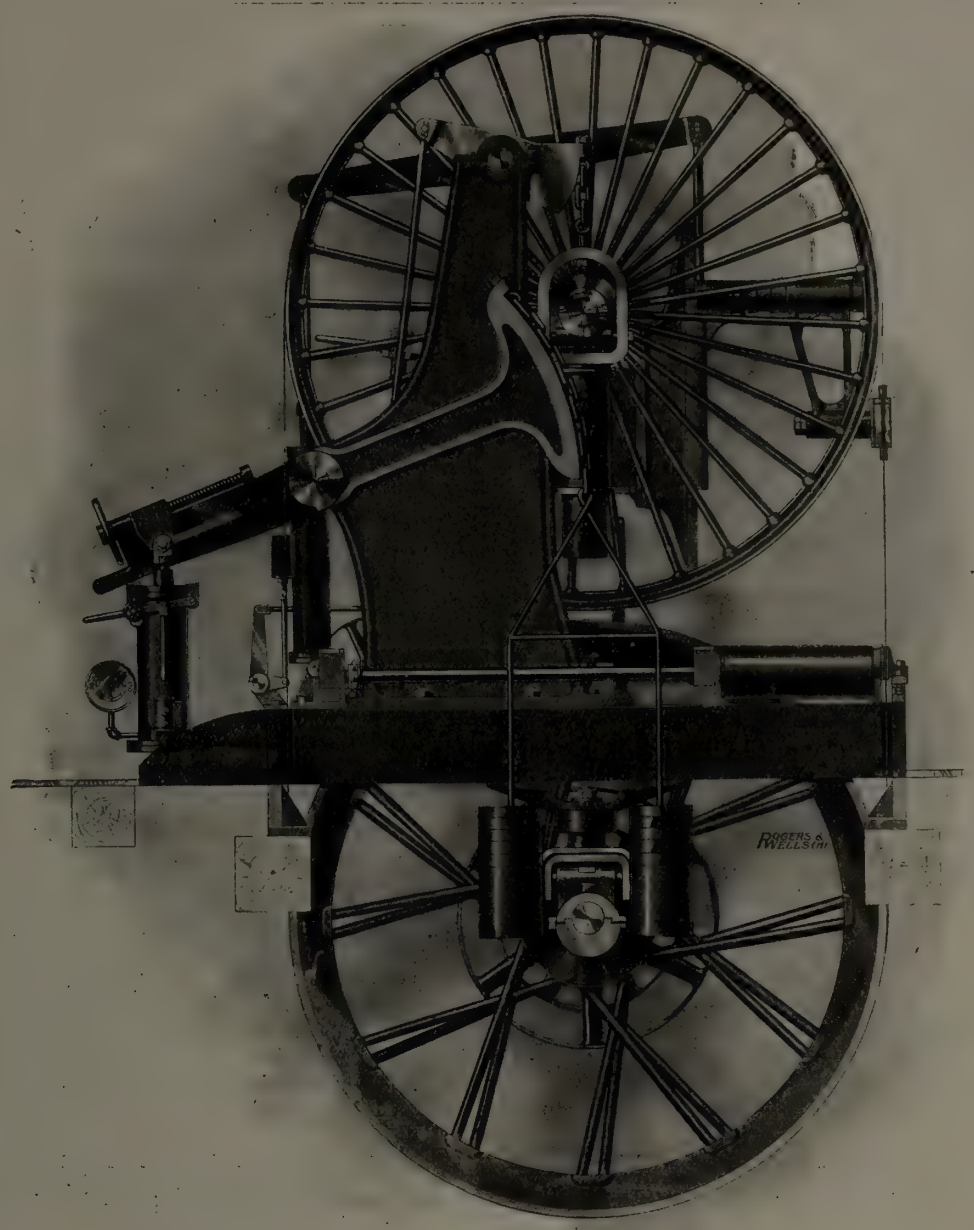
Experience has taught us that a good chain cannot be made from cheap material. In Ajax chains you get the best steel obtainable and every weld guaranteed. Ajax chain is guaranteed to pull stiff before breaking.

MANUFACTURED ONLY BY

**Standard Chain Company, Pittsburgh, Pa.**

MONTREAL—Alexander Gibb, St. Nicholas Bldg. WINNIPEG—Bissett & Loucks
VANCOUVER—John Burns, 329 Railway St.

# The Steam Tension Band Mill




It is called the steam tension mill because the tension is maintained by steam—the most sensitive form of tensioning which has been devised.

The result of this is a great saving in saws—**several users of the machine have run through an entire season without cracking a single saw.**

But in addition to raising and lowering the top wheel by steam, there is a separate cylinder for operating the top guide, and these two cylinders make ours an entirely steam-operated mill, and, therefore, exceptionally fast.

It is made with 8 ft., 9 ft. and 10 ft. wheels, and will stand thorough investigation.

Write for bulletin and list of users.

## William Hamilton Co., Limited

### Peterborough, Ontario

# Dominion Timber Regulations

Licenses to cut timber on Dominion Lands in the Provinces of Manitoba, Saskatchewan, and Alberta, the Northwest Territories, within twenty miles on either side of the main line of the Canadian Pacific Railway in the Province of British Columbia, and in the tract of three and one-half million acres to be located by the Government in the Dominion in the Peace River district in the Province of British Columbia, lying east of the Rocky Mountains and adjoining the Province of Alberta, shall be disposed of by public auction at the office of the Dominion Timber Agent for the districts in which the berths are situated.

Before any parcel of timber is offered for sale it shall be surveyed by a duly qualified Dominion Land Surveyor into berths of an area not exceeding twenty-five square miles, and each of such berths shall then be thoroughly cruised by a duly qualified timber cruiser in the employ of the Dominion Government. The Minister shall then fix an upset price at which the berth shall be disposed of, and no berth shall be sold at less than the price so fixed.

Purchases to the amount of one thousand dollars or under shall be paid in cash at the time of sale. Purchases over one thousand dollars and not exceeding five thousand dollars shall be paid, one-half in cash at the time of sale, and a note or notes shall be given for the remaining half of the purchase price, payable in three months, with interest at the rate of five per cent. per annum. Purchases over five thousand dollars and not exceeding ten thousand dollars shall be paid one-third in cash at the time of sale, and notes shall be given for the remaining two-thirds of the purchase price, payable in three and six months, with interest at the rate of five per cent. per annum. Purchases exceeding ten thousand dollars shall be paid one-fourth in cash at time of sale, and notes shall be given for the remaining three-fourths of the purchase price, payable within three, six and nine months, with interest at the rate of five per cent. per annum. Notes shall be made payable at a bank in the city or town in which the sale is held or at a bank in the city of Ottawa. Cash payments must be made at the time of sale in legal tender or by an accepted cheque on a chartered bank, or by a draft issued by a chartered bank, payable to the order of the Deputy Minister of the Interior. If default is made in any payment required by this section the sale shall be forfeited and void.

The purchaser must also pay the cost or the estimated cost of the survey of the berth before a license is issued.

The licensee shall pay an annual ground rent of five dollars per square mile except for lands situated to the west of Yale, in the Province of British Columbia, in which case the yearly ground rent shall be five cents per acre.

The licensee shall pay the following dues on timber cut on his berth :—

Sawn lumber, 50 cents per thousand feet, board measure.

Railway ties, eight feet long, 1½ cents each.

Railway ties, nine feet long, 1¾ cents each.

Shingle bolts, 25 cents per cord.

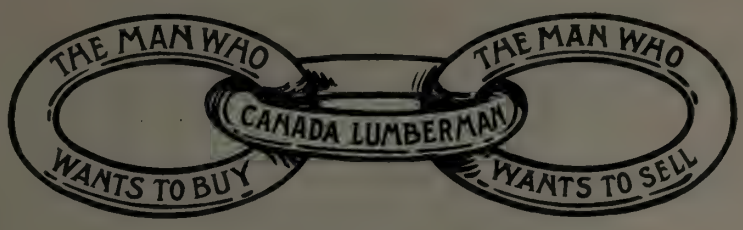
And 5 per cent. on the sale of all other products of the berth.

# Timber Permits

Yearly permits are granted to settlers, mine operators and others on application to the Dominion Timber Agents, from whom further information can be obtained.

**W. W. Cory,**

Department of the Interior, Ottawa, Deputy Minister.
December 20th, 1912.




# The Connecting Link

Way back in 1880 the **Wanted and For Sale** columns of the Canada Lumberman and Woodworker were used extensively by the lumbermen of Canada for the purchase and sale of timber, lumber and machinery.

Time has but served to enhance the value of this medium, until to-day the **Wanted and For Sale Department** of the Canada Lumberman has become a national market.

Twice a month "the paper with the green cover" brings together buyers and sellers of lumber and machinery from all the principal lumbering centres of Canada and the United States. By covering this wide field, the percentage of waste circulation for advertisers has been reduced to a minimum.

For quick and satisfactory results, get your advertisement in the **Wanted and For Sale Department** of the

**Canada Lumberman & Wood Worker**

Published 1st and 15th of the Month

*The National Lumber Journal of Canada*

TORONTO - - - CANADA

Branch Offices:

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United States Representatives:
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Western Wheeler Scraper Works, Aurora, Ill. Roofed with J-M Asbestos Roofing.

## Products That Are Recommended by Satisfactory Service Are the Easiest and Best Sellers

## J-M ROOFINGS

are their own best salesmen Every building covered with a J-M Roof is a constant testimonial to the honesty and lasting service that goes into every inch of J-M roofing products.

J-M Asbestos Roofing, made of alternate layers of pure Asbestos and genuine Trinidad Lake Asphalt, is the standard acid-proof, no-paint, no-repair roofing that gives perfectfire protection.

J-M Regal Roofing is the highest type of rubber roofing; not to be confused with low-grade, short-service roofings.

J-M Roofings give constant satisfaction to the user—good profits and constantly increasing business to the dealer.

**Write our nearest branch for Special "J-M Roofing" Dealer Proposition.**

## THE CANADIAN H. W. JOHNS-MANVILLE CO., LIMITED

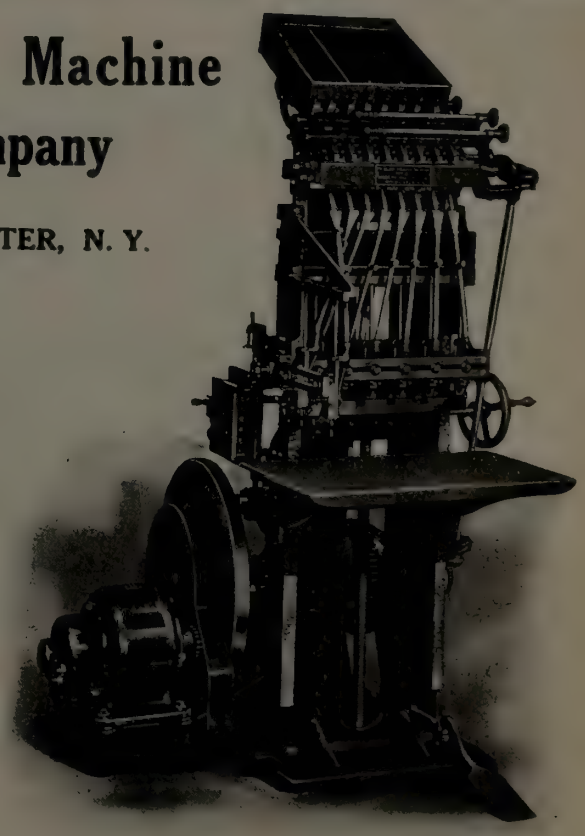
Manufacturers of Pipe Coverings; Packings; Brake Lining; Boiler Preservative; Fire Extinguishers; Cold Water Paint; Etc.

Toronto Montreal Winnipeg Vancouver 2623A



## Morgan Machine Company

ROCHESTER, N. Y.



Manufacturers of—

**Nailing Machines,**

**Lock Corner Box Machinery,**

**Box Board Matchers,**

**Box Board Printing Machines.**

Every manufacturer of boxes; every manufacturer who has nails to drive in any article, or packages of any kind to manufacture, should write the Morgan Machine Company for latest developments in machinery for the Box Industry.

## Morgan Machine Company

ROCHESTER, N. Y.

# THE PETER GERLACH Co

MANUFACTURERS AND BUILDERS OF

CIRCULAR AND CYLINDER SAWS

STAVE HEADING AND BARREL MACHINERY

SAW AND LOGGING TOOLS

*For the Manufacture of the Following*

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|---|---|
| STAVES | HEADING |
| BARRELS | KEGS |
| COOPERAGE | WOODEN WARE |
| HOOPS | HANDLES |
| PAILS | TUBS |
| CHURNS | FREEZERS |
| CANDY PAILS | FISH KITS |
| BOX BOARDS | BOTTOMS |
| CHAIR STOCK | SHINGLES |
| CLOTHES PINS | LUMBER |

*COMPLETE PLANTS*

*FOR THE MANUFACTURE OF*

BARRELS, KEGS, STAVES AND HEADING

OUR SPECIALTY.

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# PRATT & WHITNEY CO.

OF CANADA, LIMITED

## SMALL TOOLS

Taps — Dies — Reamers — Cutters — Drills

MADE IN CANADA

As good as money can buy—Guaranteed absolutely!

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VANCOUVER

WINNIPEG — Bank of Hamilton Bldg.

# → KNIVES ←

Good Steel Carefully Manufactured
Properly Tempered

Ask for Catalogue and Quotations

## Galt Knife Company, Limited

GALT - - ONTARIO

# INDUSTRIAL LOCOMOTIVES

The designs of our small locomotives are the result of wide experience.

All details are accurately finished to standard gauges and are absolutely interchangeable on all locomotives of the same class and size.

This cuts out long delays when parts wear out, as parts liable to wear can be kept on hand or shipped promptly from our works.

## MONTREAL LOCOMOTIVE WORKS, LIMITED

DOMINION EXPRESS BUILDING, MONTREAL. CANADA

## CLIMAX Improved Geared LOCOMOTIVES FOR WOOD AND IRON RAILS

A 62-ton Climax Locomotive Designed Especially for Heavy Logging Work.

Climax Locomotives are successfully operated on steep grades and sharp curves. Any weight or gauge. Locomotives in stock for immediate shipment. **Get Catalog "H."**

**CLIMAX MANUFACTURING CO., 313 W. Main Street, CORRY, PA.**
**VANCOUVER MACHINERY DEPOT, LTD., VANCOUVER, B.C.**

**Established 1874**

We specialize in HEAVY HORSES

We always have a Large Stock on hand

## Oldest and Largest Horse Dealers in Canada

Good horses are hard to find, so deal with an old and reputable firm. Your interests are ours.

"LET US KNOW YOUR WANTS"

**J. W. JACOBS,** 29 Hermine Street, **Montreal**

# WAR

## makes no difference to our DELIVERIES on BELTING

LANCO BALATA BELTING

The Belt you can use out of doors in wet and frost, in fact under any conditions except those of heat.

Other Belting Lines—

***Scandinavia***
***Teon***
***Leather***

## Federal Engineering Co., Ltd.

**Toronto - Montreal**

**This engine is 13½ ins. x 18 ins. and weighs 35 tons.**

The knowledge and experience of fifty years in locomotive designing and construction is what you get in our Logging locomotives. They are specially constructed for logging operations and will stand up to the severe service in which they are expected to run. Oil or coal burning.

They are as carefully designed and built as our 200 ton locomotives. Repair parts may always be obtained on the shortest notice.

**Grey Iron Castings—any size or shape—ordinary or intricate—made promptly. New foundry, splendidly equipped. We would be pleased to quote on castings—singly or by contract. We also make drop forgings of all descriptions.**

**MAY WE SEND YOU SPECIFICATIONS?**

## Canadian Locomotive Company, Limited, Kingston, Ont.

**Taylor and Arnold Ltd., Sales Agent, Montreal and Winnipeg**

*To Lumbermen Everywhere:*

*A Happy and*

*Prosperous New Year*

The Mark of Quality

# Let Steam Do the Work When You Shift Your Guides

**—It's Done on the Waterous "New Model" Bandmill**

The latest improvement added to our Bandmills—

## THE WATEROUS STEAM RAISING DEVICE

Your sawyer is only human. If he gets tired at the end of his shift and does not move his guide with a smaller log on the carriage, don't blame him. Give him a steam cylinder to do the work—instantly, and without an effort on his part—and you can be certain that he will keep the guide just where it should be—*close to the timber on the carriage.*

**The Waterous Steam Raising Device** is the quickest, surest-acting guide shifter being built. Pull up the lever and up goes the guide, press it down and the guide drops. The valve is designed to balance both sides of the piston. Release the valve and the guide stops dead—and stays there without a shift.

That's how the **Waterous Steam Raising Device** has simplified guide adjustment on the bandmill. It means more lumber and better lumber for every hour of the day's work.

The Waterous "New Model" Bandmill is supplied with this attachment. Where it is in use, in some of Canada's fastest cutting mills, it has more than made good. **We can attach it to your bandmill no matter what make it is.**

This device is worth more than casual notice, it is fully described in Bulletin No. 1021.

***Notice the Rotary Engine that drives the wheel raising device. That's another Waterous feature. The bulletin describes it, too.***

# The Waterous Engine Works Co., Limited

**Vancouver, B.C.** **Brantford, Canada** **Winnipeg, Man.**

**$5,000,000.00**
**worth of mixed metal sold annually.**

# "FROST KING" METAL

Our thirty-five years' experience in metal mixing enables us to place on the market a babbitt that we believe to be absolutely perfect. For high speed machinery and engine work it is without an equal. It is specially designed for saw-mills, planing mills, threshing engines, traction engines, pumps, rolling mills, pulp machinery, and all classes of stationary engines. It is a high grade metal made of the very best selected stock, and carefully compounded.

If your dealer does not stock FROST KING send us a money order for your requirements. **Price 30c per lb.**, Fort William and East; West of Fort William **35c per lb.**, delivered nearest railway station; packed in 30 lb. and 60 lb. boxes.

For extra duty, such as over-hanging saws, our FAULTLESS BABBITT will stand where all other metals will fail. Price, Fort William and East, **40c per lb.**; West of Fort William, **45c**, delivered to your nearest railway station; packed in 30 lb. and 60 lb. boxes.

## HOYT METAL CO., Toronto, Canada

**Have factory and office at Eastern Avenue and Lewis Street, Toronto, Canada**

**Factories also at:— New York, N. Y. London, Eng. St. Louis, Mo.**

# "Maple Leaf" Brand

## Stitched Cotton Duck Belting

A trial Belt will convince you. Write for prices and samples.

Excels all others in economy, strength, efficiency and true running, whether for transmission of power or conveying. A test recently made at McGill University, Montreal, of a 6-ply **"Maple Leaf"** belt, a light double leather, and a 6-ply rubber belt, showed that our **"Maple Leaf"** Belt stood a breaking strain 50 per cent. greater than the leather, and 25 per cent. greater than the rubber belt.

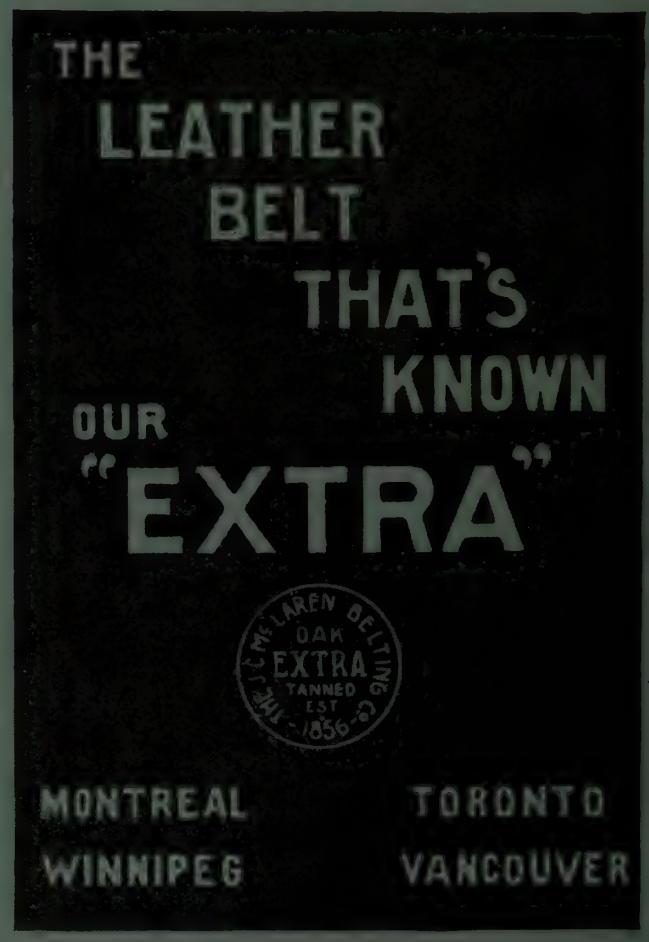
**"Maple Leaf" Main Drive Belts**
**Are the Best on the Market.**

***"Maple Leaf" Belt Dressing*** is the best for all kinds of belts.

## Dominion Belting Co., Limited

HAMILTON - ONTARIO

Branch: Montreal—Office 51 Duluth Building




## The J. C. McLaren Belting Co.

Limited

**General Mill Supplies** **MONTREAL**

# BOILERS

**"INGLIS" boilers are the product of over 50 years' experience and study combined with the most modern equipment for boiler making.**

**"INGLIS" boilers are made in every type and all sizes.**

Let us quote on your requirements.

INGLIS' PRODUCTS ARE "MADE IN CANADA"

## The John Inglis Co., Ltd.

**Engineers and Boilermakers**

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**Montreal Representative—A. Angstrom, 509 Canadian Express Building**

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Vol. 35 Toronto, January 15, 1915 No. 2

# Canada Lumberman & Wood Worker


## Time is Money

The rapid cutting File is the economical File

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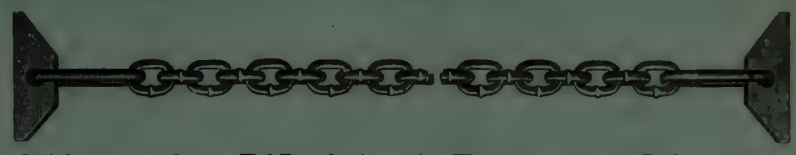
**American - Arcade - Eagle - Great Western**
**Globe - Kearney & Foot - McClellan - J. B. Smith**

are rapid cutters made by

**NICHOLSON FILE COMPANY**

**Port Hope, Ont.**



## *Electric-Welded Boom Chain*

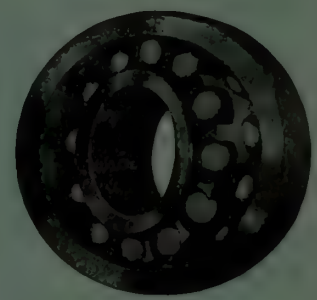
25% {More Weld = 25% {More Strength = 25% {More Wear

Sheared Toggle and Ring * T Bar Hook and Link * Two Sheared Toggles * Forged Toggle and Ring

Made in Canada Write to Fully Guaranteed

**McKinnon Chain Co., St. Catharines, Ont.**

## Save 20 to 40 per cent of your Transmission Losses



**Install U. G. Hanoers** (made in Can.) **and Skelko Ball Bearings** (made in Eng.)

They require no rearrangement of a plant already installed nor departure from well established mill practice.

They insure the most sturdy, highly efficient and economical method of line shaft power distribution.

**The Canadian Fairbanks-Morse Co., Limited**

St. John, Montreal, Toronto, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria

**New RAILS Relaying**
**12 to 80 pounds per yard.**

## LOGGING CARS

## Jno. J. Gartshore

**58 Front St. West, Toronto**

**CHEAP MACHINERY**
**versus**
**RELIABLE MACHINERY**

At the time of a break-down in your plant, the fact that your pump was a little cheaper than the best, is not very important. WE MAKE THE BEST.

**The Smart-Turner Machine Co., Limited,** Hamilton, Canada

## The OPERATING EXPENSE of

**a Shaw Motor-Headworks or Gasoline Warping Tug**

## IS LESS THAN $10.00 PER DAY

**This Includes, Full Crew (less log men) Fuel, Oil, Upkeep and Depreciation**

## IT WILL WARP 2,000,000 FEET OF LOGS or TOW 100 BOOM-STICKS

*Manufactured by* **RUSSEL BROTHERS - Fort Frances, Ont.**


Alphabetical Index of Advertisers, Page 62 Classified Directory to Advertisements, Page 64

*Made in Canada*

# "AMPHIBIA"

## The Waterproof Belt That Grips Your Pulleys

In buying a belt remember that you are not making a purchase where a few dollars saved on a lower grade article is a real saving. You are buying a medium to carry the most expensive thing in your plant—power. Nothing but the very highest grade of leather belting should be tolerated.

"AMPHIBIA" waterproof leather belting is pliable, firm with minimum stretch and maximum tensile strength and durability.

"AMPHIBIA" grips the pulleys perfectly and transmits more of your power than other belting.

"AMPHIBIA" belting is particularly suited to the difficult runs in saw mills, pulp mills, veneer plants and other industries where wet or green lumber is handled.

When ordering state where the belt is to run.

"AMPHIBIA"

"AMPHIBIA"

***Write us for prices.***

MADE IN CANADA

*Sadler & Haworth*

*Tanners and Manufacturers*

For Oves 36 Years Makers of the Best Leather Belts

| MONTREAL | TORONTO | ST. JOHN, N. B. | WINNIPEG | VANCOUVER |
|---|---|---|---|---|
| 511 William St. | 38 Wellington St. E | 89 Prince William St. | Galt Building | 27 Columbia Ave. |

To insure satisfaction—State where belt is to run

View of logs in Sturgeon River


# White and Norway Pine Dimension Timber

| | | | |
|---|---|---|---|
| 6 x 6—12/16′, | 25,000′ | 10 x 10—12/16′, | 65,000′ |
| 6 x 8—12/16′, | 50,000′ | 10 x 10—20/24′, | 52,000′ |
| 8 x 8—12/16′, | 25,000′ | 10 x 12—16′, | 45,000′ |
| 8 x 8—20/24′, | 38,000′ | 12 x 12—11/14′, | 34,000′ |
| 8 x 10—12/16′, | 22,000′ | 12 x 12—16′, | 105,000′ |
| 8 x 10—18′, | 16,000′ | 12 x 12—20/28′, | 40,000′ |
| 8 x 10—20/28′, | 13,000′ | 12 x 12—20/28′, | 28,000′ |
| 8 x 12—16′, | 5,000′ | | |

**When you want the best in WHITE and NORWAY PINE, write or wire us for prices.**

***Dressing Done on Short Notice.***

# George Gordon & Company

Limited

CACHE BAY - - ONTARIO

# Mason, Gordon & Co. 80 St. Francois Xavier Street, Montreal, Que.

# Everything in Timber

Car and Cargo lots only

**Douglas Fir, Pine, Hemlock, Spruce, Yellow Pine and Oak**

Write, Wire or 'Phone for Prices — Western Office:—Pacific Building, VANCOUVER, B. C.

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*Wholesale Lumber*

**Spruce, Hemlock and Hardwoods**

# Hemlock & B.C. Timbers

818 New Birks Bldg., MONTREAL

## John Harrison & Sons Co.

Owen Sound, Ont. Limited

Posts, Ties, Timber, Lumber, Sash, Doors, Interior Finish, Hardwood Flooring, &c.

Three sawmills and large, well equipped Planing Mills.

Good supply of Pine, Cedar, Hemlock and Hardwoods. Special bills Winter or Summer.

*Try us once.*

J H & S Co

## New Ontario Colonization Co.

LIMITED

**Lands, Lumber, Lath and Pulpwood**
**Planing Mill Work**

Lumber Yard, Jacksonboro, Ont.

***We have the following lumber on hand ready for shipment as shown above, and for which we solicit your orders viz:***

| | |
|---|---|
| 1 x 4 Merchantable Spruce. | 1 x 12 Merchantable Spruce. |
| 1 x 5 Merchantable Spruce. | 4/4 and 8/4 Mill Run Tamarack. |
| 1 x 6 Merchantable Spruce | 4/4 Balsam. |
| 1 x 7 Merchantable Spruce. | 4/4 No. 2 and Better Whitewood |
| 1 x 9 Merchantable Spruce. | 8/4 No. 2 and Better Whitewood |
| 1 x 10 Merchantable Spruce. | 4/4 Mill Run Poplar. |

**CLAY BELT LANDS FOR SALE, Located in Townships of Kendrey and Haggart, District of Temiskaming, Ontario.**

*Mills:* JACKSONBORO, ONT.

*Sales Office:* New York Telephone Bldg. BUFFALO, N.Y.

# River Ouelle Pulp & Lumber Co.

*Manufacturers of*

# SPRUCE

**Lumber Lath Pulpwood**

*Head Office and Mills at:*

**St. Pacome, Que., Canada**

On I. C. Ry. 75 Miles East of Quebec City

*Also Mills at:*

Crown Lake, Powerville, Riv. Mahie
On Nat. Transcontinental Ry.

# White Culls Pine

**Now is the proper time to contract for your yearly supply of boxing and crating lumber**

**At Pembroke**

250,000 1" No. 2
Guaranteed to run 60% 10" and up

**At Arnprior**

30,000 1 x 4 and up 6/11' No. 2
50,000 1 x 4/7 and up 12/16 No. 2
50,000 1 x 8 and up 12/16 No. 2

**At Cacho Bay**

265,000 1 x 4 and up No. 2
180,000 1 x 12 No. 1
200,000 1 x 10 and 12 No. 1

**At Tomiko**

80,000 1 x 4 and up No. 1
34,000 1 x 10 No. 1
6,000 1 x 12 No. 1

## The Long Lumber Company
HAMILTON, ONT.

# Are You Being Held Up?

**Hostile times cause panic, prices go aviating and the public pay what is asked.**

## Buy Hocken's Hemlock

**and you will get a square deal--good stock and a prompt shipment--write us.**

## Hocken Lumber Company, Limited
Otter Lake Station, Ont.

TRADE T MARK
(REGISTERED)

DRY WHITE PINE

2 x 7 - 12/16
2 x 8 - 12/16
2 x 9 - 12/16
6/4 x 8 - 12/16
6/4 x 8/10 - 12/16

Watson & Todd, Ltd., Ottawa, Ont.

The
Harris Tie & Timber Co.
Ottawa - Canada
Lumber - Lath - Shingles
Cedar Poles and Posts
Railway Ties - - Piles

The
Georgian Bay
Lumber Co.
Limited
Waubaushene, Ontario

Manufacturers of High Grade
Lumber
and Laths

Fraser Bryson
Lumber Co., Ltd.
Wholesale Lumber Dealers
Selling agents for Fraser & Co., Manufacturers
Mills at Deschenes, Que., near Ottawa.

White Pine
Red Pine
Spruce
Lumber and Lath

Office, Castle Building 53 Queen St. Ottawa, Can.

JOHN GILLIES, President
DAVID GILLIES, Vice-President.
J. S. GILLIES, Sec.-Treas.

Established 1873

GILLIES BROS.
Limited

Mills and Head Office
BRAESIDE, ONT.

Manufacturers of
WHITE PINE
RED PINE
SPRUCE

New York City: Guy E. Robinson, 1123 Broadway

# BARTRAM BROTHERS, LIMITED
## OTTAWA, CANADA

# SPRUCE, RED AND WHITE PINE

***We Offer for Immediate Shipment, Dry Merchantable Quebec Spruce, Culls Laid out.***

| | | | |
|---|---|---|---|
| 2 x 3 x 8/16 ft. | 24,432 ft. | 1¼ x 3 x 8/16 ft. | 13,687 ft. |
| 2 x 4 x " | 730,640 ft. | 1¼ x 4 x " | 92.735 ft. |
| 2 x 5 x " | 400,000 ft. | 1¼ x 5 x " | 17,094 ft. |
| 2 x 6 x " | 148,000 ft. | 1¼ x 6 x " | 14,093 ft. |
| 2 x 7 x " | 14,000 ft. | 1¼ x 7 x " | 3,369 ft. |
| 2 x 8 x " | 40,000 ft. | 1¼ x 8 x " | 67,238 ft. |

We can dress and match to order, shipping straight or mixed cars. Write us for quotations. We have a large stock of Jack Pine and Norway Pine in good shipping condition. Your enquiry will receive prompt and careful attention.

# Spruce, Hemlock and Hardwoods

***We have on hand ready for shipment:—***

1,000,000 ft. Merchantable Hemlock 1", 2" and 3", lengths 9 ft. to 26 ft., widths 4" to 11", each length and width piled separately.

1,200,000 ft. Merchantable Spruce 1", 2" and 3", lengths 8 ft. to 24 ft., widths 4" to 12", piled separately.

700,000 ft. Hard Maple 1", 1¼", 1½", 2" and 3", sawn on grade.

250,000 ft. 1" and 1½" Beech, sawn on grade.

125,000 ft. 1 x 4 & up Basswood L.R., No. 2 C. & B.

125,000 ft. 1" M. C. Ash.

70,000 ft. 1" M. C. Elm.

We specialize in timbers—lengths 10 ft. to 26 ft. long, and we have facilities for Dressing.

***Send us your inquiries***

# Fassett Lumber Company, Limited
**Fassett, Que.**

# FIR TIMBERS

## *HIGH GRADE RED CEDAR SHINGLES*

LET US QUOTE YOU PRICES

**TIMMS, PHILLIPS & CO., LTD.**

**Birks Building, VANCOUVER, B. C.**

# Edward Partington

## Pulp and Paper Co., Limited

Head Office, St. John, N.B.

**Mills: St. John, N.B. Blackville, N.B. Marysville, N.B.**

**Manufacturers of**

# Bleached Sulphite Pulp

**Spruce, Pine and Hemlock Lumber, Laths**

**Hardwoods**

# Heavy Fir Dimension

***Is Our Particular Specialty***

*The Heavier it is the Better we like it*

**We Dress from 1 to 4 Sides up to 16-in. x 20-in., 60-ft.**

*Our grade is posttively right, and prices will please*

## Timberland Lumber Co., Limited

**Head Office, Westminster Trust Bldg., NEW WESTMINSTER, B.C.**

Mills at Craigs on the B C.E R.

Shipment by C.P.R.R., G.N.R.R. or B.C.E.R.R.

# Thurston-Flavelle Lumber Company

*MANUFACTURERS OF*

## British Columbia Red Cedar Exclusively

4, 5 and 6 inch "CLEAR A" Cedar Bevel Siding.
8, 10 and 12 inch CLEAR CEDAR FINISH.
EXTRA XXX RED CEDAR SHINGLES.

Eastern Agents, Gull River Lumber Co., Ltd., Lindsay, Ont.

Head Office and Mills, Port Moody, B.C.

# FIR TIMBERS FIR FINISH

Fir Casing, Base, Interior Finish and Mouldings

RED CEDAR SHINGLES CEDAR BEVEL SIDING

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VANCOUVER, B.C.

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**Charlemagne & Lac Ouareau Lumber Co.**
Mills: Charlemagne, Montcalm, St. Adele

**The Gres Falls Company**
Mills: Three Rivers and Cape Madelaine

**St. Gabriel Lumber Co., Limited**
Mill: St. Gabriel de Brandon
Head Office: 524 Board of Trade, Montreal, P. Q.

Manufacturers of
**Spruce and Pine Lumber and Ground Wood Pulp**

**THE PACIFIC LUMBER CO.**

The Largest Manufacturers of

**California PTL Redwood**

in the world.

Used for every purpose for which a soft wood is adapted.
Furnished in any width and thickness.
Manufactured goods of all kinds.

Exclusively Represented by

**John D. Mershon Lumber Company**

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# Fraser Limited

Fredericton, N. B.

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**Donald Fraser & Sons, Limited**
Cabano, P. Q.

**Fraser Lumber Co., Limited**
Plaster Rock, N. B.

**F & M Lumber Co., Limited**
Whitworth, P. Q.

MANUFACTURERS OF

**Spruce Lumber**
Rough and Finished

**Shingles, Lath, Piano Sounding Board Stock, etc.**

## Our Mills Produce and We Market as Much
# GENUINE LOUISIANA RED CYPRESS
## As All Other Concerns Combined

250,000,000 feet constantly in stock insures filling any reasonable order promptly.
Our Canadian trade is constantly increasing and we are always striving to merit a still larger increase.

*Our salaried salesmen receive credit for mail orders. Try us.*

**LOUISIANA RED CYPRESS COMPANY**

Hibernia Building New Orleans, La.

JOHN McKERGOW, President — W. K. GRAFFTEY, Managing-Director

**The Montreal Lumber Co. Limited**

**Wholesale Lumber**

Ottawa Office: 46 Elgin St. — Montreal Office: 759 Notre Dame St., W.

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**SPRUCE**

13 Foot and 16 Foot

Lath and White Cedar Shingles

**CHRISTY-MOIR CO.**

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HARDWOOD LUMBER

Dimension Stock, Mattress Frames, Hard and Soft wood slabs cut to lengths required. Hemlock, Cedar, Posts.
Orders receive prompt attention.
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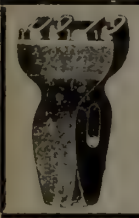
LUMBER AND TIMBER

White Pine, Norway, Yellow Pine, Hemlock
Oak Mouldings, Doors, Sashes and Blinds, Cedar Poles and Ties.
Yellow Pine Timber a Specialty.
Interior Trim Mill Work.
NIAGARA FALLS, N.Y.



**LOG STAMPS**

Write us for particulars and prices

Superior Mfg. Co., Ltd.
93 Church St., Toronto

BAUGHMAN'S
BUYER AND SELLER

*Special Price, $1.00*

Canada Lumberman - Toronto

**Hardwood Flooring**
The Celebrated Diamond Brand
End Matched, Bored, Polished and Bundled

Manufactured by
SIEMON BROS., LTD.
For prices write
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Good Grades — Right Prices — Prompt Shipments

Canadian Hardwood. National Grading Rules

**Birch**
**Basswood**
**Maple**
**Elm**
**Beech**

***All Thicknesses***

Also full line in

**White, Red**

and

**Jack Pine**

***All grades and sizes.***

***Get in touch with us for prices***

**C. G. Anderson Lumber Company, Limited**

Manufacturers and Strictly Wholesale Dealers in Lumber

206 Manning Chambers
Toronto

WE Buy, Sell and deal in all kinds of Lumber and Timber in Canada and United States: Spruce, White Pine, White and Basswood, Ash, Cedar, Douglas Fir, Beech, Birch, Walnut, Cherry, Chestnut, Cottonwood, Hemlock, Maple, Norway Pine, Short and Long Leaf Yellow Pine, Oak, Redwood, Birch, Maple and Oak Floorings, Pulpwood Ties, and Cedar Poles.

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QUEBEC

**The Canada Wood Specialty Co., Limited**

Manufacturers:

Lumber, Hardwood Flooring, Handles, Poles, Bed Frame Stock, Cheese Box Hoops, Heading, Baskets, Etc.

Write, Telegraph or Telephone your orders

Orillia, Ont.

**R. LAIDLAW LUMBER CO.**
LIMITED

Toronto
Sarnia
Buffalo

**The Rimouski Industrial Co., Ltd.**
(La Cie Industrielle de Rimouski, Ltee.)

Dressing of wood in transit on the Intercolonial Railway.

SPECIALTIES

Sawed Hemlock
Red Cedar Shingles
White Pine Lath
Bass and Poplar Siding

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Pine and Hardwood

**Lumber**

Lath and Shingles

North Tonawanda, N.Y.

**James W. Sewall**

TIMBER Estimates, Topographic and Boundary Surveys, Planting, Logging Maps, Portable Mill Operations.

Technical Training Thoroughness Experience

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OLD TOWN, MAINE

**HOBART & CO.**
CHOICE
***Southern Hardwoods***
*Cypress, Kiln Dried North Carolina Pine*
Send Us Your Inquiries
53 State St., BOSTON, MASS.
Yard at Prison Point
Cable Address "Hobco Boston."

**The Penetanguishene Planing Mill Sash and Door Factory**
Planing of all kinds done by carload. Railroad Switch in connection with mill. All classes of building material, lime and cement for sale.
ALPHONSE TESSIER, Builder & Contractor
PENETANGUISHENE, ONTARIO

**Do you know the worth of your Timber Lands?**
My methods of cruising, based on 24 years' experience, will prove as valuable to you as they have to many large Banking and Bond Houses, Railroads, Corporations, and private Investors in the United States and Canada,
Whether you want to buy, bond or sell I can be of service to you.
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**Timberland Reports!**
of any kind—
in any region—
at any time—
at reasonable prices.
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We Invite correspondence
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*Consulting Forest Engineers*
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Pittsburgh, 900 Arrott Bldg.

**"Well Bought is Half Sold"**

***We Offer the Following Special Lines—***
***For Quick Sale***

| | | |
|---|---|---|
| 2 Cars | 4 x 4 | to 6 x 6 Sound Cedar Squares |
| 100,000 Ft. | 5/4 | 1st and 2nd Basswood |
| 2,500 " | 8/4 | " " " |
| 2,500 " | 16/4 | " " " |
| 12,000 " | 8/4 | 1st and 2nd Soft Elm |
| 17,000 " | 4/4 | No. 1 C. & B. Soft Elm |
| 22,000 " | 8/4 | No. 1 C. & B. Soft Elm |
| 50,000 " | 4/4 | No. 2 C. & B. Birch |
| 13,000 " | 3 x 8 to 16"—10 to 16 ft. | 1st and 2nd White Ash |
| 13,000 " | 2 x 6 and up—10 to 16 ft. | No. 1 C. & B. White Ash |

**Hardwoods Thoroughly Dry**
**Your Inquiries Will Have Prompt Attention**

**Graves, Bigwood & Co.**

MANUFACTURERS OF

**Pine and Hemlock Lumber**

1026-32 Traders Bank Bldg, **Toronto, Ont.**

Mills: Byng Inlet, Ont.

We are Buyers of
**Hardwood Lumber**
Pine and Spruce
Veneers (3 or more ply) Handles (all descriptions)
**Staves Hoops Headings**
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A1 and A B C Codes used

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Cable Address: Farnworth, Liverpool
WOOD BROKERS and MEASURERS
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For Sale by Owners
B. C. Timber Lands
Located on three New Railroads { G. T. P. C. N. R. P. G. E.
E. THOMAS
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***Quick Shipments***
Gulf Cypress
N. Carolina Pine
Long Leaf
Timber
From our wharves in Portland, Maine
**Wilson Lumber Co.**
Portland, Me.

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OTTAWA WHOLESALE CANADA

OAK FIR WHITE PINE

**Specialty --- Dimension Timber**

HEMLOCK YELLOW PINE NORWAY PINE

Lumber
Lath
Shingles

EASTERN AGENTS
NORTH PACIFIC LUMBER CO., Limited
MILLS AT - - BARNET, B.C.

TIES
POLES
POSTS

ESTABLISHED 1855

**THE McGIBBON LUMBER CO.**
OF PENETANGUISHENE

Manufacturers of and Dealers in

**Lumber, Lath, Shingles, Etc.**

HEMLOCK BILLSTUFF a Specialty of which we have the Best Assortment on Georgian Bay.

Don't wait to write. Phone us your requirements.

All stock sized or matched if required.

**Our Yards are Unequalled for Drying Lumber**

**To the Owner of Timber Lands**

Far sighted owners of timber lands should take advantage of the times incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. This is certain to come at no distant day. Therefore cultivate a closer acquaintance with your holdings, and the best method of marketing them. Let us prepare the way for you. Remember, we not only report on the property, but assist in marketing the bond issue when necessary. Send for our booklet.

**L. E. Campbell Lumber Company**
Cruising and Engineering Department
2234 Dime Bank Bldg. - - DETROIT, MICH.

**California White Pine**
**California Sugar Pine**
**and Arizona Soft Pine**

Best Stock for Factory and Pattern Lumber

Ask **LOUIS WUICHET**
Room 716 Railway Exchange, CHICAGO, ILLINOIS

**T. H. Garrett Lumber Co.**

Manufacturers of . . . . . **YELLOW PINE LUMBER**

*Mills:—*
Selma, La.
Jena, La.
Melton, La.
Waukegan, Tex.
Buena Vista, Ark.

Long Leaf Timbers,
Short Leaf Finish
and
Railroad Material

Send your inquiries and orders to:—
*General Sales Office*
Suite, 1220 Chemical Building, ST. LOUIS, Mo.

F. N. WALDIE, President. R. S. WALDIE, Vice-President. W. E. HARPER, Secretary.

**The Victoria Harbor Lumber Co., Ltd.**

Manufacturers of

**Lumber, Lath and Shingles**

Mills at Victoria Harbor, Ont.

HEAD OFFICE,
12-14 Wellington Street East, TORONTO, ONT.

# TORONTO

## White Pine from Bisco

Get our prices on White and Red Pine. We have all sizes at Bisco and can make prompt shipments. We also have Norway at Tomiko, 1913 cut, grade right, prices right.

**Leak & Company, Limited**
18 Aberdeen Chambers, TORONTO

## JOHN DONOGH & CO.

Wholesale Dealers

**HEMLOCK**
**SPRUCE**

*Dry stock in all sizes.* *Quick shipments.*

1205 TRADERS BANK BUILDING, TORONTO

## FRANK H. HARRIS LUMBER CO., LIMITED

32 Church Street, - TORONTO, ONT.

**Yellow Pine and B.C. Shingles always in transit**

*Selling Agents for*

**MEMPHIS VENEER & LUMBER CO.**
Manufacturers
**Honduras Mahogany and Sawn Veneers**
MEMPHIS, - TENN.

**JAMES E. STARK LUMBER CO.**
Manufacturers
**Oak, Ash, Poplar and Cypress**
MEMPHIS, - TENN.

## To the Manufacturing Trade

When wanting lumber in car lots of various kinds and thicknesses. Send us list of your needs. We will be glad to make you quotations on Birch, Basswood, Black Ash, Soft Elm, Pine and Spruce. Mixed car loads our specialty.

**Piling**— Orders for Spruce Piles 30 to 60 feet long filled on short notice.

**Oliver Lumber Co. of Toronto, Ltd.**
540 Confederation Life Building, Toronto

## PILING

**Our Specialty**

We always have on hand a full line of Spruce and Tamarac Piles, 25 to 50 feet in length.

**We offer for immediate shipment**
Dry Spruce—2 x 4, 2 x 6 and 2 x 8.

**ARTHUR N. DUDLEY**
Lumber, Lath and Shingles
109 Stair Building Toronto Phone M 6368

## FOR SALE—1913 CUT

| | | |
|---|---|---|
| 36,000 ft. 1 x 4, 6/11' | Com. & Drsg. | White Pine |
| 50,000 ft. 1 x 4, 12/16' | Box & Com. | White Pine |
| 120,000 ft. 1 x 4/7, 10/16' | M. R. | Red Pine |
| 8,000 ft. 2 x 5, 10/16' | M. R. | Red Pine |
| 6,000 ft. 2 x 7, 10/16' | M. R. | Red Pine |
| 12,000 ft. 5/4 x 4 & up, 10/16' | M. R. | Red Pine |
| 14,000 ft. 6/4 x 4 & up, 10/16' | M. R. | Red Pine |
| 50,000 ft. 1 x 10/12, 10/16' | M. C. | White Pine |

WE WILL MAKE PRICE TO MOVE THIS STOCK.

**The Elgie & Jarvis Lumber Company, Limited**
18 Toronto Street Tel. M. 5584 TORONTO, ONT.

## We Have for Immediate Shipment:—

| | |
|---|---|
| 300,000 1" No. 1 C. & B. Birch | 50,000 2" No. 1 C. & B. Birch |
| 60,000 2" No. 1 C. & B. Maple | 20,000 1" No. 1 C. & B. Maple |
| 60,000 2" No. 1 C. & B. Elm | 150,000 1" No. 1 C. & B. Elm |
| 100,000 1" Cull Elm | |

This stock was cut early, is dry, and was taken from an exceptionally good run of logs. We are quoting attractive prices on this lumber for prompt shipment.

**SPEARS & LAUDER** Manufacturers & Wholesale Dealers
501 Kent Bldg., TORONTO

# Austin & Nicholson

Chapleau, Ontario

## Rough and Dressed Lumber and Lath

We specialize on cutting to order all sizes of

**Dimension Timber**

also on

**Dressing**

in car or mixed lots 1″, 2″ and 3″ to customer's specifications.

***Write us for particulars***

We handle

## Everything in Lumber

***Write or wire for prices and stock lists.***

**The McLennan Lumber Co.**
Limited

21 Dorchester St. W. Montreal, Que.

We invite correspondence re

***"Dalhousie" Brand***
***N. B. Cedar Shingles*** *of all grades*

Special Prices for shipment to
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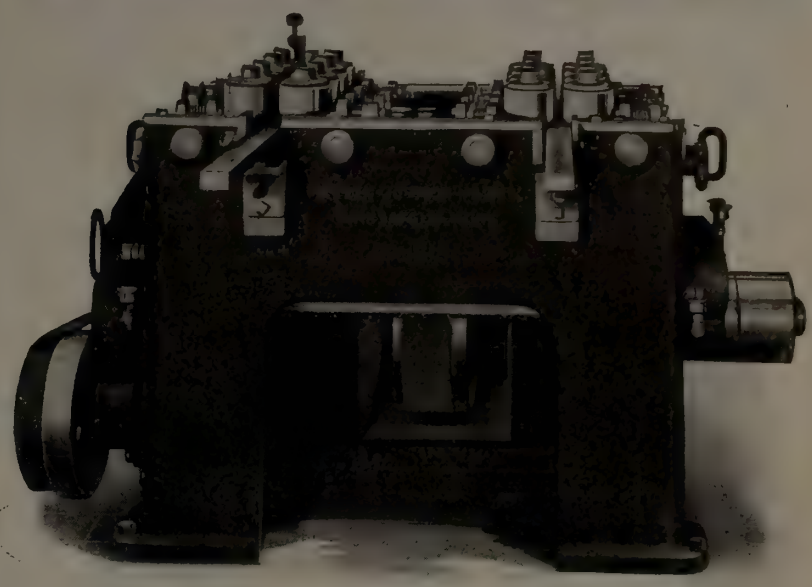

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7/4 1s and 2s Plain, 7 cars.
8/4 1s and 2s Plain, 7 cars.
5/4 No. 1 Common, 3 cars.
6/4 No. 1 Common, 3 cars.
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We can Dress, Match and Resaw.

*"We aim to serve you with the best"* Order this way and save money.

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***What it Contains:***

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High pressure Steam Rods
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**White Pine**
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A SET OF FINISHED ARKANSAS SOFT PINE PANELS WILL AID YOU TO EDUCATE BUILDERS OF YOUR COMMUNITY TO APPRECIATE THE MERITS AND BEAUTIES OF STANDARD SOFTWOOD TRIM.

From his varied stock of Arkansas Soft Pine the dealer can show his customers how it looks "in the white."

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Used in conjunction with a pulp wood plant the Moreau Barking Machine will show surprising results. A valuable feature of this outfit is that it is readily portable to any point in the woods—at the railway siding or wherever shipping facilities are offered. Its own weight is sufficient to hold it in place when in operation.

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1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 3-block right hand steam feed carriage fitted with steam set works, made by Wm. Hamilton, Peterboro, with 10-in. steam feed cylinder.

1 Double cylinder steam nigger, right hand.

1 Log Loader for right hand mill.

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 10 in. Double-cylinder steam feed carriage, left hand, for cutting 24-ft. logs.

1 left-hand steam nigger.

1 Log loader.

1 Endless chain jack ladder with two kickers complete for right and left hand mills.

2 Roger Gang Edgers for 8-in. cants and lumber.

1 Waterous double edger, 6 saws.

2 2-saw trimmers.

1 20-ft. Slash table.

1 16-ft. Revolving Slash Table.

1 Horizontal Slab Resaw with 5-ft. wheels, made by Diamond Iron Works.

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2 Lath Trimming Saws.

## FILING ROOM

1 Automatic Filing Machine for 12-in. D.C. band saws.

1 Automatic Grinding Machine for 8-in. S.C. band saws.

1 Automatic Machine for circular saws.

1 Hand Machine for cut-off saws.

1 Lap Grinder.

1 Set Band Saw Rollers and levelling blocks, with necessary swedges, a number of second-hand band, gang, edger and slash table saws.

## POWER PLANT

2 Double Duplex, high pressure Water Pumps.

5 60-in. x 16-ft. Return Tubular Boilers, allowed 125 lbs. steam.

2 125 h.p. Water Wheels.

1 Upright Engine for sawdust conveyor.

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1 Edger for ripping dry lumber, installed.

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There is also a large quantity of shafting, pulleys, hangers, belting, tram cars and turn-tables, particulars of which may be had on application.

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The

## Parry Sound Lumber Co.

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In places that are wet or damp use

# Lanco Balata Belting

These belts can be made endless if required at our warehouses.

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WE GUARANTEE THE GOODS.

We stand back of every belt we sell providing we are supplied with the details of the drive at the time of purchase.

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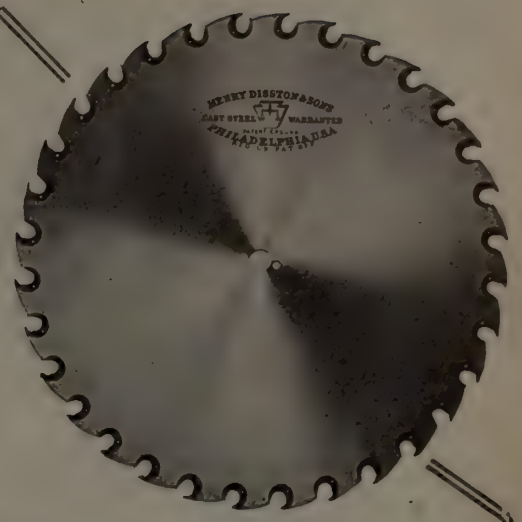


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The large throat-room secured in the Disston design insures easy running. Choking down is practically impossible even under the heaviest feeds—insuring the greatest possible output per horse-power applied.

The extra large chambering capacity in the Disston chisel tooth saws in connection with perfect side-clearance, highest grade material and workmanship adapts these saws to the manufacture of lumber from the log in any class of wood.

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# ONTARIO
## Canada's Banner Province

Ontario's timber production last year valued at $26,774,937 or 40% of Canada's total output.

| | |
|---|---|
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| Pulpwood, | 246,282 cords. |
| Railway Ties, | 5,704,459. |

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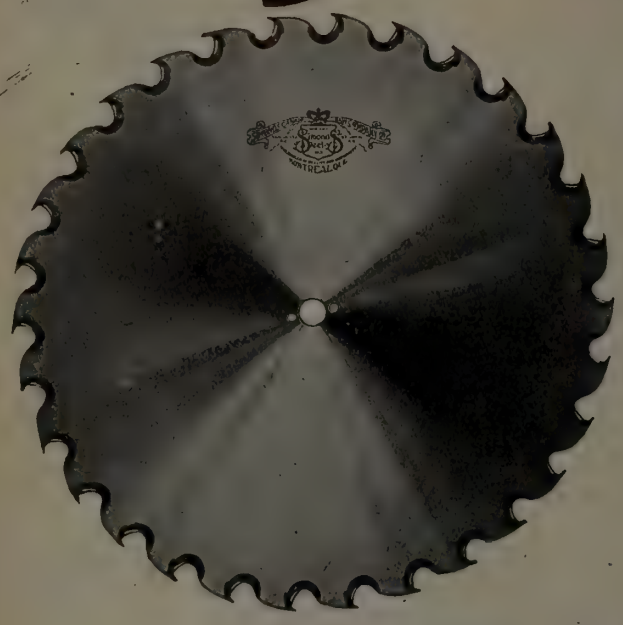

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## SIMONDS CANADA SAW CO., LIMITED

VANCOUVER, B.C. MONTREAL, ST. JOHN, N. B.



# A Boon to Lumbermen
# Payette's Famous Patent Mill Dogs
## 650 Sets already sold

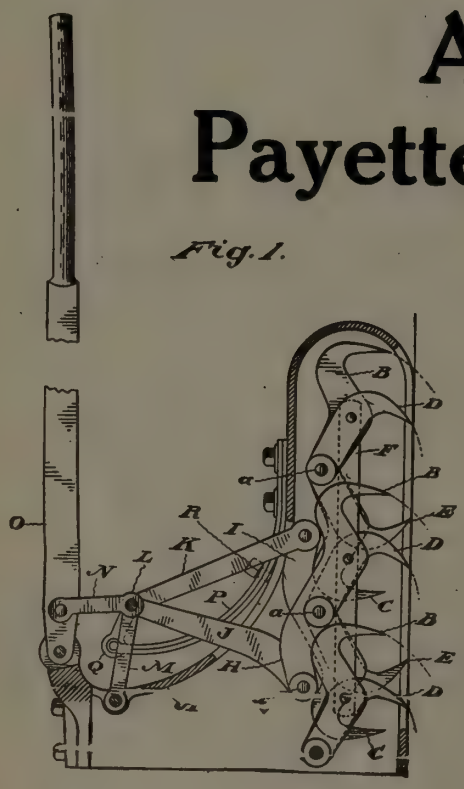

*Fig. 1.*

BECAUSE

(1) They will dog with perfect ease and safety in any class of timber.
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(4) They do not tear the board or stock.
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**Engineers and Machinists**

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Canada Lumberman & Wood Worker

Issued on the 1st and 15th of every month by

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"The Canada Lumberman and Woodworker" is published in the interest of, and reaches regularly, persons engaged in the lumber, woodworking and allied industries in every part of Canada. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

Authorized by the Postmaster General for Canada, for transmission as second class matter.

Entered as second class matter July 18th, 1914, at the Postoffice at Buffalo, N.Y., under the Act of Congress of March 3, 1879.

Vol. 35 Toronto, January 15, 1915 No. 2

# Profit is the Life Blood of Trade

Contradictory as it may appear on first consideration, there is a great deal of wisdom in the advice given recently to the lumber trade by a prominent British Columbia lumberman, who, in the course of a few remarks upon the present trade situation in the west said, "the way to sell lumber is not to try to sell it at all." The almost frantic efforts, among manufacturers who have over-produced, to sell their stocks even at a loss, has caused a great deal of the trouble which has come to the trade of late years. We do not intend to enlarge to any great extent upon this point, but to use it as a peg upon which to hang another idea, namely, that the effort of the salesman should be, not to sell his lumber, but to find out what his customer wants and give it to him. There are two broad principles in connection with the business of selling lumber. One is the principle that the purpose of having a customer is to sell something to him. The other is the principle that a customer exists in order to have his requirements filled. Whichever way one may look at it the matter resolves itself of course into the selling of lumber, but the predominant idea in the mind of the salesman, as well as in the mind of the purchaser, should be a consideration of the fitness of the stock under discussion for filling the particular requiremetns of the moment. When you come to think of it, in the making of a deal for the purchase of a quantity of lumber, how often is it not the case that the salesman is devoting his thought and energy to the consideration of prices, while the purchaser is thinking both about price and quality?

We would like to add therefore, to the above piece of advice, and also to alter it slightly so as to read in the following manner:—"Stop trying to move your stocks of lumber and commence trying to see how many consumers you can help to find the exact stock which they require." There is the whole matter, we believe, in a nutshell, and we have the concurrence of several successful lumbermen in our belief. If you have once got hold of this idea of giving quality, or service, or satisfaction, or whatever you like to call it to your customers, its influence will make itself felt in connection with everything else you do. It will not be long either, before it will make your business much more like a pleasure than it used to be and will go a considerable distance towards removing some of the general depression of the lumber business.

For the sake of enquiry, simply follow the idea through the lumber industry. Consider the effect this policy will have on one salesman and his work. Multiply this many times until the effect becomes noticeable upon the whole trade. Soon the manufacturing end of the business will be affected. Imagine, if you can, a whole manufacturing district devoting itself to these principles. Will it not soon come about that the manufacturers will understand far more clearly the requirements of the market and be able to regulate their operations more in accordance with the demands? Will not the selling costs be reduced and the manufacturer be able to make a profit on much of the stock which to-day is sold at a loss. We believe these are simple truths, yet though they are simple, the appliction of the remedy is something which few men think they can put into effect. The time is at hand however, when some steps of this sort are necessary and urgent. We cannot lift ourselves by our boot straps, no matter how strong we may be. A great lumber manufacturing concern cannot keep in business indefinitely no matter how large its resources may be, unless its life blood, the profit from each individual sale, is maintained at a sufficient level to pay all expenses, dividends, and some profits.

Making lumber and selling it must be reduced to a simpler proposition than it has been in many parts of Canada for some years past. It must become a matter of restricting production, maintaining price and acting in a reasonable spirit of co-operation so as to enable everyone to do business safely. The way things have been going in many quarters has resulted in a struggle for the survival of the fitttest. Too much attention has been given to the selling business and not enough to the giving and securing of value. "Turn-over" has been the great God of the lumber business instead of profit, and profit depends upon service. This applies to western Canada more than to the east, yet some manufacturers and salesmen in the east cannot afford to point the finger of criticisms at their fellows. We have heard a great deal about the effect of the war, the competition of substitutes, the inroads of yellow pine and other evils which have beset the trade in Canada for some years. They have all had their places of importance, but when it comes down to a matter of self examination, how many lumber manufacturers and salesmen, either in the east or in the west, can say with a clear conscience that their influence has been all in the direction of improving the tone of the lumber trade, helping it to feel some respect for itself, in short trying to give value whether business was won or lost. These remarks are not cynical. We know as well as anyone else that there are a lot of good men in the lumber business in the east and in the west, who can hold up their hands in this manner and say that they have been on the right side and have fought hard to get others to join them, but still the old story is heard in many quarters that there are too many men who are ignoring these plain business principles and too many men who do not know enough about the selling business to understand these principles, who are therefore injuring themselves, their employers, their customers and the trade in general.

Is there any remedy anywhere for this state of affairs? Is it possible to bring the members of the lumber trade to such an appreciation of these principles as will induce them to put them into general practice? We see only one practical remedy, namely, co-operation. We would like to see a far greater development of the association spirit in Canada than there has been in the past. There should not be so much individual standing aside from association work as there is in Canada to-day. In the United States the tendency is all in the other direction and great benefits are resulting. There may be something in the Canadian character which makes a Canadian naturally averse to the association idea, or it may be that Canadians have not as yet appreciated the results which have been secured across the border. Whatever the reason may be, there is not, in Canada to-day, anything like the co-operation that there is in the United States. It would be a good thing for the lumber industry in Canada if the asso-

ciation idea could be developed far more extensively. It would reduce many of the ill effects of such periods of depression as the present. The great basic idea of the association movement is co-operation of many individuals with a view to giving better service to the public. This principle should be worked out more extensively in Canada. Unquestionably it will be developed in the course of time. We would like to see it developed as rapidly as possible. It will lead to better trade conditions all around and will be an important factor in the prevention of over-production, profitless selling, and the liquidation of enterprises which might have been run successfully.

# Lumber Exports Increased—Imports Decreased

For the six months ending with September, 1914, Canada's imports of wood and manufactures of wood, free of duty, were valued at $6.800,117, against $9,778,589 in the corresponding period of 1913, and $10,520,429 in the corresponding period of 1912. The dutiable imports under the same heading were as follows: 1914, $3,189,548; 1913, $4,571,324; 1912, $4,376,826. Some of the important divisions of these imports were as follows: pitch pine, 1914, $1,194,957; 1913, $1,809,840; 1912, $1,234,578; planks and boards, free of duty, from the United States, 1914, $1,787,426; 1913, $2,753,330; 1912, $3,261,030; oak lumber and timber, free of duty, 1914, $971,896; 1913, $1,486,015; 1912, $1,651,697. The total imports of lumber and timber free of duty, from the United States were valued as follows: 1914, $5,022,391; 1913, $7,210 263; 1912, $7,916, 947. Imports of fence posts and railway ties. free of duty, were valued as follows: 1914, $895,057; 1913, $1,365,526; 1912, $1,147,205.

Canada's total exports of wood and manufactures of wood, the produce of Canada, for the six months ending with September were valued as follows:—1914, $28,470,198; 1913, $27,592,444; 1912, $26,-825,549. Of the above the exports to United States were valued as follows:—1914, $21,124,490; 1913, $18,318,333; 1912, $18,158,986.

Among the divisions under the heading of wood and manufactures of wood were the following:—

Pine deals to the United Kingdom:—1914, $760,123; 1913, $737,-301; 1912, $929,234;

Spruce deals to the United Kingdom:—1914, $2,871,285; 1913, $3,749,443; 1912, $2,671,031.

Spruce deals to the United States:—1914, $441,785; 1913, $344,-046.; 1912, $499,714.

Laths to the United States:—1914, $1,106,025; 1913, $919,188; 1912, $928,071.

Planks and boards to the United States:—1914, $9,093,527; 1913, $8,201,722; 1912, $8,650,347; Planks and boards to the United Kingdom:—1914, $949,873; 1913, $1,272,095; 1912, $1,051,030.

Scantling to all countries:—1914, $842,371; 1913, $826,694.

Shingles to the United States:—1914, $1,582,015; 1913, $690,968; 1912, $756,195.

Total lumber exports to the United States:—1914, $12,944.467; 1913, $10,933,142; 1912, $11,690,936.

Total lumber exports to the United Kingdom:—1914, $5,136,301; 1913, $6,361,632; 1912, $5,158,187.

Total exports of Canadian timber to the United Kingdom:—1914, $326,989; 1913, $177,449; 1912, $883,814.

Pulpwood to the United States:—1914, $3,639,228; 1913, $4,415,-186; 1912, $3,626,306.

Wood pulp to the United States:—1914, $3,437,580; 1913, $1,976,-240; 1912, $2,037,552.

Wood pulp to the United Kingdom:—1914, $606,652; 1913, $507,-108; 1912, $568,559.

# An Important Utterance Regarding the Lumber Industry

For the lumbermen of British Columbia in a particular sense, and for the lumbermen in all parts of Canada in a more general sense, the address recently delivered by Mr. H. R. MacMillan, chief forester for British Columbia, before the Western Forestry & Conservation Association (which is published elsewhere in this issue) is one of the most important and interesting utterances that have been made in many years. In the first place, the importance of Mr. MacMillan's review of the situation of the lumber industry in the west is due to the fact that it presents the opinions and the conclusions of a man who represents the government of British Columbia. His remarks in regard to the regulation of the price of lumber and other cognate matters must be given their full importance, indicating as they do that the government of British Columbia realizes that in some direction tending towards the regulation of prices so as to prevent the widespread sale of lumber at a loss, the future salvation of the lumber business on the western coast must be found. With Mr. MacMillan's views upon this point in mind it is natural to feel that the lumbermen of British Columbia will, so soon as they find ways of putting their business on a better basis, come to the conclusion that they have no cause to fear that the government will interfere with them in any reasonable efforts to provide that in future the price of lumber shall never go down to a figure which makes it impossible to carry on business without loss. Of course any such course as this would require not only the assistance of the lumbermen of British Columbia, but practically those of the whole Pacific Coast. The interesting point however, is that the importance of this fact has been brought home by a high government official both to the lumbermen of British Columbia and those of the Pacific Coast States.

So many circumstances have contributed towards bringing the industry in the west to its present depth of depression that the price situation is in reality only the concrete indication of the net result of all these factors in combination. The key to the whole situation apparently is the over-production or rather the capacity for over-production of the Pacific Coast mills. Mr. MacMillan's address outlines the factors which have led to this situation, going into details in connection with a number of them, in a manner which has never been attempted before. He speaks with the authority of a man who has made these matters his life study and has exceptional opportunities, on account of his position at the head of the forestry service of the province, to study the evils and the remedies which they necessitate. His address is characterized to a most important extent by a realization of the fact that the government is the partner of the lumberman. When lumber is being sold at a price lower than the cost even of the logs from which it is manufactured, the government is losing money as well as the manufacturer.

Second to the importance of the address from the above points of view, its importance comes also from the fact that it lays before the people of the west a very plain proof that upon the lumber industry depends to a great extent the welfare of the people themselves. At prsent "the whole public suffers with the lumber industry. It is a public necessity that the industry be put upon a more profitable basis." To put the matter in a nutshell from the point of view of profit, "the low price of forest products is brought about by unrestrained competition between producers of these products, by the existence of a manufacturing capacity far in excess of the market demands, by a competition between lumber and substitutes, by high transportation charges, and by an important selling organization. There is sawmill capacity in the Pacific northwest capable of manufacturing 15,000,000,000 feet of lumber annually. The natural market demands never exceed 10,-000,000,000 feet annually. One-third of the sawmills must stand idle all the time. Lumber prices are kept low by the bitter fight maintained by mill owners to keep their mills in the operating column." If these remarks had been made by a manufacturing lumberman who had been through the troubles of the last few years and knew from bitter experience the truth of what he was sayong, they could not have been put more forcibly or clearly. Coming from the chief forester of British

Columbia, they must carry added conviction for they mean that the state of the industry has become so widely known and a matter of such vital importance to everyone in the west that the government is now fully cognisant of it and of its meaning. It is too late now to ask why all these mills were built. They are there as a result of over-confidence, over-speculation, and on account to a great extent of the cost of carrying timber. "Investments in standing timber produce no annual income." To meet the increasing tax rates, interest charges, cost of fire protection, etc., there must be continual investment of further capital. Timber must be turned into cash even at a loss; so, many mills have been built which cannot be run profitably.

We have tried to indicate here a few of the chief points in the admirable address presented by Mr. MacMillan. The address is one which will not only repay reading by the lumbermen of Western Canada, or even of Eastern Canada, but must also prove of interest even to those who may not be closely concerned in the facts which it sets forth. We have tried in these columns from time to time to set forth some of the same facts. They are facts which must be repeated over and over again before the public will appreciate them fully, and learn to act upon them. We believe however, that as a result of their having been so clearly put forward by the Chief Forester of British Columbia, lumber manufacturers and the public will realize their importance more definitely and more quickly. Mr. MacMillan's statement of the case has probably brought nearer to us, by many months, the time when something will be achieved, of a definite and important nature, in the direction of putting the industry on which British Columbia depends so largely for its welfare upon a permanently profitable basis.

# Campaign Against Substitutes a Vital Issue

While we have said a great deal lately in these columns about the campaign of the manufacturers of substitute materials against the use of lumber, and about the efforts which are being made by lumber manufacturers both in Canada and the United States to meet this situation, we have not been fortunate enough to present so strong and convincing a statement of many of the aspects of the situation as was given lately by the Chief Forester for British Columbia in an address before the Western Forestry & Conservation Association. His reference to the competition of substitutes was by way of giving one of many reasons for the low price of lumber which has prevailed for so long a time in Western Canada. Outlining the development of the present situation he called attention to the fact that, as timber becomes scarcer, lumber prices and stumpage prices should increase. "So argued the lumbermen who had seen it happen in other districts. These lumbermen did not foresee that competition between many manufacturers would keep the lumber prices down. They did not take sufficiently into account two other very important factors, transportation costs and substitutes. . . . . There is but little hope of getting freight rates reduced, therefore we must concentrate our energies eleswhere and prepare to hang on until Eastern timber is approaching exhaustion, when lumber prices in our chief markets may be expected to increase.

"We shall then as now have to fight the lumber substitute. Substitutes have undoubtedly decreased the consumption of lumber for building operations. Only twenty years ago 95 per cent. of our building materials were made from forest products; now the forest supplies only 65 per cent. Substitutes have gained alarmingly on the lumbermen in the past decade. Commercial reviews show that there was an increase in building operations in North America during the years 1909 to 1912, yet the consumption of lumber per capita decreased one-seventh in this period. No such decrease has ever been suffered by the promoters of substitutes; while lumber use has been going down, substitute exploitation has been going up. From 1899 to 1912 the consumption of cement increased 240 per cent. From 1909 to 1912, while lumber decreased fifteen per cent., cement consumption increased thirty per cent. The use of other substitute products increased in like degree; steel bars for reinforcing increased 72 per cent. from 1909 to 1912; substitute roofings and sheetings increased 200 per cent. from 1899 to 1909.

"The most important factors in the increasing use of substitutes for timber are advertising, education and salesmanship. The substitute, be it tin shingle, metal siding or cement, is advertised constantly before the eyes of everyone. It is specified by architects and engineers who are educated as to its qualities but who have received no education in the qualities and use of woods. It is sold by clever selling campaigns aimed directly at and reaching the consumer. The proprietors of substitutes for lumber sell their products. The lumber manufacturer waits for someone to buy his.

"The public is now responding to the well planned and aggressive educational campaign upon which the proprietors of wood substitutes have expended $3,000,000 per year. If even you lumbermen will give a moment's thought you will recall that you have been educated to cement foundations, cement sidewalks and roadways, rubber or metal roofing, metal interior trim, metal furniture. You will admit that the substitute people have reached out, seized upon your distributing agent, the retail lumberman, and have within five years under your very noses, in very many cases, made of him a more aggressive distributing agent for substitute products than he ever was for lumber. Nearly a third of the retail lumberman's houses are now in lumber substitutes.

"You must admit that the manufacturer of substitutes has judged the problem aright. He has not been afraid to employ high priced engineers to study the possibilities of the market, to produce the product that would sell to the best advantage, or to employ high priced salesmen who have organized, as you must admit, selling organizations which hypnotize the purchaser and produce in him the desire for Somebody's roofing, So and So's shingles, and which at the same time by pointing the road to profit inspire the retailer with an energy and ambition for handling these products. This successful campaign is financed on $3,000,000 a year for the continent, only a fraction of the sum the lumber industry of the Northwest has lost in 1914."

After a further consideration of several other factors in the maintenance of a low price level for lumber the Chief Forester for British Columbia said:—"The success of this programme depends upon being able to donate to constructive salesmanship the energy which, in the lumber industry, is now donated to price-cutting competition, destructive salesmanship. The lumberman's competitors would not be able to carry on this successful selling organization if they were not allowed to fix their prices at a profitable level and devote a proportion of their receipts to market extension. Lumbermen cannot maintain their industry in successful competition if they are not permitted to adopt the methods of their competitors."

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A report from Kansas City, Mo., states that a local firm has secured a contract to furnish 5,000,000 feet of timber to be shipped to England. The lumber will consist chiefly of ties and mine timbers. The timber, it is said will be shipped to Port Arthur, Texas, for transportation to England.

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Monteith Bros., Rosseau, Ont., report having recently completed the sale of 2,000,000 feet of peeled hemlock logs at a very satisfactory price. Referring to the market for railroad ties they report that many operators who took out ties during the past year now find that the railways do not want to buy them. In some cases, where railways had given orders for ties, they are now doing their best to persuade the operators to allow the orders to be cancelled.

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Mr. J. P. Dupuis, of the lumber and sash and door firm of J. P. Dupuis, Limited, Verdun, P.Q., is a candidate for the Mayoralty of the town of Verdun. Mr. Dupuis was at one time in the employ of the Tobin Manufacturing Company, Bromptonville, P.Q., and of the Montreal Box Company. About six years ago he purchased the business of ex-Ald. Marchand and the Verdun Lumber Company, which subsequently became J. P. Dupuis, Limited. He is also president of Dupuis & Poirier, Incorporated, lumber merchants, Cote St. Paul.

## Government Inspection of B.C. Lumber Cargoes—A Criticism

Editor Canada Lumberman: Vancouver, B.C.

Our attention has been called to an article published recently under the name of Henry Pearce, and, as a false impression may be made in the public mind, I desire to state the views of our company which I might say are those of other lumber exporters. I refer particularly to the matter of government inspection advocated by Mr. Pearce.

In the first place, if there were no system of inspection in force to-day, Mr. Pearce's suggestion would be open to many obvious objections, which it is unnecessary to point out on account of the fact that a very satisfactory system does exist. The Pacific Coast Inspection Bureau, which is well established and known throughout the lumber world as thoroughly reliable, and both buyer and seller accept the Bureau's certificates without any question. A British Columbia Government Inspection Bureau could only be established in competition with the existing system, and the dissatisfaction and confusion that would arise in the trade can readily be imagined.

Mr. Pearce's statements regarding bankers saying they could handle the finance better, and that shipowners say they could quote freights better, are absolutely contradicted by the experience of the resent exporting mills.. No valid compalints have been made regarding the fairness of the certificates of the P. C. I. Bureau. It is true that some B. C. mills have shipped lumber of a better grade than the order called for, but that is not the fault of the Bureau. The subsequent complaint of the buyer, on receipt of a second cargo strictly up to grade ordered, but not as good as previous shipments, is the only complaint that we have heard regarding the P. C. I. Bureau, but, in view of the above explanations, such a complaint should never have fairly been made.

Mr. Pearce's appeal to "Little Britishers" may reach some of his readers, but it does not affect the opinions of the men actually engaged in the export trade. On the contrary, the other idea, is also British, namely, utilize anything, anywhere, regardless of nationality, that fills the bill—our own if possible, otherwise that which our neighbor has developed.

British Columbia cannot hope, or expect for many years to wrest from the Northwestern United States the premier position they enjoy in the lumber export trade. Our lumber is the same and we serve the same markets, and until their cut declines and ours expands, to figures notably different from present figures, our export trade will have to follow the grading rules and price conditions of our competitors.—B. C. Lumberman.

## Birch a Fine Wood for Wagon Gearing

In the Canada Lumberman of January 1st an interesting letter was published, written by one of its readers in the State of Ohio and dealing with the use of birch in connection with the manufacture of dump wagons. It will be recalled that a number of our readers have been carrying on an interesting discussion in regard to the suitability of birch for dump wagon stock, some maintaining that it is an excellent material for this purpose and that United States manufacturers are using it and selling their dump wagons in Canada in competition with dump wagons made in Canada in which the manufacturers use practically no birch, but a great deal of United States oak at a higher price. The writer of the letter in our January 1st issue, in a subsequent letter says:—"I do not think it is necessary for Canadian manufacturers to look for anything better than birch for their gearing, and in fact they are paying big prices for material that is really not so good, when they are buying oak. Of course some oak is as good, or possibly better than birch, but the percentage of that class of oak on the market at the present time is small and, as stated before, all of the oak that is manufactured is cut by operators who felled the timber both winter and summer, and oak timber which is felled in the summer time will always be subject to powder post when the sap gets thoroughly dry.

"I have seen quartered oak tables that no doubt were considered very fine when made, but having a little streak of sap on the edge of the piece, this developed a hole in the middle of the table."

## Trade Enquiries

The Dominion Government Trade and Commerce reports contain the following trade enquiries. Readers of the "Canada Lumberman" may obtain the names of enquirers by writing to the Department of Trade and Commerce and stating the number of the enquiry.

1261. **Wood or other articles.**—A French agent would like to represent Canadian concern of wood or other articles.

1266. **White pine doors.**—A firm in New York desires the names of manufacturers in Canada in a position to export white pine doors.

1267. **Excelsior.**—A firm in Birmingham is open to receive immediately quotations for 600 long tons excelsior, free from turpentine, for packing eggs, prices c.i.f. Liverpool or Alexandria, Egypt, if possible.

1268. **Pulp.**—A Bristol firm wishes to represent Canadian exporters of pulp.

## Sir George Halsey Perley, K.C.M.G.

Among the new Knights created by King George the V., and included in the New Year's honors was Sir George Halsey Perley, K.C.M.G., Acting High Commissioner for Canada. Outside of his political activies, Sir G. H. Perley has been known throughout Canada during his business life as one of the most successful Canadian lumber manufactuerrs, having been the head of the firm of G. H. Perley & Company, lumber manufacturers, Ottawa. A few years ago the manufacturing operations of the Company at Calumet, P.Q., were combined with those of the Riordon Paper Company under the name of the Riordon Pulp & Paper Company, now operating one of the finest mills in the Ottawa Valley, as well as large pulp and paper plants at Hawkesbury and Merriton, Ont.

Sir George Halsey Perley is also vice-president of the Hull Lumber Company and Reed Timber & Lumber Company and was the promoter of the Argenteuil Lumber Company and the Arundel Lumber Company. Among his other business interests, Sir G. H. Perley is a director of the Bank of Ottawa. He has been actively interested in many large financial and philanthropic projects, having been chairman of the two Ottawa Fire Relief Funds, and having taken a special interest in the work of the Canadian Association for the Prevention of Tuberculosis, of which he is vice-president.

Sir G. H. Perley has been known to Canadians probably more of late years as a politician than as a business man. His present position as Acting High Commissioner for Canada in Great Britain is a recognition of his valuable services to Canada. He assumed the duties of this office after the death of Lord Strathcona. He is a member of the Borden Government, being a minister without portfolio. His political career commenced in 1910 when he unsuccessfully contested the riding of Russell for the House of Commons. Since 1904 he has represented Russell in the House of Commons. He was chief whip of the Conservative party until 1911. Sir G. H. Perley was born in Lebanon, N.H., in 1857, and was educated at the Ottawa Grammar School, and St. Paul's School, Concord, N.H., and Harvard University. His family has been associated with the lumber business for many years, his father having been one of the largest operators in the Ottawa Valley. Formerly the firm was known as Perley & Pattee, of which his father was the senior partner.

## Wm. Price Now a Knight Bachelor

Among the Knights Bachelor included in the recent list of New Year's honors was Mr. Wm. Price, of Price Bros. & Company, Limited, of Quebec, P.Q., one of the most successful lumbermen in Eastern Canada. Sir Wm. Price was born in Chili in 1867 and was educated in Canada. He entered the firm of P. Price & Company, lumber merchants, Quebec, in 1886, and on the death of the Hon. E. J. Price in 1899, he became the sole partner. He is also the president of the Jonquiere Pulp & Paper Company and has such far-reaching interests in the lumber industry of Quebec that he is frequently referred to as "The Lumber King of Quebec." In the political field, Sir Wm. Price represented Quebec West in the House of Commons from 1908 to 1911. Among his other activities may be mentioned the fact that he is chairman of the Quebec Harbor Board and that he represented the Minister of Militia as local officer in charge of the Valcartier Camp arrangements which he was largely instrumental in completing in record time. He has been associated with the Militia for many years and raised two companies during the Boer war.

Sir. Wm. Price's work in connection with the Valcartier camp was of the greatest practical assistance and had much to do with the successful raising of the force of 30,000 Canadian soldiers now in camp at Salisbury Plains. Sir Wm. Price's prominence in military circles commenced in 1887 when he was appointed a lieutenant of the 8th Royal Rifles. Subsequently he was gazetted captain. His recognition among the prominent Canadians included in the New Year's honor list will be admitted by his friends in the lumber trade to be an honor justly deserved.

Sir Herbert S. Holt, of Montreal, one of the New Year's Knights, is a director of Price Bros., Limited.

A report from Truro, N. S., states that a boom of logs valued at $15.000 was lost in December as the result of the great storm. The boom was on the Meander River and when it broke the logs were carried into the St. Croix and Avon Rivers and subsequently scattered on the waters of the Minas Basin.

A prominent Montreal wholesale lumber dealer and manufacturer, in a recent report to the Canada Lumberman states that manufacturers of lumber in Eastern Canada are all looking for a good year during 1915, on account of the changed conditions in the demand for Eastern spruce, resulting from the war. He reports also that in discussing prices with manufacturers, practically everyone of them is holding out for a considerable advance.

# One of B. C.'s Busy Shingle Plants

## Port Moody Shingle Company Turning Out Forty Million Pieces Annually and Enjoying a Widespread Demand

The Coast district of British Columbia has a goodly list of shingle mills, with more in prospect. All of them manufacture an excellent article, but undoubtedly in some cases this is due more to the quality of the raw material than to any particular care taken in turning out the product itself. In too many of the smalelr mills the aim appears to be quantity rather than quality, the result being that the shingles turned out are lacking somewhat in the finer points of milling, grading and packing.

This cannot be said of the output of the Port Moody Shingle Company, Limited, one of the industries of the city of Port Moody, at the eastern end of Vancouver's fine harbor—Burrard Inlet. The plant was erected about eight years on the waterfront by J. H. McLean, who, previous to that had operated for about a year a small shingle mill at Cedar Cove, Vancouver, where he demonstrated his ability to manufacture a high-class article and created a demand which followed him to his new location. Three years ago the entire plant was destroyed by fire, but the next day President McLean started a gang of men clearing away the debris, and within a month a larger and better mill was erected and operating with a full force of men.

### Output of Forty Million Shingles

Five machines are installed, the daily cut averaging between 135,000 and 150,000 shingles for the ten-hour run or a yearly total of about 40,000,000 shingles. The Port Moody Shingle Company has a great advantage over many of the Coast mills as it owns and operates its own cedar limits, instead of buying logs or bolts of ordinary quality at the prevailing market price. The firm's limits are located at Capilano and on the North Arm of Burrard Inlet, and furnish a high grade of timber, which is cut into bolts on the ground and towed by steamer to the mill in rafts containing about 100 cords each. Then the bolts are cut by heavy circular saws into blocks of the required length, which drop into conveyors and pass on to the machines in endless procession. From the machines the shingles drop down chutes to the packers, who form them into bundles which are transported on cars to the dry kiln. The period of seasoning depends to some extent on the rush of business and occasionally is modified to suit the wishes of the customer, but the company has found that, when dried for about ten days under moderate heat, the shingles preserve their good qualities much better than when subjected to high temperature for a shorter time in order to make them fit for shipment. The temperature of the Port Moody Shingle Company's kilns is never permitted to exceed 180 degrees.

The motive power to operate the machinery of the plant is supplied by an engine of 80 h.p. capacity, which receives steam from a boiler fitted with Dutch over feed, the fuel used being the sawdust and refuse from the machines. A small engine is also installed to operate the electric light plant. The filing room is in charge of a skilled filer who has every mechanical appliance necessary for keeping the saws in good order.

J. H. McLean, the proprietor and sole owner of the Port Moody Shingle Company, is admitted one of the most experienced shingle manufacturers in the province of British Columbia. He enjoys the esteem of everyone including the fifty or more employees at the plant. Coming to British Columbia some fourteen years ago, Mr. McLean has been engaged in the shingle trade practically all his ilfe. Beginning when but twelve years of age, he worked in a shingle mill in Eastern Canada during his school vacations, receiving the munificent remuneration of 20c per day for his labor. By the time he was sixteen he was operating a saw, and from that day to this he has been actively connected with the shingle trade. Knowing the business from top to bottom, he is competent to supervise any part of the operations.

There is a market for twice the present output of the Port Moody Shingle Company. At the present time much of this output is shipped to New England, the Boston market being the destination of a large part. Large shipments are also sent to Ontario and the Northwest markets.

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## Five Per Cent Freight Advance Granted in United States

By a supplemental report in the eastern rate advance case, the Interstate Commerce Commission of the United States, has granted further increases in rail rates in official classification territory, which, except for limitations as to the commodities on which it is allowed in its order of July 29, advances practically on the basis of the five per cent. originally asked for by the carriers. The advance now allowed applies not only in Central Freight Association territory to which the advances were limited by the former order, and in which they are now increased from three to five per cent. above the old rates, but also in trunk line territory (that part of the official classification territory east of the Buffalo-Pittsburg line) where an increase of five per cent. is granted.

The petition for rehearing in the case was filed September 15 on behalf of 112 roads affected and was based on conditions developed since the original hearing, including later statistics of operating results and the financial difficulties growing out of the war in Europe. These influences received recognition.

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## May Seek Increase of Canadian Freight Rates

Whether any Canadian railroads will seek to raise their freight rates, as a result of the recent decision of the Interstate Commerce Commission of the United States to permit Eastern roads to make an increase of 5 per cent., has not yet been announced. That they are giving the matter attention and considering the wisdom of such a course is indicated by views upon the subject which have recently appeared in the daily press. The freight movement from Canada to the United States in the East, consists to a very large extent of lumber, pulpwood, newsprint paper, wood pulp, similar raw materials and, in some years, hay and live stock. The impression is that the railways will seek to raise these rates by 5 per cent. about the middle of February. When the Canadian railways wish to increase their freight rates they may do so, but they must give 30 days notice to the Dominion Board of Railway Commissioners. During that time, if complaint is made by any shippers, the Board will enquire into the justice or injustice of the increase.

**Plant of the Port Moody Shingle Company, Limited, Port Moody, B. C.**

# Report on Canadian Pit Prop Supplies

## Commissioners Present Their Findings—Encouraging Statements Regarding the Possibility of Opening Up an Extensive Trade With Eastern Provinces

The reports to the Board of Trade of Great Britain upon the supply of pit prop timber, presented by the Commissioners who were recently appointed to enquire into this subject and who made a visit to Canada and Newfoundland in connection therewith has been received by the Canadian Commissioner of Commerce. It contains much material of interest to those who are in a position to furnish such timbers. The general report opens with the following table showing the sources from which pitwood was obtained during 1913:—

| Country | Quantity Loads | Value £ |
|---|---|---|
| Russia | 1,538,714 | 2,415,086 |
| Sweden | 359,988 | 558,095 |
| Norway | 114,777 | 200.932 |
| Germany | 28,926 | 53,550 |
| France | 984,331 | 839,065 |
| Portugal | 315,538 | 278,154 |
| Spain | 103,123 | 90,972 |
| Other foreign countries | 5,931 | 9,212 |
| Total | 3,451,328 | 4,445,066 |

In addition to this it is estimated that 700,000 or 800,000 tons of home timber were utilized, making a total annual cansumption of about 4½ million tons.

The results of this enquiry showed that on the 1st September there were approximately 1,000,000 tons of pit timber in the United Kingdom. Apart, therefore, from the imports which might normally be expected to come into the country, and the home supply which was likely to be forthcoming, there appeared to be a stock actually available which would be sufficient to last at least to the end of the year on the basis of the normal consumption of the mines.

This information, while tending to show that there was no cause for immediate anxiety made it evidently desirable to take steps to encourage additional supplies to meet future requirements.

### Great Britain's Pit Prop Requirements

The imports of props from all sources up to the end of November, since the outbreak of war and comparisons with previous pears, were as follows:—

| Month | 1,000 Loads 1912 | 1913 | 1914 | Percentage of 1914 on the average of 1912 and 1913 |
|---|---|---|---|---|
| August | 426 | 422 | 184 | 43.4 |
| September | 338 | 479 | 193 | 47.2 |
| October | 341 | 421 | 239 | 62.7 |
| November | 222 | 216 | 184 | 84.0 |

It will be seen from the figures that the percentage of imports for 1914 on those of 1912-13 has risen from 43.4 in August to 84 in November. The total imports since the 1st of September, together with the amount of home timber estimated to have been put into the market, are roughly equivalent to the consumption of the mines during the same period, and consequently the stock in the country would appear not to have appreciably diminished.

The general effect of reports received in Canada and Newfoundland shows "that plentiful supplies of suitable timber are available in these countries and could be placed upon the market in Great Britain at a price which, having regard to present conditions, would probably not be regarded as unreasonable."

### Newfoundland a Promising Source of Supply

A detailed report upon the subject contains the following:—

(1) Newfoundland.—Very large areas of suitable timber exist in the island, a considerable proportion being close to the seashore or to the many bays and rivers, and therefore easily transported to the various points where it can be loaded on to steamers. The nature of the coast is such as to provide innumerable inlets where steamers can safely load, although, with the exception of the southern coast, shipping is only practicable from mid-April to mid-December.

The Reid Newfoundland Company's Railway traverses some 500 miles of the country, and passes through a large number of suitable timber areas, thus affording a means of conveying the timber to shipping points.

The suitable timber consists of fir and spruce, the former being a more quickly grown timber than the latter.

Small quantities of pit timber have already been shipped from Newfoundland to England at intervals during the past few years, but no successful establishment of the business has been accomplished. The industry is one which would be new to the inhabitants, and would require organization by those who thoroughly understand it. Labour is available during the winter months, which is the period during which the timber would be cut and transported to shipping points.

Within three miles of the shore over the whole island the timber rights have been reserved by the Government. Ordinarily anyone may cut timber on this three-mile limit for firewood, housebuilding, boat making, and other purposes, but not for export, except in the form of pulp.

By a special Act passed since the outbreak of the war the Government have sanctioned the export of timber free of tax until December, 1915, and possibly this concession might be extended if a pit timber industry is established.

Newfoundland therefore affords a suitable field of operations.

### Large Areas in Nova Scotia

(2) Cape Breton and Nova Scotia.—Here, as in Newfoundland, large areas of suitable timber, fir and spruce, exist within easy reach of various shipping ports, most of them open nine months during the year. It is from this area that immediate supplies are available, although it is impossible at the moment to say accurately the amount of such supplies.

The following average prices have been quoted to us:—

For timber 3-in. to 7-in. top diameter, 5 ft. to 9 ft. lengths: 1 1-5c (3-5d.) per lineal foot alongside steamer.

For timber 8-in. top diameter and upwards, 9 ft. to 20 ft. lengths: 5½c (2¾d.) per lineal foot alongside steamer.

For future demands large supplies can be obtained from this area. The timber in most cases is owned by small holders from whom it would have to be collected. Many of these small holders occupy themselves during the winter cutting timber, and as there are no markets for pulp, it is easier to obtain the timber for colliery purposes.

We consider that Nova Scotia and Cape Breton offer a promising field, both for the present and future supplies. The timber from appearances compares favorably with that hitherto used in British collieries, and the cutting of timber has been carried on for many years for the local collieries.

(3) New Brunswick and Quebec.—We have had a number of interviews with timber owners, and there can be no doubt of the fact that immense areas of suitable timber, fir and spruce, exist.

The lumber and pulp markets of Quebec and the United States afford at present a ready market for the timber which is being produced from these forests. One or two odd parcels of timber can be obtained at once, and for these we have quotations. We also have offers of large quantities for next Spring, provided the necessary camping arrangements can be made forthwith.

(4) Anticosti.—The Island is privately owned, and therefore any kind or quantity of timber can be cut without restrictions. We understand that large quantities of suitable timber for collieries are available during the Spring and Summer shipping season, but the prices quoted us are higher than those from other areas.

Special Note.—Barking: It has never been the custom to bark the timbers in the forests. The only barking which is done is effected by machinery at the pulp mills. The timber used in the Canadian collieries has the bark on. For a time, at any rate, it would appear that there would be difficulty in getting the bark removed, but if the industry became established no doubt the difficulty attending barking would be overcome.

### Mr. Windham's Conclusions

An additional report by Mr. W. Windham, Board of Trade representative upon the Commission contains the following:—My conclusions are:—

(a) That there is an almost inexhaustible quantity of timber in large areas of Newfoundland and the Maritime Provinces of Eastern Canada.

(b) That, if arrangements can be entered into immediately, a limited supply is now available for shipment, and that large quantities can be secured for shipment in the spring of next year.

(c) That the quality of the required species of timber is suitable for mining operations.

(d) That the real determining factor as to procurable quantities resolves itself simply into the question of cost.

(e) That for props 3 to 7 inches top diameter and 5 to 9 feet in length the following prices are quoted:—

Newfoundland 49s. 2d. per fathom f.o.b.

Cape Breton 44s. 0d. per fathom alongside steamer.

Nova Scotia 44s. 0d. per fathom alongside steamer.

(f) That the Atlantic freight charges are about double those of

the Baltic, being approximately 50s. per piled fathom, as compared with 25s. under normal conditions.

(g) That ample labor is obtainable to cope with requirements during the winter in Newfoundland, and throughout the year in the Eastern Provinces of Canada.

In a memorandum attached to the report Mr. Windham says:—

The capacity of Newfoundland is apparently equal to an annual output of 300,000 cords of pit props.

The shortage from the Baltic occasioned by the war is represented to be about 676,000 cords per annum.

Newfoundland could thus meet nearly half that shortage. The estimate of 300,000 cords is given on a conservative basis, because of the fact that a wide margin of error must necessarily be allowed for in making calculations in connection with an industry which is only in its inception.

### Prices Compared With Those of the Baltic

Referring to prices Mr. Windham's memorandum says:—

Approximately 37,500 cords (which is equal to about 20,000 fathoms) can be supplied according to specification, at $6.00 to $8.00 a cord from ports in Bonavista Bay, and at $10.00 a cord from St. Johns, or ports in Placentia Bay.

As compared with the Baltic prices of 44s. per fathom, this works out at an average rate of 49s. 2d. at Bonavista Bay, and 70s. 3d. at Placentia Bay. These are f.o.b. prices in each case. The freight from the Baltic ports in normal conditions is about 25s., in comparison with 50s. from Newfoundland ports; that is to say about 50 per cent. lower.

The c.i.f. prices in the United Kingdom thus compare as follows:—

| | Per fathom | Excess |
|---|---|---|
| Baltic timber ... ... ... ... ... | 71s. 0d. | ..... |
| Newfoundland timber— | | |
| (a) Bonavista Bay ... ... ... .. | 99s. 2d. | 30s. 2d. |
| (b) Placentia Bay ... ... ... | 120s. 3d. | 51s. 3d. |

Such a wide difference may be partially discounted, however, by the fact that the Newfoundland prices are admittedly calculated on a high scale.

The question of freight has a very important bearing upon the economic side of the question Mr. Windham reports:—It appears that there is no definite freight for pit props which are not at present exported across the Atlantic. As far as can be ascertained it will be necessary to base an estimate upon the lumber freight, which is normally 40s. per Petrograd standard of 165 cubic feet (1,980 feet board measure). This has recently risen to 50s. It is estimated that the freight for pit props will be about 25 per cent. in excess of that for deals, and that consequently if the existing rate for the latter remains at 50s. per standard, the pit prpp freight may be calculated at 62s., as compared with 35s. per standard from the Baltic.

Referring to freights from Nova Scotia and Cape Breton, Mr. Windham reports as follows:—

Taking the freight charges at 60s. the total cost per fathom is estimated at 124s. 6d. as compared with 71s. from the Baltic ports.

During the period of the war Nova Scotia can be looked upon as a favorable source of supply, and it is perhaps possible that the Province may retain a portion of the pit prop trade on a permanent basis.

In regard to New Brunswick Mr. Windham says:—

This Province contains a vast amount of timber, but it appears that the industries already established draw upon its resources very largely in connection with the lumber and pulp trades. Only the small trees and tops of larger trees might be available for mining operations, but it is doubtful whether their supply for that purpose could be undertaken on a remunerative basis.

Referring to Quebec Mr. Windham reports as follows:—

The northern shores of the St. Lawrence are reported to be heavily timbered, and the prospect of obtaining large quantities of pit wood from these sources—especially in the region of Saguenay River—appear to invite investigation. Unfortunately, the time at our disposal did not admit of a visit to this promising area of supply.

The approximate quantities and average prices of available supplies in Newfoundland and Canada are summed up in the following table presented in the report:—

| Source of Supply | Approximate number of cords 1914 | 1915 | Average price alongside steamer Per cord $ | English coinage s. d. |
|---|---|---|---|---|
| Newfoundland .... .... | 37,500 | 37,500 | 7 | 29 2 |
| Cape Breton ... ... ... | 5,350 | 5,350 | 6.30 | 26 3 |
| Nova Scotia ... ... ... | 6,000 | 50,000 | 7 | 29 2 |
| Quebec ... ... ... ... | 9,000 | 124,000 | 7 | 29 2 |
| Anticosti ... ... ... ... | 8,000 | 170,000 | 7.50 | 31 3 |
| British Columbia ... .. | Large quantities .. | | 3.15 | 13 1 |

Vancouver and New Westminster firms recently secured orders from the Great Northern Railway for sixty carloads of bridge timber and car lumber. It is stated that this order is the forerunner of a number of others.

## Quebec Lumberman at the Front

Pte. J. Power, Quebec, P.Q.
Now at Salisbury Plains.

The lumber industry is well represented among the men who have gone to the front to fight for the allies. Among the Canadian lumbermen who have enlisted is Mr. J. Power, Quebec, P.Q., whose portrait is published herewith. Mr. Power is a son of Mr. Wm. Power of W. & J. Sharples Reg'd., Quebec, P.Q., and a brother of Mr. W. Gerard Power of the River Ouelle Pulp & Lumber Company, St. Pacome, P.Q. For the last few years he was in the employ of W. & J. Sharples Reg'd. and previous to that was with the River Ouelle Pulp & Lumber Company. Mr. Power was so keen to enlist, that, although he was an officer in the Queen's Own Canadian Hussars, he went as a private in the Infantry, as very few mounted men were taken with the first contingent. Mr. Power has been with the first contingent at Valcartier and Salisbury Plains.

## English Conditions Are Encouraging

Mr. Willian T. Mason, of the firm of Mason, Gordon and Company, Montreal, recently returned from a five weeks' business visit to England and Scotland. Mr. Mason, who visited many of the principal ports, saw a large number of lumber firms, and in an interview with a representative of the Canada Lumberman gave his impressions of the general business outlook, particularly as it affects Canadian lumber exports to Great Britain. He stated that he found an absence of any great excitement over the war. Employment is good, and the people are optimistic, and look for a speedy termination of hostilities, some being of opinion that this will occur in May or June.

Stocks of lumber are said to be fairly plentiful, and, in the opinion of those in the trade, are likely to be sufficient until the termination of the war, provided the above guess as to the duration of the war is correct. The enormous advance in freights is likely to handicap any material expansion of exports from this side. Firms do not seem to be willing to pay these high charges, especially in view of the ample supplies of lumber on hand. There is a decided division of opinion as to the course of freights. Good judges think that there should be a reduction in charges in the spring, while others of equal standing believe that there is little chance of any relief in this direction, in fact look for a continued increase.

Mr. Mason investigated the pit prop situation, and was successful in selling a moderate amount of lumber suitable for pit props. He is strongly of opinion that any trade with Canada in this description of lumber will be only temporary, as it is probable that after the war, when the Baltic is re-opened, the business will revert to its original course. This belief is founded on the low price of Baltic pit props and the cheap freights. Canadian lumber cannot be supplied at the same rates as that of the Baltic, and our freights are also considerably higher. In addition we are handicapped by the small amount of cargo from Great Britain to this side, whereas there are ample inward and outward freights to the Baltic, which naturally tends to keep down rates.

Asked his views as to probable new markets for Canadian lumber, Mr. Mason said that there is an opening for wood suitable for matches, also for railway ties and crossing plank, but, this is qualified by the statement that much depends upon the freight rates, to which Mr. Mason attaches considerable importance.

Mr. J. E. A. Dubuc has been appointed manager of the St. Lawrence Pulp and Lumber Corporation, Limited, Chandler, P.Q. Mr. Dubuc is also managing director and secertary of the Chicoutimi Pulp Company, Saguenay, P.Q. The St. Lawrence Corporation have decided to use the rivers more freely for the purpose of driving their logs.

The many friends of Mr. William T. Mason, of Mason, Gordon and Company, Montreal, will sympathize with him on the sudden death of his wife, at 120 Arlington Avenue, Westmount. Mrs. Mason died from heart trouble only a few days after the arrival of Mr. Mason from England on a business trip. She way very active in philanthropic work, and took a special interest in the Soldiers' Wives League. Besides her husband, Mrs. Mason leaves three daughters and one son, namely, Mrs. James L. Ford, Vancouver; Miss Lorna and Miss Kathleen, at home; and Mr. E. Percy Mason, of Ottawa.

# The Future of the Lumbering Industry

## A Remarkable Analysis of the Critical Pass Which the Trade Has Reached in the West—With Practical Remedies Suggested

By H. R. MacMillan*

The present depression in the lumber industry respects no boundary lines, whether interstate or international. In British Columbia, to the same extent as in the Northwestern States, the prosperity and development of the community awaits upon the return of conditions which will allow of the profitable operation of timber industries.

The present situation is due chiefly to ignorance of the true value of the industry to the community, ignorance of the disabilities under which lumber manufacturers operate, together, perhaps, with some failure on the part of lumbermen to meet competitors in improvement of manufacturing and selling methods. If out of this lean year there develop the remedies which an analysis of the situation must suggest both to the public and the lumbermen, even this year will earn a place amongst the most profitable.

The paramount position of the forest industries here in the Northwest cannot be stated too often nor in too striking terms. In our commercial fabric it is the warp around which other industries are woven. The production of lumber is the pioneer occupation which opens up the new districts, brings employment, transportation, clears the land, furnishes markets for the settler and brings into the country the wealth upon which other industries are supported.

H. R. MacMillan, Chief Forester for British Columbia.

Measured in terms of annual production of wealth the lumber industry, both in British Columbia and in the Northwestern States, ranks high above its nearest competitors, agriculture, mining and fisheries. In British Columbia of every dollar in the pocket of the wage earner, merchant and financier, 33 cents is from the forest. In Washington, Oregon and Idaho, the lumbermen are still more productive; 42 per cent. of the public wealth of Washington, 45 per cent. of the public wealth of Oregon, and 31 per cent. of the public wealth of Idaho, is derived directly from the logging camps, sawmills and other forest occupations.

We in the Pacific Northwest pride ourselves justly on the beauty and size of our cities, upon our growth in population, upon the magnitude and stability of our financial institutions, factories and supply houses, and upon our transportation facilities. These institutions are the conspicuous organs of our commercial body. The lumber industry is the heart of that organization, constantly pumping through it the nourishing financial blood without which it could never have grown, and without which it could not maintain even its present size.

### The Lumberman's Dollar

It is unnecessary to state here that the wealth brought into the country by the lumber industry does not remain in the hands of the lumbermen. The lumbermen's dollar is one of the world's best travellers; of every dollar 40 cents goes to transportation companies, 35 cents to labor directly employed in the industry, 15 cents to merchants for equipment and supplies, 10 cents for interest on capital invested. This analysis of the lumbermen's dollar discloses the source of our prosperity.

The lumbermen of this forest region pay directly each year to transportation companies $80,000,000, to wage-earners $70,000,000, to merchants $30,000,000, and for the use of borrowed working capital, $20,000,000. This money is later circulated into every portion of the country and forms an important factor in the livelihood of those few people who do not come into direct contact with the lumber industry.

I have outlined the importance of the lumber industry at some length for a definite reason. You will have noticed that in the distribution of the wealth produced on this industry, which I gave a moment ago, there was no sum assigned to the lumbermen for profits. This is true at the present time. There are losses but no profits. It is a point to be kept in mind when discussing this great industry. It is an industry which is of far greater importance to wage-earners, merchants, communities, counties and states or provinces, than it is to the few men who happen to be charged at present with the control of the timberlands, logging camps and saw mills.

The manufacture of lumber at the present time is the one great industry of North America which is operating at a serious loss. The situation can be stated in a few words. It costs on the average $15 per thousand to produce lumber. This lumber is now being sold at $10 to $12 per thousand. This loss of $2 to $3 on each thousand feet manufactured is in the aggregate a terrific draft on the resources of the Northwest. Its effect on the community may be illustrated by a survey of what has happened in one region which may be taken as typical of the lumber manufacturing districts of British Columbia, Washington and Idaho. In this district three billion dollars were invested in timber holdings, logging plants and sawmills. The annual output made possible by the investment was three billion feet. These plants if running on full time would employ 42,000 men and distribute $29,000,000 in wages, $16,000,000 in transportation, $6,000,000 in supplies, and $18,000,000 as a return on capital invested. It has been impossible for this district to continue selling lumber for less than the cost of production; over two-thirds of the mills are shut down, the number of men employed has dropped to about 5,000, the annual expenditure on pay roll, supplies and transportation, has shrunk by $42,000,000, and practically no payments can be made on borrowed capital. The laborer is without a job, the farmer is without a market, the business man is without a customer, and the property owner is facing a shrinkage of capital.

### Value to the Public

The whole public suffers with the lumber industry. It is a public necessity that the industry be put on a more profitable basis. It is rather surprising to find upon analysis that some of the disabilities under which the lumber industry labors can be removed by public action in the public interest. The only inference can be that the public is not sufficiently informed concerning the production and marketing of lumber. The low price of forest products is brought about by the existence of a manufacturing capacity far in excess of the market demands, by competition between lumber and substitutes, by high transportation charges, and by an imperfect selling organization.

There is a sawmill capacity in the Pacific Northwest capable of manufacturing fifteen billion feet of lumber annually. The annual market demands never exceed ten billion feet. One-third of the sawmills must stand idle all the time. Lumber prices are kept low by the bitter fight maintained by mill owners endeavoring to keep their mills in the operating column.

The public may ask—"Why are so many sawmills built?" The answer is to be found in the cost of carrying timber. There are 890 billion feet of standing timber in private ownership in Oregon, Washington, Idaho and British Columbia. The 470 billion feet of publicly-owned timber is also coming gradually into the market. The private owner must, therefore, even after allowing for a greatly increased consumption of lumber, look forward to the possibility of carrying his timber for fifty years.

Great quantities of timber were purchased at $1 per thousand. To repay interest at six per cent. on the investment, with no allowance for profits, this timber must double in value every ten years. During the past five years the annual tax rate has increased rapidly, some owners having found it to treble in this period. Investments in standing timber produce no annual income. Taxes and fire protection require a continual increasing annual investment of fresh capital. Many timber investors in British Columbia, and probably the same is true in the Northwestern States, invested too large a proportion of their capital in timber and are embarrassed by the lack of income or the necessity of finding fresh capital to meet carrying charges. These conditions, the certainty of interest charges, the uncertainty of increasing tax rates, the necessity of turning timber into cash even at a loss, have decided many owners to build mills even when they know that the mills cannot be expected to return more than a portion of what they have invested in cash in the stumpage.

The only advantage which the manufacturer in British Columbia possesses over his competitor in the United States is found in the lower carrying costs. As you know, nearly the whole 150 billion feet of timber alienated by the government has been merely licensed or lesseed upon terms which provide that the lessee pays about one to three cents per thousand per year while holding the timber, and pays a royalty of 50 cents per thousand when the timber is cut. The timber may be held in perpetuity on these terms, provision existing for increasing the royalty when lumber values increase. Timber thus

* Address delivered by H. R. MacMillan, Chief Forester for British Columbia, at a recent convention of the Western Forestry and Conservation Association.

held is not subject to taxation. One of the greatest disabilities of the lumbering manufacturing business is the necessity of tying up money in a stock of timber sufficient to supply a mill twenty or thirty years. British Columbia's method of handling timber avoids this, and makes it possible for lumbermen to start on smaller capital.

### Stumpage Values

In considering this question of stumpage values we must remove from our minds any tendency to be influenced by the story of the two great stumpage movements which have already taken place in the continent, that of the Eastern and Southern timbers, and that which took place when the timber acquired for nearly nothing on the Pacific Coast was sold to its present holders for 50 cents to $1 or $2 per thousand.

You will pardon me if I point out the dissimilarity between conditions in the lumber business in the east 30 years ago and on the Pacific Coast now. The Eastern lumberman paid his labor $20 per month and board; a freight rate of $3 delivered his product to a market of thirty million people. It was an era of rapid agricultural and manufacturing development; there were no cement, metal, asbestos and clay substitutes in the hands of clever engineers and salesmen; the architects and engineers were more accustomed to dealing in wood than in other materials and specified wood. There were no other regions from which wood could be brought cheaply. All buildings were of wood. The Eastern lumberman supplied all the wood, produced by cheap labor, shipped on a low freight rate to a market free from competitors. He was even spared the competition of other lumbermen, it was never difficult to get capital, the number of mills was not in excess of the market requirements. People back East are still talking of the money the lumbermen made.

Contrast with the white pine man of the last century the Douglas fir producer of this century. Labor is three times as high, freight rates are three times as high, the keen, skilful competition of cement, steel and clay products is at its height, our fir lumber meets in every market of the world the product of other forest regions, and must meet them in price. Consider if the public attitude toward the lumber industry is not even now and here, in this of all regions, based upon the financial success of the Eastern lumberman in the last century rather than the condition of the Western manufacturer in this country.

The great rise in Eastern stumpage was brought about by the accessibility of this timber on a $3 freight haul to a great lumber consuming population of 60,000,000 people. The Pacific Coast, with its more costly milling and logging conditions and its $8 to $12 freight haul, presents no such hopes.

We are face to face on the Pacific Coast with a new stumpage problem. As timber becomes scarcer lumber prices and stumpage prices should increase. So argued the lumbermen who had seen it happen in other districts. These lumbermen did not foresee that competition between many manufacturers would keep the lumber prices down. They did not take sufficiently into account two other very important factors—transportation costs and substitutes.

Of the ten billion feet of lumber cut annually here only thirty per cent. is used domestically. The only markets for the remainder are transcontinental and overseas. Overseas the freight amounts to $8 to $20 per thousand; transcontinental to the Prairies or the Atlantic seaboard it is $8 to $14 per thousand. This rate makes the Pacific Coast product a luxury in all its important natural markets. This high freight rate is a new condition which Pacific Coast lumbermen are the first in the world to face. It is a protective barrier which enables the owners of timber in the East and South to secure high stumpage returns. There is but little hope of getting freight rates reduced, therefore we must concentrate our energies elsewhere and prepare to hang on until Eastern timber is approaching exhaustion, when lumber prices in our chief markets may be expected to increase.

We shall then, as now, have to fight the lumber substitute. Substitutes have undoubtedly decreased the consumption of lumber for building operations. Only twenty years ago 95 per cent. of car building materials were made from forest products; now the forest supplies only 65 per cent. Substitutes have gained alarmingly on the lumbermen in the past decade. Commercial reviews show that there was an increase in building operations in North America during the years 1909 to 1912, yet the consumption of lumber per capita decreased one-seventh in this period. No such decrease has ever been suffered by the promoters of the substitutes; while lumber use has been going down, substitute exploitation has been going up. From 1899 to 1912 the consumption of cement increased 240 per cent. From 1909 to 1912, while lumber decreased fifteen per cent., cement consumption increased thirty per cent. The use of other substitute products increased in like degree; steel bars for reinforcing increased 72 per cent. from 1909 to 1912; substitute roofings and sheetings increased 200 per cent. from 1899 to 1909.

### Important Factors

The most important factors in the increasing use of substitutes for timber are advertising, education and salesmanship. The substitute, be it tin shingle, metal siding or cement, is advertised constantly before the eyes of everyone. It is specified by architects and engineers who are educated to its qualities, but who have received no education in the qualities and use of woods. It is sold by clever selling campaigns aimed directly at and reaching the consumer. Proprietors of substitutes for lumber sell their product. The lumber manufacturer waits for someone to buy his.

The public is now responding to the well-planned and aggressive educational campaign upon which the proprietors of wood substitutes have expended $3,000,000 per year. If ever you lumbermen will give a moment's thought you will recall that you have been educated to cement foundations, cement sidewalks and roadways, rubber or metal roofing, metal interior trim, metal furniture. You will admit that the substitute people have reached out, seized upon your distributing agent—the retail lumberman—and have within five years, under your very noses, in very many cases, made of him a more aggressive distributing agent for substitute products than he ever was for lumber. Nearly a third of the retail lumberman's sales are now in lumber substitutes.

You must admit that the manufacturer of substitutes has judged the problem aright. He has not been afraid to employ high-priced engineers to study the possibilities of the market, to produce the product that would sell to the best advantage, or to employ high-priced salesmen who have organized, as you must admit, selling organizations which hypnotize the purchaser and produce in him the desire for somebody's roofing or so-and-so's shingles, and which at the same time, by pointing the road to profit, inspire the retailer with an energy and ambition for handling these products. This successful campaign is financed on $3,000,000 a year for the continent—only a fraction of the sum the lumber industry of the Northwest has lost in 1914.

The present situation in the industry cannot continue. Improvements must be brought about, both by the public and by the lumbermen themselves. The attention of the public is already directed toward the putting of timber taxation on a fairer basis. As an element in the cost of carrying timber, taxation is less than interest charges, where timber has been purchased at 50 cents per thousand or more. Yet taxation requiring new investment of capital each year, and increasing in rate each year, is a decided factor in encouraging the rapid cutting of timber. The adoption of some new form of yield tax will safeguard the community in the revenue and encourage the conservation of timber resources.

A more important feature which the public will sooner or later consider in its relation with the timber industry is price regulation. The communities of the Pacific Coast in selling the lumber below the cost of production are paying a direct and unnecessary bonus to the communities of the prairie, the Atlantic seaboard, or even to foreign countries. The effects of this bonus, of selling lumber cost, are felt in every community of the Pacific Coast. The remedy lies in allowing lumber manufacturers to maintain a profitable price for lumber in the same manner as a profitable price is maintained by dealers in other necessities. The public may at any time, by an investigation of the lumber industry, decide upon a maximum price which lumber may reach, and which returns simply interest on the money invested and a low profit. It may even be expected, as the realization becomes more general, that timber is a public resource, that the production of timber is a public necessity, that the public may decide upon a price below which lumber may not be sold. Every argument that supports the government regulation of railroad rates applies with equal force to a similar regulation of lumber prices. It is certain that with public regulation of lumber prices the public would not suffer as it suffers now through unrestricted competition.

A change of policy on the part of the lumbermen, which is now on the way, may be expected to improve the situation. The manufacture of forest products must now be conducted on a closer margin than formerly. The market has moved away from the mill, the mill has moved away from the timber, substitutes of lumber are in general use, business must therefore be done on a smaller profit than formerly, and logging, manufacturing and selling must be managed on a closer margin. The cost of logging and manufacturing is certain to be reduced by scientific methods. Similarly the quality and quantity of the product produced from the log will be increased.

### Maintenance of Price

Upon the maintenance of a profitable lumber price depends much of what the lumberman may do for himself to better conditions. The manufacturers of flour, cement, steel and food staples, found it impossible to reach the highest development in their respective industries while those industries were unorganized. Similarly the lumberman, acting as an individual, in an unorganized industry, selling a product for less than the cost of production, finds it impossible to carry out in his industry those reforms which he knows the industry demands. The progressive timber owners and lumber operators know what the industry needs. They know that methods of logging and manufacturing must be rendered more efficient, less wasteful of energy, material and timber. They know that this can be done only through training and employing a more highly specialized class of logging and manufacturing engineers. This part of the program for a successful future

is even now being slowly accomplished. Progress would be speeded up if the industry were in such healthy condition as to attract and reward the best type of technical men as logging and manufacturing specialists. Representative lumbermen through the Northwest realize that the same methods must be adopted to market lumber that have been proven successful in the marketing of tobacco, cement or farm implements. Every citizen must be taught the qualities and uses of lumber, and just as the tobacco people endeavor to teach the boy to chew, the lumbermen must unite to teach the boy to handle tools, build, be his own carpenter. Technical schools, engineering schools, must no longer be permitted to specialize in teaching to budding engineers and architects the qualities of steel and cement, to the total neglect of timber. The best salesmen, the most successful organizers of selling campaigns, in the whole of America must be attracted to the lumber industry to devise and carry out means of arousing in the consumer an admiration for the many qualities of timber, to make it more easily possible for any citizen to buy the timber he needs, to inject into the retail lumbermen a greater capacity to work the market that lies before his door. Someone may say "this is too ambitious a program"—I say "no program is too ambitious for the greatest industry in the Northwest."

The success of this program depends upon being able to devote to constructive salesmanship the energy which, in the lumber industry is now devoted to price-cutting competition—destructive salesmanship. The lumberman's competitors would not be able to carry on this successful selling organization if they were not allowed to fix their prices at a profitable level and devote a proportion of their receipts to market extension. Lumbermen cannot maintain their industry in successful competition if they are not permitted to adopt the methods of their competitors.

The increasing of the lumber price would not decrease the market for lumber. This would be particularly true if the increase were accompanied by the formation of an influential and aggressive lumber market extension organization. A canvass recently made of certain farming districts in the prairie showed that over large areas 85 per cent. of the farmers were without any implement sheds. It is not the price of lumber which is keeping them from getting implement sheds; they would quickly save the cost in reducing the depreciation on implements. These farmers have no implement sheds because the lumber industry has not yet a sufficiently aggressive system of marketing lumber.

To repeat, the main problems to be worked out are the maintenance of profitable lumber prices, the reduction of operating and manufacturing costs, the development of such an educational and selling organization as will increase the demand for lumber. These problems are inter-related. The fight between lumber and its substitutes will not be settled on the merits of the contestants until the lumber industry has developed a selling organization equivalent to that maintained by the promoters of the substitutes. Until these problems are solved there is little likelihood of any general and permanent advance in stumpage prices or lumber prices on the Pacific Coast. There is so much timber on the Pacific Coast so far removed from markets that there will hardly be, in the next decade, any fear of a timber famine with resultant rise in stumpage prices. Stumpage prices are more likely, during the coming few years, to be settled by lumber prices. Since lumbermen have shown themselves powerless to fix lumber prices at a profitable level, the best that stumpage owners can hope for is that the regulation of lumber prices may come soon, and that lumber prices will be regulated at a level which will allow them interest and carrying charges on their investments.

In this discussion I have not differentiated between conditions in British Columbia and the Northwestern States. With the exception of the cost of carrying timber, which I pointed out, such little difference as exists is undoubtedly in your favor. I can assure you, on the basis of cost figures collected during the past summer, that, all reports to the contrary, the cost of manufacturing lumber is at present higher in British Columbia than on the average location in the Northwestern States. The causes are those common in a new community—more expensive machinery and higher wages. We are gradually reducing these costs, however, and hope soon to be on an even basis with you.

The problems of this industry cannot be solved by competition between regions or individuals. They can be solved only by co-operation between all persons interested. The prosperity of the entire Pacific Northwest, both north and south of the international boundary line, hangs in the balance; that prosperity cannot be in better care than with the lumbermen of the Western Forestry and Conservation Association.

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## Canadian Railway Tie Information Wanted in France

A possible market for railway sleepers in France is discussed in a recent report from Hon. Philippe Roy, Canadian Commissioner General, Paris, who has forwarded to the Department of Trade and Commerce, Ottawa, a communication from the Societe Anonyme des Etablissements Carrel Aine, Rouche & Cie, 55 Rue d'Amsterdam, Paris, who state their desire to receive precise information as to the dimensions and prices of ties for a normal road, in British Columbia fir. It is possible that the managing director of this company may, in the course of January, visit Canada, with the object of arranging contracts for sleepers intended for France. Dimensions should as far as possible be as follows:—

| | | Meters. |
|---|---|---|
| Length | (8 feet 6 inches) | 2.60 |
| Width at base | (8 2-3 inches) | 0.22 |
| Thickness | (5½ inches) | 0.14 |
| Width at top | 5 3-10 inches) | 0.16 |

Half-round ties Om.30 wide at the base and Om.15 at the top might also be accepted.

They also desire to receive information as complete as possible as to the resistance to pressure and pull from displacement which may have been compiled from trials to which sleepers of the indicated nature and origin have been submitted, and would gladly receive at a French port, preferably Havre, five or six ties intended to permit them to carry out trials and ascertain the quality of the timber.

The Department is also informed by Mr. W. L. Griffith, secretary to the Canadian High Commissioner, 17 Victoria Street, London, S.W., that Messrs. L. A. Videau et Fils, Bourdeaux, Gironde, France, would be pleased to be put in touch with exporters of British Columbia fir for railway sleepers and freight car construction.

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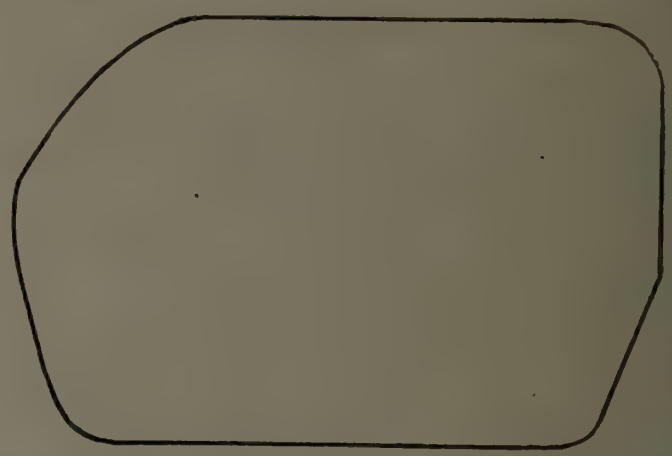
## An Important Trade Possibility

An important inquiry having reference to the great demand for railway keys in the United Kingdom has been received from Mr. J. E. Ray, the Canadian Trade Commissioner at Birmingham, Eng., says the weekly report of the Department of Trade and Commeroe. As a glance at the accompanying illustration will show, the keys are cut to



**End view (full size) of sample railway key, 6⅛" long, 3⅜ x 2¼". Bevel edges on one side and rounded edges on the other.**

a special design so as to fit between the steel chair and the rail in accordance with the principle on which permanent ways are constructed in the United Kingdom. The keys, as at present supplied, are made from oak or teak. It is thought however, that a suitable substitute may be found and that Canadian mills may thereby be given an opportunity of supplying part of the quantity required. Mr. Ray has forwarded to the Department several sample keys, some indication as to the required design and size of which may be gained from the accompanying cut:—

It is stated that there is a great shortage of these keys at the present time. Millions are used each year by the British railway companies and the general manager of one of the largest consumers stated that his company were at present prepared to accept over 200,000 keys. Those Canadian firms who may be interested may obtain the name of this company on application to the Department of Trade and Commerce, Ottawa, where the sample keys forwarded by Mr. Ray may also be inspected, and other particulars obtained. (Refer to file No. A 744.)

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The Canada Lumber Sales Company, Limited, 145 St. James Street, Montreal, P.Q., have sent out a large office type of calendar to their friends in the trade. The calendar contains much useful information regarding the quarters of the moon, etc., and is decorated with a handsome colored picture entitled "The Pacific at Monterey." The picture is a reproduction from a painting by Thos. Moran, one of the most prominent landscape painters of the United States.

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Joseph Bedard & Sons, Richmond, P.Q., have sent out an attractive calendar for the year 1915, which bears an exceptionally interesting photographic reproduction of a view in the forest. The picture is especially suitable for a lumberman's calendar and will be very acceptable to all of the firm's friends who receive copies.

# Preferential Trade With Australia

## Stimulation of Market for British Columbia Lumber in Antipodes Would Result from Trade Agreement

By E. W. Hamber*

Never has there been a time when the different Dominions of our Empire have felt the need of unity, and a permanent policy of assisting each other, more than the present. To establish a united Empire within which to build up a self-supporting trade within the Empire, the import requirements of one portion to be filled by the export offerings of another portion, to their mutual benefit and to the enrichment of the whole, should be the earnest endeavour of our scattered Dominions.

The idea is not one of party politics, but belongs to much broader lines—a world-wide Imperial preference cementing more surely than anything a united Empire.

I propose only to endeavour to show, in as concise a manner as possible the benefits that would accrue to British Columbia in particular, and to Canadian trade generally, through a preference with Australia in respect to their importations of lumber, and only hope that it will lead others to think and lend their assistance to the furtherance of this important matter. The welfare of this particular industry is, as we all must admit, of great importance to British Columbia. To obtain larger revenues for our province, to keep the lumber mills busy operating full time, to increase the pay rolls, and, by large export trade, to bring vessels to our ports—our merchants thereby securing the trade that each vessel would occasion in the nature of supplies, and many other items—is a matter which should have our immediate and earnest consideration; and, as our provincial government may be almost called joint owners in the standing timber of the province, it is materially in their interests to lend their co-operation.

It is continually remarked and advocated on all sides that lumbermen should extend and seek markets in order to secure a larger field for the output of their lumber. In dealing with the Australian market, few people seem to realize that it is quite unnecessary to find this market, as the market is there, for all and more than the mills of British Columbia are able to supply.

A few facts wil ldemonstrate what the fostering of this particular branch of trade with Australia, and the obtaining from them of a preference, would mean to our province. Australia imported from the Pacific Coast, including the mills on the American side of the line, the large quantity of 238,773,612 feet of Douglas fir; of this amount, the mills in Washington and Oregon supplied 228,673,576 feet—the mills of British Columbia, the ridiculously small proportion of 10,000,036 feet. From the year 1902 to the year 1913, the importations into Australia of Douglas fir increased over 390 per cent. In the year 1902 British Columbia enjoyed 33 per cent. of the trade, and in the year 1913 she enjoyed only 4 per cent. In the year 1913 the coast mills in British Columbia cut 780,000,000 feet—of that amount only 46,000,000 feet were exported to all the foreign countries combined. A glance will suffice to prove what an absurdly small proportion of the available Australian trade the British Columbia Coast mills participated in.

### A Natural Market for B. C. Manufacturers

Is there any reason why two sister Dominions, under the same flag, should not mutually benefit by a preferential arrangement at the expense of outside nations, and without any increased cost to the consumers? It is not a question of, nor a request for free trade, but for a preference only, without any diminution of revenue to the Australian customs or any added expense to the Australian consumer. Canada has a preferential tariff with South Africa namely the preference of a rebate of 10 per cent. on the duty, amounting to approximately 2½ per cent. on the value of the lumber. British Columbia enjoys 64 per cent. of the total lumber trade with South Africa. Think for one moment what it would mean to the people of British Columbia if we enjoyed that percentage of the Australian trade.

Of late there have been many suggestions advanced advocating the extension of trade in lumber with Great Britain and European markets, and it is only right that our exports of lumber should be extended in all directions; but why not first make a strenuous endeavour to expand in what might be classified as our own natural markets? The natural markets of the Pacific Coast lie not in Europe, but in Australia, New Zealand, China and Japan. British Columbia mills can ship to these countries all the year round, and they do not have to extend their energies in finding the market, or exploiting our products, for the market is there to take all we can supply, and more than we can offer. More than that the people of Australia—all things being equal—have a liking for British Columbia lumber, as compared with that purchased from Washington and Oregon, and if our government could obtain from the Australian government a preference on lumber, our mills with their present capacity would be unable to fully supply the Australian demand.

Yet look at the situation of the lumber industry in British Columbia to-day; nearly all the mills closed down, and this increasing demand from our sister Dominion being filled by mills in the United States. Naturally questions would be asked by those who are not conversant with all the intricacies of the trade, why the mills in the United States enjoy so much greater a portion of the trade, and British Columbia only 4 per cent. of it. In this present article it is inexpedient to go into details of the difficulties under which the lumberman of British Columbia operates, but if our government be so minded, it has access to information which would demonstrate conclusively that the Washington and Oregon mills, with the country they have behind them and the more thickly settled and populated districts, can produce at less cost than the mills in our province. However, a few facts may be mentioned which should alone suffice to demonstrate this point and obtain the co-operation, not only of our provincial government, to whom it is most important, but also of our Dominion government, in dealing with this matter and obtaining of a preference duty.

### Why a Preference is Deemed Essential

The logging operations in British Columbia are more costly owing to the topographical nature of the country. It costs the British Columbia lumberman more for his machinery and sundry requirements, for the installation and upkeep of his plant. Owing to the surplus of labour in the United States the wages of the lumbering camps, mills and factories are lower on the average than those prevailing in British Columbia. In most cases San Francisco shipping interests control the vessels carrying cargoes of lumber; consequently our mills are handicapped in this regard, as is only natural wherever preference can be given. American-owned vessels will load at American ports and assist American industries. It would also be found that cargo-carrying vessels, through different added expenses, make a slight discrimination to the detriment of British Columbia ports, making a difference of some 25c to 50c a thousand on the freight.

All these items materially increase the cost of production and delivery, and would be counteracted by a preferential arrangement.

I would be rather averse to suggesting what inducements—should any be required—our government could offer to the Australian government in support of preference on lumber, but it might be mentioned that at the present time Australian hardwoods enter Canada free, and doubtless there are many other commodities which could be added as time goes on, and population increases, on which a suitable market could be found in Canada.

It is also worthy of consideration that, should a preference on British Columbia lumber become an established fact, it would be more than likely, in view of the enormous benefits to be derived, that a fleet of lumber-carrying vessels would be engaged on time charters, or owned by Canadian capital, which would stimulate shipbuilding in the province, and create a merchant marine having its home port in British Columbia, with all the benefits accruing therefrom.

In conclusion, and speaking in the broadest sense, in advocating so strongly that a preference be given to Canada on lumber imported by Australia, it is of the utmost importance that every effort be put forth to establish closer trade relations between Canada and Australia, and not, as heretofore allow our friends to the south of the line to divert this trade into their own channels, to the detriment of ourselves.

If both our Provincial and Dominion Governments took hold of this matter, and presented it in the right light to the Autsralian Government, I feel sure that a favourable understanding would ensue, and that the benefits to be derived would be inestimable. and when once the trade between these two countries, built on a preferential tariff, is well under way, it will lead to closer relations in other lines, and enrich the peoples of these sister Dominions.

* General Manager of British Columbia Mills Timber & Trading Company, Limited, Vancouver, B. C.

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## Preservation of Structural Timber

An interesting book upon "The Preservation of Structural Timber," by Howard F. Weiss, Director of the Forest Products Laboratory of the United States Forest Service, has been published by the McGraw-Hill Book Company, Inc., 239 West 29th Street, New York. The growth of wood preservation during the past ten years has been exceedingly rapid and there are now nearly 100 plants in operation turning out over 125,000 000 cubic feet of treated wood annually in the United States. There is every reason to believe that the growth of the industry has not by any means reached its climax, as many thousands of feet of structural timber are used annually that are not being treated, but which should and eventually will be. For these reasons the book by Mr. Weiss is exceptionally timely and valuable. The material in the book is taken largely from lecture notes prepared by the author for the civil engineering students at the University of Wisconsin, and it contains much reliable information of fundamental importance to engineers, foresters, lumbermen, students and all who are interested in this subject. The book is extensively illustrated with halftone engravings and diagrams which place the subject very clearly and practically for the reader. A very complete index is added at the back of the book, making it of special value as a reference work.

# A Successful Retail Collection System

By H. R. Isherwood

**HOW A LARGE FIRM REVOLUTIONIZED ITS BUSINESS AND PLEASED ITS CUSTOMERS.**

John Doe,
Sawyer, Wis.
Dear Sir,

After January 1st, 1915, this business will be conducted on a strictly cash basis

You will get the benefit

We are aware of the fact that the general public does not realize how important it is to the buyer, how advantageous it is, to buy for cash. We know this because so few have taken advantage of our regular cash discounts.

We want to make it clear to you that you DO reap real benefit, which it is the purpose of this letter to explain.

First, get it firmly in your mind that WHEN YOU PAY CASH YOU GET THE BENEFIT, IN CASH DISCOUNT, AND IN CHEAPER PRICES—ALL CASH IN HAND—MONEY THAT YOU WOULD NOT HAVE OTHERWISE.

If we sell for cash, we can pay cash for our goods and can buy them cheaper; thus we can afford to sell cheaper, for in paying cash we too get a discount. We not only get this cash discount on our purchases—but we can charge a smaller profit because we have no uncollectible accounts to charge up against the expense of running our business.

Then, too, running a credit business requires more capital than a cash business—and more capital means interest on the extra investment. It means just this, in your business, or our business, or anybody's business. If you need more capital than you have, you have to pay interest to get it, don't you? That's it in a nutshell. Now—

In putting our business on a cash basis, we have two distinct propositions to make you—business propositions that pay you interest on every cent you spend with us.

CASH OFFER NO. 1.—After January 1st, 1914, we will give you a discount of 4 per cent. on all payments made us in advance on estimates, or on bills of material which we furnish, the same basis as bankers pay on certificates of deposit.

There is MONEY for you in this CASH OFFER NO. 1.

There is so much actual profit in it for you that you can MAKE MONEY by BORROWING MONEY at the Bank and PAYING 8 PER CENT., just to have the cash in hand to get this 4 per cent. discount, because—

FOUR PER CENT. DISCOUNT IS THE SAME AS 48 PER CENT. INTEREST FOR ONE YEAR.

CASH OFFER NO. 2—Our second proposition is to allow 2 per cent. discount on all 15-day bills paid the 15th or 30th of each month. That is, you may purchase material from the 1st to the 15th and then make full payment and get the 2 per cent. discount. The same applies to material purchased from the 15th to the 30th; if paid on the 30th, you can get the 2 per cent. discount.

TWO PER CENT. DISCOUNT IS EQUAL TO 24 PER CENT. INTEREST FOR ONE YEAR.

When all is said and done, the best that can be said of credit is that it is convenient. Credit is largely responsible for the high cost of living. It is a business proverb that the man with the cash buys the cheapest. Every business man who gets this letter knows this, whether he is a merchant or a professional man, or is in the business of selling the labor of his brain, or hands, for so much a month, or week, or day.

Sawyer Quality—Sawyer Prices—and Sawyer Service are known to you as good, honest, fair and helpful—With this change to a strictly cash basis you will be more than ever glad to trade with us, and pleased with our goods and our Service.

Do a little figuring for yourself. Whether you are a big buyer or a little buyer, the facts and figures given above show you a real, genuine, cash-in-hand saving HERE.

Let us add that while we do not intend to curtail or refuse credit in the future, to the deserving, we must and will insist upon a different procedure of settling open accounts. As retailers we must settle our accounts within 30 days, or at the most, 60 days. We shall ask the same settlement from our credit customers. That is, all accounts are net, or due in 60 days, and must be settled either by cash or bankable paper, at a rate of interest that will be accepted by the bank.

While we adhere strictly to the foregoing, we wish to give you our cordial assurance that any courtesies we can extend you, will be cheerfully accorded in the future as in the past.

Yours very truly,
SAWYER LUMBER CMPANY

Editor's Note—The author of this article is General Manager of the Sawyer Lumber Company, Sawyer, Wisconsin. He gave the subjects of credits and discounts long and patient study and then evolved and put into practice, with astonishing success, the system which he describes. We believe that every retail lumberman should study Mr. Isherwood's system and adapt it to his own circumstances. Before introducing the system, just one year ago, Mr. Isherwodd sent to all his customers and prospective customers, the accompanying letter describing the proposed changes. In order to give our readers a clear understanding of the whole subject we publish first a copy of this letter and then Mr. Isherwood's report to the Canada Lumberman upon the system after it had been in operation for 12 months.

I presume that our experience is the same as that which retail lumberman have in other sections of the country. At the close of the year's business we would have practically 50 per cent. of our annual sales on our books. It seemed that it was the idea of the customer in the first place to see how cheaply he could buy from us and then see how long he could make us wait for our money; considering it an insult if we charged him interest on his account. However, before adopting this system we were charging 6 per cent. on all book accounts over 60 days. We have also endeavored to adopt practically the same terms as the wholesalers were giving us, namely 2 per cent., 10 days, but we found from experience that this was very unsatisfactory, due to the fact that when we sold a customer a bill of lumber and gave him these terms, usually it was weeks and sometimes months before he would complete the hauling of his material, and it is quite difficult to figure out the discount for him as his deliveries started from various dates after he placed the order for material. The result was that the only way we could settle was after he had finished hauling his bill then allow him a 2 per cent. discount on the whole of his purchase, which gave him the advantage.

So, during the latter part of 1913 we began to study out the system which we have adopted and can assure you that the idea required a great deal of study and I interviewed a great many dealers in Wisconsin, taking up the subject of discount and terms and made the suggestions along the lines which we have adopted, but we did not receive any encouragement to speak of. They seemed to be under the impression that it was not possible to put a lumber business on a cash basis and therefore, did not give much encouragement toward bettering the conditions. But I have always been under the impression that conditions could be bettered and that our patrons, as well as the patrons of every merchantile establishment, were not treated on an equal basis—that it was an injustice to charge the cash customer the same as the man who makes you wait six months and even longer. However, the result of our study is outlined in the circulars and literature that we sent out and the results, at the closing of our business of 1914, are away beyond our expectations. For instance, book accounts are a little over 50 per cent. less than 1913, our cash receipts on the whole are over 70 per cent. greater, and we have increased our annual sales a little better than 10 per cent. over 1913, and the conditions in our territory for 1914 were on about an equal basis with 1913.

The system we have adopted has many advantages—it brings us into contact oftener with our customers—those who take advantage

of the 2 per cent. discount on settlement dates, which are the 15th and 30th of each month. We are thus brought into contact with them twice during the month. Our dealings with our customers are more satisfactory, as, when a cutsomer comes in to settle his account and take advantage of the discount, the transaction is fresh in our minds—not over 15 days, and at the outside not over 60—and any errors are easily adjusted.

Now, in-as-much as we have made the advantages of our position as explicit as we possibly can in adopting these terms, outlined to the customer the advantage in paying cash, what he derives from it in interest or the same as dividends. Our proposition is one that places every customer on an equal basis, giving them a fair and square deal by giving cash consideration whether paid in advance or paid on the two settlement dates, or on the net date. It gives us the opportunity to force the terms after the discount date is past, as in the first place we have given them the opportunity to take advantage of the cash discount and if we did not insist on our customer giving us a bankable note at a bankable rate of interest we would not be treating him on an equal basis with those to whom we have given the discount. By setting two distinct settling dates in which our customer can take advantage of the 2 per cent. discount it overcomes that big obstacle of dissatisfaction and is the only method that we could figure out that would work out satisfactorily to both the dealer and customer, giving no opportunity or chance whatever for advantage being taken in either way and therefore doing away with disputes which often arise in the old method of offering discount for cash if payments were made a certain number of days after delivery. By setting these two distinct dates, as the time passes, they are impressed upon the minds of our customers, so that every one in our community soon has these dates impressed upon his mind.

One of the most important things in adopting this system, even though you go into detail and make it as explicit as we have, is to be able to explain all the advantages to your customers, when they come into your office, and to figure it out with them so that they understand thoroughly all the advantages. This information then travels from one customer to another. It is discussed among them, and it causes them to do some thinking and figuring. We, of course, impress the advantage upon our customer by illustrating the interest we are paying on his money for the period of time which he is asking for credit.

### Other Merchants Were Sceptical

Now just before adopting our system, and when we had every thing in readiness, I called upon our various merchants endeavoring to interest them and get them to adopt a similar system. While every one of them admitted that the conditions of the credit system were anything but in their favor, and that the customers were getting the advantage, they would bring up in each instance the belief that it would be necessary to have their competitors in, or in other words have all business on the same basis, or there would be no benefit in adopting it. I also wrote to the different banks in two counties, in which we have yards, being nine banks in all. I asked them for any suggestions or criticisms that they might have to make or offer on our system, and I only had replies from two out of the nine banks, therefore we did not get much encouragement from the banks. However, these are the institutions that should show an interest in a system of this kind, as it is of direct benefit to them. I believe it is of vital interest to every banking institution to use their best efforts in educating the patrons of their banks, no matter wheher hey are merchants or farmers or men in any other occupation, regarding the advantages of doing business on a cash basis. But, we did not get any co-operation or encouragement from the banks. However, our competitors and our merchants all had the same opportunity for adopting the system or any similar one. We adopted it single-handed and we have accomplished results that are far beyond our expectations. I even doubt very much whether there are any retail lumbermen or merchants who have accomplished more in twelve months' time, than we have with our system, toward placing our business nearer to a cash basis. There is no question but that the same system can be adopted by any of the retail lumbermen, especially in the country towns where farming is carried on in the surrounding district, and where business is not done wholly through the contractors. It can be adopted regardless of competition—in fact it is a great leverage for the retailer where there is keen competition.

We find that it is doing away with our long time accounts, and the terms which we are applying to our estimates have enabled us to take in thousands of dollars in advance and we have taken in equal amounts on settlement dates, the 15th and 30th. We use the triplicate ticket machine and render tickets to our customers daily. On each ticket we stamp our special terms. Now many dealers, whom I have discussed this with, think that it is impossible to get a customer to pay money in advance. There are many right in their territory sending their money to mail order houses or to other firms many hundreds of miles away from them, placing their money in the hands of people or firms whom they possibly never will see. The customer can of course examine the goods when they arrive, but the shipper has his cash. The dealer right on the ground, knows his customer personally and has the goods on hand. Why isn't he entitled to cash in advance? On our term slips such as we attach to our estimates, we show the difference between the time price and the cash in advance price. The cash in advance price for an order worth $500 on a time basis, is shown as $480. When the customer sees the great difference between the time price and the cash in advance price, it sets him thinking, and in many instancss where he has obtained figures from a competitor or from a mail order house, the time price will possibly be five or ten per cent. higher than the figures they have, but the cash in advance price will be a little lower on the same basis, giving you a wonderful opportunity for putting up a strong argument in your favor. There is a certain pleasure in doing business with a customer when you figure up his estimate which may amount to $500 or more and receive the cash in advance. In the first instance it places you under greater obligation to the customer when you receive his cash in advance than it would if you were only filling an order that is to be settled after delivery. You connot help but feel under obligation to such a customer and you cannot help but appreciate the cash, which makes you feel that you want to do everything in your power to please him.

**Terms**

| | |
|---|---|
| 4 per cent. Discount for Cash in Advance Or | $480.00 Net |
| 2 per cent. Discount if payments are made on 15th and 30th of each month following date of purchase ... ... ... ... ... Or | $490.00 Net |
| 60 Days ... ... ... ... ... ... ... ... ... Or Bankable Note at a Bankable Rate of Interest ... ... ... ... ... ... ... ... | $500.00 Net |

### Liberal Discount Quite Feasible

Many of the dealers think that the discount we are offering in advance is greater than we can afford. However, this is where we do not agree with them, as I know from experience that if necessary we could give even a greater discount. My reason for making this statement is that, in the first place, we have had the experience the same as others of carrying many of our customers on our books for months without ever receiving any interest. It is very common for the local merchant or lumberman to carry these accounts, borrow money from the bank to meet his bills, paying a good rate of interest. But he does not stop to think that his customer is doing business on his money and that he is paying the interest for him. In the second place, in selling a bill of lumber on a cash discount basis, if it is a large bill, or especially a house job, it usually is sixty or ninety days before the last delivery is made—therefore you have the use of your customer's money during this time, so that it gives you an opportunity to discount your invoices.

Then again regarding the customer objecting to paying cash in advance; we have had experience with customers and in many instances they want to take advantage of the net cash in advance price and pay when the goods were delivered. This especially has happened when we were in competition with the mail order houses. I put the matter to them in the light that it was just simply a question of whether they would place the same confidence in us as they had in the mail order houses. If they would we were entitled to the same terms, and at our place of business they can see us at any time they may wish, and see our goods in stock. By using arguments along this line I have never failed to get the cash. Another advantage of offering discount is when you are quoting prices per M. and the customer will come in who will undoubtedly want a small bill of material or estimate figured on, and he will want prices per M. You may quote him prices per M. and in many instances they will endeavor to jew you down, say for instance your regular price is $24, your customer wants to buy a bill of material and you cut the price $1 per M. asking him $23. The customer as a rule will advertise this price among his neighbors. If you use the discount, you keep the regular price before him, and in nearly every instance he will advertise the regular price among his neighbors. He may mention the discount, but he will not be giving his neighbors information that will cause them to say if they ask for prices per M. on a small bill of lumber and you ask them the regular price, that their neighbor has purchased at a better price. The advantages in favor of the system are unlimited and it is impossible for me to cover and explain all of them, but I am positive that, if the retail lumbermen throughout the country were to take hold of the proposition, making a thorough study of it, becoming thoroughly familiar with the discount, and its advantages, so that they would be enabled to make the proposition clear to their customers, they would have the same success that we have had, and would find greater pleasure in doing business, and better satisfied customers. Both the dealer and the customer would benefit from a financial standpoint.

## Lumbering on the Saskatchewan

The timber in the Prince Albert region is mostly spruce, with a little tamarac, the average diameter of the wood cut being about 14 inches at the stump. The lumber put out by Prince Albert compares very favorably with the harder woods found in other lumbering districts of the Dominion, and can be used for practically every commercial purpose when manufactured. About the middle of October the lumber companies hire their men and get in their winter supplies. The first snowfall gives the date for hauling the cut logs by horse draft to the skidways, where they are picked up by the ice locomotive, which takes them to the nearest waterway, where they are dumped and left till spring when the ice melts and the drives begin. "Driving" consists in floating the timber down stream, the drivers with calked boots keeping the raft on the move until the river becomes wide enough for the formation of rafts. Raftsmen then bring this conglomeration of tumbling logs into some sort of order and form rafts consisting of two or three thousand logs which are then towed down to wherever the sawmill carries out its wonderful work of reducing the great rough timbers to mathematically accurate pieces of finished wood ready for the manufacturer and builder.

First comes the rough timber from the mill pond, caught by the endless chain, dragged in lengthways, and dumped on the log deck where four or five logs are already waiting to be operated on.

Then from the log deck one log falls into the iron clutches of the carrier, a rail trolley worked by two engineers, which rushes ceaselessly back and forth alongside the band saw, like some evil genius feeding an ogre in a fairy-tale. A shrill scream follows as the saw bites through the roughwood like butter, and then in place of the rough log is a smooth plank. Back snaps the carrier; the saw shrieks again, and a plank falls away; once more, and another plank is shorn from the side of the forest giant; and so continues the process until the whole log, perhaps 25 feet long by 20 inches in diameter, is sawn up into rough planks of whatever thickness is required by the quality of the wood.

Now another series of endless chains snatches these planks and carries them to the "edger," a machine for cutting the lumber to the correct width, and thence to the "trimmer" which equalizes the length. Edgings and trimmings are carried to another part of the mill, where they are made into lath 4 feet long, and there is little left when the lath-makers are through. Such as there is the mill sells locally for firewood. The sawdust is utilized for keeping alight the big furnaces that supply the steam power to the machinery. There is no waste here.

Then the planks, now of uniform length, width and thickness, are passed out to the sorting shed, and piled for seasoning acording to their quality and description. When in condition the rough planks are run into the planing mill, thence to emerge in the shape of finished products—sidings, floorings, moldings, shiplap, etc., and then they go to the flat cars that carry out of Prince Albert two trainloads of lumber a day for the hungry young cities that spring up on the prairies like mushrooms after rain.

### The Romance of the Lumber Business

Listen with all your might as the superintendent of the mill shouts facts and figures about feet and prices into your ear above the screaming crescendo of the saw; get a peep into the roaring Gehenna of the furnaces; walk through the long fragrant aisles of piled up spruce in the sorting sheds; watch the blue-clad men loading long strings of flat cars—150,000,000 feet are turned out annually, you remember, and two trainloads go out every day—and you will see pictures that one need not be an artist to appreciate. Here is not only the picturesqueness of color—blue overalls and creamy-yellow-pink planks; dark pines and silver river; dim-vistaed interiors flashing with the steely ribbon of a saw, the orange glow of a forge, the slanting spokes of sunshine in the dusty air—but the romance of trade, the romance of man pitted against nature and beating her romance of derring do just as real as when Sir Walter's knights whaled the everlasting tar out of each other. And when you look further and see how many little hopes of new homes these 4-inch and 8-inch spruce planks mean all over the prairie West you realize that the romance of the lumber business is the romance of the making of a new empire.

Government returns in 1913 state that the largest timber belt in the Dominion extends for 3,000 miles across the continent, and is 200 miles wide, and that this zone, which is practically inexhaustible, traverses the northern portion of Saskatchewan. Prince Albert stands in the northern fringe of this area and therefore the settlers in this district have no fear that they will suffer from lack of either building material or of fuel, and this is a big factor which must appeal to the homesteader with double force.

The lumbering interests help here to build up the country. The settler is sure of employment during the winter if he can swing an axe or a peavey—or if he is willing to learn. Nine-tenths of the men who get out the logs all winter in the limits forty, fifty or a hundred miles the other side of the North Saskatchewan are farmers the other seven or eight months of the year. No longer does the coming of the "jacks" to town mean a season of revelry and riot when decent householders stay indoors. The men from the camps stay in the city only as long as it takes them to get a train for their quarter-section, or maybe buy a piece or two of farm machinery. The average lumber jack no longer lives by wood alone.

### Largest Employer of Labor

The lumber mills are the largest employers of labor in the district, and are modern in every respect, the machinery being so perfect that it constrained a well-known scribe to refer to the works as the "Human Mill," and so brilliantly does this industry shine in the city that Prince Albert has been referred to as "The City of the Silver Saw." The number of one company's employees varies from 2,000 to 1,000, according to the season of the year, and the great plant runs continually day and night for the major portion of the year.

At the freeze-up the farmer leaves his hardened acres and hires out to the lumber camp. Last winter 10,000 men must have been so hired there, and most of them were homesteaders. Some, of course, were professionals from the camps in old "Kebec," from Michigan or Minnesota, or the other lumbering States. For a few days they linger in town, and then they are gone to the deep woods to reappear no more until the pussywillows hang out their catkins along the river's edge. Recently wages ran from $25 to $45 a month with board, and four months' steady work was a surety. Once, that roll would have lasted about a day and a half buying drinks for the crowd over the Prince Albert bars; now the quiet-eyed, taciturn men who come in from the camps reckon it in terms of a new binder or a couple of grade Jerseys and some Government-inspected seed wheat.

This condition is one that will last for a long time, for although Prince Albert will grow bigger and more varied in its interests, lumbering is going to remain a big asset to the city for a long while. A recent computation places the total amount of timber in the limits of the Province of Saskatchewan at 5,000,000,000 feet, or roughly 2,000 square miles of limits. The total cut in the Province a year ago was about 175,000,000 feet, so that, allowing for damage from fire and other sources, it will take fully twenty years to cut out the present limits. Each year, of course, the camps are moving farther away from civilization. The nearest now is thirty-five miles from Prince Albert and is reached by team. Farther to the northwest, where the Big River Lumber Company operates a five-hundred-mile-square limit, Mackenzie and Mann have pushed steel the ninety miles to the mill. As the present limits are cut out the companies move further back, although at the same time it will be possible to cut over the limits which are being cut now. Indeed to-day some of the limits that were cut over ten or fifteen years ago are being re-lumbered.—John S. Woodward in the American Lumberman.

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## The Successful Country Retailer

The successful retail merchant of the rural districts is frequently pointed out by his less successful brother in business as a man who has gained his prestige in some mysterious way and only too often the question of the honesty of his purpose enters into personal reflections made on the subject. In consequence when we learn of the man who regards the achievements of such a successful individual as an inspiration his thoughts are worthy of reproduction.

"It is an easy matter," said a retailer to me recently, "for the country merchant to condemn the policy of the department store in the city of forty or fifty thousand inhabitants as well as those of the larger cities, of reaching out and drawing trade from the farming sections, from fifty to a hundred miles or even greater distance, as unfair and the buyer who patronizes them as shortsighted and his practice not within the general scope of home and community development. In many respects the arguments they may have to offer in this connection are full of truth and sound basic principles, but, this merchant has much to learn from the very concern he criticizes. The proprietor of such an establishment pays as much attention to keeping his country customers informed about what is going on in the store as he does to keeping his city shoppers posted through the advertising columns of the local paper. The merchant values his country patronage and considers it worth any effort that he may exercise in controlling and attracting it. He will tell you it is a mistake to think that the country consumers are either small buyers or bargain hunters for cheap goods. He will further tell you that the house at a distance that sells such customers goods of poor quality, below certain standards, even though prices are below local quotations, does not continue to receive the best patronage.

It is true that there will always be a certain class of people who will buy anything that is cheap, but the percentage is small.

### Learn What Patrons Want

"These merchants usually make it a business to learn as near as possible, customs and habits of the people with whom they deal. This does not necessitate an extended investigation into their mode of living or anything of that nature, but simply requires close observation of their customs and methods of dealing with merchants. In this manner he finds out that a great many country buyers still cling to the end-of-the-week buying habit. To this habit he caters entirely,

and further intensifies their interest by conducting such legitimate sales as every buyer has a keen interest in when the saving is apparent and is on standard goods. If this attracts them they are even more attracted by the regular arrival of new merchandise in different departments and the store appeals to them most of all as a place where something is always happening in merchandise. This is a feature of business that a great many retailers of lumber overlook. They seem to forget for the moment that the suggestion of the arrival of a new car of flooring, for instance, particularly well matched and milled, might be of interest to the community. They sometimes forget that in the power of suggestion lies the very essence of sales prospects. I have even known retailers to add new lines to their stock without making any particular public announcement of it. Much has been said about the handicap suffered by country stores in competition with the city stores and mail order houses but undoubtedly the chief difficulty arises out of the fact that the customers of the average country merchant have never been taught to watch his place as one where something interesting in merchandise is happening at all times. The country merchant gets in goods from week to week but the customers usually have to discover this fact for themselves or go without the knowledge. He may have planned on putting a ventilating system in his barn but has had no previous information that his local lumber dealer could install a very complete system of this nature. He may have desired to put a new roof on his chicken coop but last time he inquired for roofing the local dealer had only the three ply kind where he figured one ply to be the most economical and to meet his requirements. He has not been informed that the local dealer has had a new shipment and that the one ply is in stock.

"From time to time the city merchant gathers up a lot of odds and ends of merchandise and closes them out at cut prices, turning them into ready cash and in turn puts the money into fresh stock. This is seldom done by the country merchant and almost never by the retail lumber dealer. I recall at this time a story that was told to me of a banker who was induced to put in a retail lumber yard in the town in which he did his banking business and among other things had purchased some five-eighths inch hardwood flooring. Against advice he had purchased large quantities of this and as the district in which he was operating was one in which new buildings were the rule, he naturally did not have a heavy call for this thin flooring. This stock stood in his lumber shed for some five or six years and the salesman who originally sold the stock finally suggested that in order to reduce his holdings he advertise the stuff and sell it at about cost. An advertising campaign was started, the principle of it being to show just how easy it was to lay these floors right over the old-time floor and as a consequence the demand picked up very greatly and the stock was reduced to a point which did not make it a burden. Much of the loss on this purchase could have been done away with if the sale had been started after it was apparent that the stock was not going to move rapidly through the usual channels of buying. It is, however, a good example of what the retail merchants expect in the way of self-selling goods.

"Manufacturers of special lines to be handled to the trade through the retailer complain of this bitterly; say that the retail lumber dealer does not cherish the problems of competing with the direct silo house, or the direct culvert manufacturer, or the direct sellers of any of the kindred lumber yard specialists. In this respect it seems to me that the lumber dealer might look himself over carefully and make note of his weaknesses in this line. Any manufacturer of special or regular stock handled through the retail lumber merchant is always willing and pleased to co-operate in every respect with the retail merchant who handles his goods. This is merely a matter of self protection and self interest. Yet he says it is seldom that he has an opportunity to help work out the problems of the retailer who has perplexing complications before him. In his estimation the retailer is all too willing to throw up his hands and say 'It can't be done.'

"In meeting this outside competition the country merchant has come to attach too much importance to the fancy attractions of cheapness, but the responsible concerns that bid for this very business are ready to assert that cheapness is not the best appeal to country customers. The secret of the whole thing is that city stores use merchandise as news. They draw customers because everybody is interested in seeing what there is new, novel, labor or time saving, and anything that helps to develop the comforts of life. The country merchant cannot compete in size and range of stock, but he can do this much and should show his holdings to better advantage. He can teach his customers that when visiting his place of business they will find some one ready and capable of giving expert advice, that they will see new goods, and latest types of materials, building designs, and in other words could hardly fail to make such a visit without going away with added knowledge or something which has made that visit worth while. It is then up to the dealer to make this a true realization. On a small scale almost every country store can utilize these city store methods. It is common mercantile experience that these methods pay whenever used with intelligence."—Mississippi Valley Lumberman.

## Specifications for Kiln-Dried Lumber

By Harry D. Tiemann

There are few manufacturers of wood who have not had complaints of one kind or another as to the unsatisfactory behavior of their products after they have left the factory in apparently perfect condition. Sometimes the troubles such as cracking, warping, or cupping are the purchaser's fault, sometimes they are due to conditions to which the product has been subjected during handling or storage between times, and sometimes they are due to the fact that the wood was not suitably dried for the purpose to which it is uitlmately put. In any case the manufacturer is likely to get the blame; and the trouble indiscriminately laid to the drying conditions. The manufacturer in his turn passes the judgment along to the dealer who supplied him the "thoroughly kiln dried" or "long air seasoned" material. But who is to say whether the drying in fact did fulfill the specifications, and furthermore whether the specifications were at all adequate for the purpose? Grant for once that the exact condition of the lumber most suitable for the article in question was known, and that the manufacturer could state just exactly what he needed so as to leave no room for dispute as to the product furnished him: How much saving would that be all around? Suppose he could specify the amount of moisture that must be contained in a certain shipment of lumber in the same way as specifications for steel call for certain amounts of phosphorous and sulphur and provide for its rejection if it does not prove up upon analysis; suppose we could say that a given lot of lumber must be dried to an average of 6 per cent. moisture, with a maximum variation of two per cent. at the time it is removed from the kiln, that the interior must not contain more than one per cent. excess moisture over the surface; that upon resawing, it must not cup, due to case-hardening, more than a given amount; that it must not have been heated above 160 degrees F. at any time in the dry kiln. It would not only forestall many of the complaints but it would most certainly lead to much more efficient and correct methods of drying. More than this, it would give a basis upon which complaints of defects now ascribed to improper drying could be refuted when the defects were in reality caused by improper treatment after shipment from the factory.

The questions will naturally be asked: Are we yet in a position to draw up specifications of this kind? Do we know enough about the subject?

It is true that present practice is too diverse to warrant advocating refined specifications all at once, they must come gradually, and in step with improvements in dry kilns and methods of drying. But it is fair to say that nothing would tend with greater force to do away with bad practice and carelessness in kiln drying and the institution of scientific intensive methods to the decided betterment of all lumber products, than the acceptance of uniform logical specifications for kiln dried material.

While there still remains much to learn about the moisture relations of wood, and the field of the unknown may greatly exceed that already explored, yet I feel that there is enough known about drying wood to form a foundation for at least a tentative set of specifications for kiln dried lumber.

The United States Forest Service has been conducting a series of experiments in kiln drying wood for a number of years, and has designed a kiln in which the three fundamental requirements of good drying are accomplished—regulation of humidity, ample and uniform circulation, and control of temperature. In this kiln the humidity is under control of the operator, and the temperature is automatically regulated. Two of these kilns are in operation at the Forest Products Laboratory at Madison Wis., and others are under construction. The Forest Service will be glad to lend assistance to the movement for the betterment of the drying of lumber through the data derived from experiments and study. A beginning must be made somewhere, before progress can take place toward a general improvement of conditions in this line of proper specifications for dried lumber. The situation is somewhat analagous to the serious setback of spring, I believe it was in Montreal; the trouble seemed to be that warm weather could not come until the ice broke up in the river, and the ice could not break up until warm weather came. Yet it is safe to suggest that both things happened in the course of time!

But who shall start the "ball a-rolling?" It seems to me that right here is the need for a dry kiln association—not an association of dry kiln manufacturers nor one of lumber dealers, but an association on broad lines, of national scope entirely untrammelled by local interests or special influences, and with a constitution to that effect. It should include both hardwoods and softwoods, and thus tend to eliminate friction between contending interests such as exists at present between some lumber associations where each is promulgating their own species and with no thought of the broad principles of the best utilization of wood as a whole.

A chain is no stronger than its weakest link and the finished lumber is no better than when it comes from the kiln, however nicely it may be varnished. More attention given to the kiln drying link of the lumber business will mean a stronger position for lumber in the future.

## Planning the Year's Business Campaign

Another year of experiences has been added to the sum total of our knowledge, and it remains with us whether we profit from them or otherwise. To the older dealers most of these experiences have been a repetition of what they have had before, but to the younger men, many of them have been new in character or more or less profitable. All experiences are beneficial, though they may not at the time seem so. A mistake that entails a loss is regarded as an injury but out of it comes wisdom that gives us discretion and makes us cautious about making the same mistake again. Every year we make a number of mistakes in our business. The smaller ones we are apt to forget. The more serious in character and results we remember and they exercise a governing influence in our future actions. No doubt most of you made some mistakes last year that you won't forget for awhile at least and the recollection of their experience will "put you wise" to getting caught again the same way. But the lesser mistakes you will keep on making because of the changing form of the cases in which they occur. If you ever lose a large account from the failure to file a lien in time you are pretty sure not to do so again, but you will continue to get caught on small amounts, solely because at the time they seemed plausible in their promise of collection.

It is a common fault with most business men to allow themselves to continue doing things which they know are not warranted by good business principles. One of our best business men here told me the other day that he knew if he followed the dictates of his best business judgment he would make fewer mistakes than he did. He admitted that he sold goods to people sometimes where the possibilities of their paying for them were in fact too small to take a chance on. We like to think in such cases that there is something back we don't know of that will favor us, and not until we get "stung" do we know we were mistaken.

After invoicing and figuring out the inventory and getting a summary of the year's business, I've no doubt that the results will on the whole be fairly satisfactory to the large majority of dealers in the country districts. The business this year has been more favorable to them in the making of profits than it has been to those in the larger cities. If business has not been profitable to country dealers having a fair trade it has been chiefly because of their unfriendly relations with their local competitors; which is the greatest mistake they have made during the year, and the outlook for such dealers cannot be said to be a cheering one for the coming year. In the majority of such cases it is a mutual mistake of the two dealers and can only be rectified by a mutual willingness and action together. Each dealer is laboring under a mistaken understanding of the other fellow and the most important, as well as being the right thing to do, is to get together and correct the mistaken ideas concerning each other. Find out the differences that cause the friction, and then adjust them. There are many ways in which the two dealers in a country town can work in unison without having an agreement on prices. It is a fallacy with many dealers to think that the maintenance of prices is the prime object of getting together and if this can't be secured there is no use for it. Now, of course this is eminently desirable, but in the obsession to secure it we lose sight of the fact that by working together in friendly relations in promoting and developing the business of the locality this matter of prices will regulate itself to the mutual satisfaction of both parties.

### No Visionary Scheme

This is no unworkable theory I am talking about for I have seen it demonstrated in several instances. I live in a community where the business men are working together in promoting the interests of the whole community. Anything that comes up that will make it a better town for everybody to live in is taken hold of and pushed to a successful completion. In contrast with former days there is now none of the old time cut-throat competition and yet there is no agreement on prices. There has developed instead a keen competition in business service, an emulation that is making better business men of them. The stores that sell the most goods and get the best prices are those that give the best service. It is only the "cheap skates" who cut prices to get business, and they have no standing with the higher class of merchants who rely on quality and service to draw trade. No doubt you probably think that you are rendering all the service you can afford in carrying the amount of accounts you do but this is a service that requires no great amount of brains to give. The cheapest kind of a business man can do this with the least exertion, but it takes a higher order of business ability to give a service that will create more business through the educating of public sentiment for a better class of buildings, and in other ways developing the productive capacity and spending inclinations of the farming community. Now, if both dealers in a town will get their heads together and work to give this kind of a service the question of satisfactory prices will be settled without any particular agreement. It is hard to get good prices without working to get them by giving the service to create and draw the business. It is made easier if two dealers will combine their efforts to obtain it and they make a costly mistake if they don't do team work for this purpose.

It is often said and generally agreed on that there are too many yards in the country districts. That is one thing we do agree on without any combination. The only solution that is seen is the gradual freezing out of the weakest, which in this case, means the poorest business men. But this is a slow and costly process in the retail lumber business and really means the getting of business by taking it from the weaker yard and it is done too chiefly by the cutting of prices.

There is a growing sentiment among the thinking minds of this country in favor of turning our attention to making our natural resources more productive than they are. We are coming to know that our farming land is not producing half what it is capable of and our whole agricultural industry is backward in its productive results. As one result of this, our country towns are lacking in progress. This sentiment I speak of is resolving itself into a forward action for a more aggressive improvement of these conditions. There is a nation-wide movement to educate public thought and sentiment for it. The danger is becoming apparent of building up our large cities at the expense of the country towns and various ways are being devised for diverting population to the farming districts and keeping it there by increasing the productivity of the farm and making both the farm and the town more attractive to live in.

### Must Create New Demands

This is one of the great economic questions of the time for our national solution and it has a direct bearing on this question of multiplicity of country lumber yards. With the growing conditions of fewer land owners and more farm renters there is not going to be very much increase in the present normal demand for building material in the country towns and on the farms and with the growth of co-operative agencies among the farmers, the mail order house, and other forms of outside competition, the lowered margins of profit will necessitate the handling of a larger volume of business with the consequent fewer number of yards. In view of this, therefore, it looks like a short-sighted policy for country retailers to fight among themselves for what business there is and lose profits they are legitimately entitled to, when by using common business sense they could work together in a lawful harmony to preserve them. It looks, also, that if the present number of country yards is to continue there has got to be some concerted effort by the dealers to develop the possibilities for business in their respective localities by the means of creating and stimulating the demand for more and a better class of buildings, and along with this also extending their active co-operation with other agencies that are working for a greater productivity in farming and thus increasing the buying capacity of the farmers in their localities. In order to do this more effectually there must be a working harmony among the local dealers. They have got to consider their locality as one big farm and they acting as partners for the purpose of intensively cultivating it for the production of more business. When dealers turn their competitive instincts in this direction there will be a longer extension of their lease as country retailers. If they don't the days are numbered for a good many who are now scrapping for a "place in the sun."

The trouble with the retail lumbermen has been the misdirection of their competitive efforts to get business, which has resutled in a waste of competition among them. An old dealer once said to me, "I believe there are more darn fools in the lumber business than in any other," and he was candid enough to add, "and I don't know but I've been as big a one as any." Perhaps some of you, too, in looking over the last year's business will admit to yourself what the old veteran did to me. Men work hard in striving and competing in a competition that is a large part of it pure waste of effort and they never seem to realize that it is so. About all they get out of it is experience but it is experience that doesn't keep them from doing the same things over again. Lumber dealers might learn a lesson from the railroads of this country that now, having their rates fixed by Government Commission and being unable to compete for business in this way, have directed their efforts for increasing their business by developing their territory into greater productiveness and also competing in service to the public. Supposing now, that the retail lumbermen were obliged to do business on a price schedule fixed by the state or federal authority. What would they do in that case to exercise their competitive disposition? Don't you think that they, too, would do as the railroads are doing in making their territory more productive and attracting business by better service There may be flaws in this illustration but you will, I think, get my idea sufficiently to understand the application.

### They Let Lumber Hibernate

Years ago it was the general rule for lumber dealers, after the winter had shut down, to forget, as it were, anything concerning building matters and turn their attention to looking after the coal end of their business. Along about the latter part of February they would begin to enquire of the contractors if they had heard of anyone who was talking about building in the spring. If any were reported

as talking that way, the fact was noted as one of the favorable signs of a spring trade, and the dealer would be content to wait till the party came around to the office to talk with him about it or till the contractor had brought a bill to get an estimate on. Perhaps he might run across a party up town who he had learned had been talking to a carpenter about the prices of material, and indicating that he might do some building in the spring if they were not too high. The dealer perhaps told him to bring around his bill when he got ready and he would make the prices all right for him, and before parting he might take him in the drug store and set up the cigars or the beer at the saloon, as the case might be. This sort of thing was about the extent that dealers went in drumming for trade in those days—just inquiries, at casual times, when they happened to think of it when talking to a farmer or carpenter.

I wonder if there has been a change in this respect since those "good old days" when we held an independent attitude in the matter of building and assumed that as lumber was the only material at hand they had to buy it of the lumber dealer. Everybody knew where the lumber yard was in the town, so what was the use of spending money for advertising in the paper or bothering about hunting up people to find out whether they were going to build or not? It was supposed that they knew their own minds and their own business, and it was time enough to figure their bills when they got ready to build. I wonder, too. if there are dealers who hold this same attitude in these days of rural free mail delivery, mail-order house competition and advertising of substitutes for lumber. Probably there are some who do. It is possible that a large majority of dealers to-day feel and act in this respect just about as the majority always has. Doubtless this is so, because all our training as lumber dealers has been on the supposition that lumber was the only material to build with and selling it to people when they wanted it.

Salesmanship to us old dealers was simply a matter of going for the bills after they had been made out and by "hook or crook" beating a competitor out of the sale of them. That was the big idea then in going after business. Such a thing never entered our minds as acting as a creative agent to stimulate people to want something they had not thought of, or building before, or different from what they had intended to. That idea had not been incubated then among lumbermen, nor, in fact, in any other retail business either, and yet, the idea has always been unconsciously used by successful salesmen. An old Jew clothing man since told me that the secret of selling goods was to sell people what you wanted them to buy instead of what they wanted. Most of you won't agree with that, I know. It might work in the clothing business but it is hardly workable in trying to switch off an old farmer from what he wants from a lumber pile. Nevertheless, this creative idea is being introduced in the retail lumber business by the more progressive element among the dealers. Every dealer who has adopted the Porter-Ballard plan book system is employing this idea in inducing people to change to a more imporved style of architecture and planning of their homes for greater comfort and convenience. They are using it in persuading farmers to build modern houses on their farms instead of the old style that they had intended to build. Enterprising and progressive dealers are educating the public through the use of a persistent course of advertising to a better understanding of the merits of different kinds of lumber for different purposes. They are in this way creating a demand for hardwood floors and finish and many other things which people entertained no particular desire for until the latent wish for better things had been stimulated by this creative spirit of the enterprising lumbermen. The number of this class of retailers is on the increase, though they are as yet not very numerous. It will take some years yet before the present average is materially raised to the standard of scientific selling.

### A Good Time to Begin

The present month and the next can be made the seeding time for a good deal of the year's trade, and if the lumbermen don't use measures for taking advantage of it, it is pretty certain their territory will be worked by the silent and unseen salesman who enters the home of every farmer and sows the seeds of dissatisfaction against the local lumberman and other business men of the town, and at the same time planting the seed of desire for things that the farmer and his family didn't know they wanted. Not many salesmen are calling on the lumbermen at this season of the year but on every train that stops in the town there are scores of these unseen salesmen put off in the mail sacks to appear in a few hours at a farmer's house where they are welcomed and eagerly consulted. The salesman asks them about their intentions concerning spring building and to fake out a specification of their wants, at the same time offering special inducements in the way of very low prices and the best quality of material and many other specious promises and arguments that appeal to a farmer's prejudices and imaginary ideas of the advantages in dealing direct with the producer. Every one of these catalogues, circular letters and advertisements in the farm papers is a salesman that operates through the mental influences of suggestion, inducing desire and incentive to obtain that which is set forth as an advantage to the purchaser.

There are few things that appeal to the intelligent imagination so strongly as the marvellous influence these salesmen have had in developing the business of this country. Just think, for instance, what would a mail order house be without its catalogues and its system of correspondence? Who would ever hear of it excepting those in the immediate vicinity? In fact, it wouldn't be a mail order house at all but just a common store where people come of their own volition to get what they want. What makes these great mail order concerns the success they are is because they go out after the people and go right where they live, not in person, of course, but through the medium of their catalogues and price lists, which they keep sending out as regularly as the salesman with his sample cases calls on the merchants in his territory. And the farmers have come to look for them just as you do for the salesmen you favor with your orders. And they are better acquainted with, and have a more extended knowledge of their catalogues than they have of any of the stores in town; your lumber yard included. This is a part of the new competition that has come into the retail business to make itself seriously felt within the past ten years, and it is growing more so every year. It follows, then, that the old methods of doing business must be changed to meet it and corresponding methods adopted for overcoming the influence of these silent salesmen that are the very life and support of these huge competitors of the country retail merchant. The mail order house may not sell many bills in your territory, but all the same, they exert an influence on every bill you figure for you don't know what effect the catalogue salesman has had on your customer's mind. You may try to find out but you can only guess at it. So you make your figures to conform to this conjecture and they are not as large as they would be if you knew for sure the farmer had no catalogue salesmen to consult in his studying over the matter of building. So, in this way, this form of competition is having an appreciable effect on the profits of your business.

### Had Their Own Way Long Enough

The mail order people have been having things all their own way because the country town merchants have persisted in running their business in defiance of the change that has come in the facilities of transportation and the retail business conditions in general. There is no way possible to prevent these concerns from going to the people through their silent messenger-salesmen, and so it is up to you and every other country retailer to get after them and chase them under cover. You can do it by adopting a policy and methods that are even more effectual than the catalogue and the farm paper advertisement. There is no catalogue that can stand up against the influence of the right kind of a personal talk and an intelligently conducted aggressive policy, and this means that you should meet face to face the people in your territory and cultivate a personal acquaintance with them. You have got to consider the farmers as much a part of the town community as the towns-people themselves and look after your interests with them as you do the residents of the town. The cheapening in the price of automobiles has made it possible for a dealer to make a personal call on every farmer in his locality every month or oftener during the year, and every yard should have a machine now as a part of the business outfit to compete with the sales agents of this foreign competition that visits the farmers over the rural mail routes. In this way a dealer will in time become as well acquainted with the building prospects and need of improvements in his territory as he is of the community living within the town limits. And with this information he is prepared to counteract the influence of the invisible competitor.

Along with this policy of personal visiting among the farming members of this community every dealer should take a business census of al the farmers within the radius of what he deems is his legitimate territory. He might go a little outside that, according to the circumstances governing existing conditions of local competition. This census should, as far as possible, include the financial and credit standing of every farmer on the list. As I have at other times recommended, this should be put in the form of an index card system for convenience in making notations of personal calls and the sending of circular letters, together with any specific information of a business value. It is the time of the year for planning, not only for what business may come in the old normal way, but also for the creating of a larger demand and keeping the business at home where it belongs. This is what we all think. At the same time, however, we must remember that nothing belongs to us but that which we work for and get. And in view of the outside competition in its most strenuous and insidious form, the retailers must change the character of their methods and go after the business in a systematic, scientific manner instead of waiting for it to turn up in the old haphazard way. Make this winter your seeding time and prepare for gathering the harvest. Don't go at it blindly any longer.—C. H. Ketridge, in the Mississippi Valley Lumberman.

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The 16th annual business meeting of the Canadian Forestry Association will be held in the Carnegie Public Library, Ottawa, on Tuesday, January 19th, at 8 p.m.

# WANTED & FOR SALE DEPARTMENT

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 15 cents per agate line (14 agate lines make one inch.) ($2.10 per inch) each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word net. Cash must accompany the order. Minimum charge 50 cents.

Advertisement must be received not later than the 10th and 26th of each month to insure insertion in the subsequent issue.

## Wanted—Lumber

### Basswood Wanted

No. 2 Common and Mill Cull. Winter cut preferred. Apply Firstbrook Brothers, Ltd., Toronto, Ont. 7-tf

### Wanted

2,000,000 ft. White Birch Sqs. ⅞-in., 1-in., 1⅛-in., 1¼-in. up to 2-in. Lengths 2-ft., 3-ft., 4-ft. and 6-ft. Clear stock. Write M. Mitchell, Lucknow, Ont. 1 t.f.

### Birchwood Wanted

5-in. thick, 6-in. wide and up. Must be air dried 1912 cut.

LAMONTAGNE, LIMITED,
338 Notre Dame Street West,
1-3 Montreal, Que.

### Wanted To Buy
### Good Merchantable Spruce

| | |
|---|---|
| 100,000 ft. 2 x 6 | 50,000 ft. 3 x 8 |
| 100,000 ft. 2 x 8 | 50,000 ft. 2½ x 7 |
| 50,000 ft. 3 x 9 | 25,000 ft. 2½ x 6½ |

all 10 ft. and up long. Terms 75 per cent. cash against B/L; balance on arrival and inspection. Immediate shipment. State price f.o.b. shipping point. Write P. O. Box 1595, Montreal, Que.

## For Sale—Lumber

### For Sale

400 Spruce Spiles, 60 ft. long, 7 in. tops. Also any quantity Spiles 35 to 50 ft. long. Prompt shipment.

The Northern Lumber Mills, Limited,
21-t.f. North Cobalt, Ont.

### Wanted to Sell

One to five million feet of 8 x 8's to 24 x 24's, 12 ft. to 18 ft. long, No. 1 common pine timbers, rough or dressed. To be shipped as fast as cut, approximately four hundred per month.

PERRY-FRASER LUMBER CO., INC.,
23-2 Noxapater, Miss., U.S.A.

### For Sale

1 car 2 in. Rock Elm, No. 2 and 3 Common.
1 car 2¾ in., 3 in. and 3½ in. Sound Rock Elm Hearts.
1 car 2½ in., 3 in. and 3½ in. Maple, No. 2 Common.
2 cars 2 in. Maple, No. 2 Common.
1 car 2 in. Maple, No. 3 Common.
1 car 1¼ in., 1½ in. Beech, No. 2 Common and Better.
2 cars 1½ in. Beech, No. 1 Com. and Bet.
3 cars 1½ in. Beech, No. 2 Com. and Bet.
30,000 Cedar Posts, 8 ft. long.
1,000 cord 4 ft. Hardwood Slabs.

This stock is dry and in good shipping condition.

WM. PEDWELL, Lumber Merchant,
15-t.f. Owen Sound, Ont.

### We Can Cut To Order

Spruce or White Pine Timber up to 12 x 12. Inquiries solicited.

H. C. DUNBAR,
1 t.f. Haileybury, Ont.

### Lumber For Sale

200 Pieces 1 x 15 and up 22 ft. Cypress.
375 Pieces 1 x 15 and up 24 ft. Cypress.
Clear for boat building, in stock at Montreal.

GEO. C. GOODFELLOW,
c Montreal, Que.

## For Sale—Machinery

WOODWORKING MACHINERY FOR SALE: 2 24-in. planers and matchers; 4 12-in. buzz planers; 1 No. 51 Crescent universal woodworker; 2 10-in. four side moulders; 1 Cowan hollow-chisel mortiser; 2 Canada Machinery Corporation dimension saw tables; 1 42-in. power feed band rip saw; 1 54-in. band resaw; 6 30-in. Ideal pedestal bandsaws; 1 No. 503 tenon machine, double heads and copes. H. W. PETRIE, Limited, Toronto.

### Rebuilt Veneer Machines

We have the following rebuilt Coe veneer lathes and clippers ready for immediate shipment:

Lathe, 50-in. swing, 88-in. knife, 6-in. spindles.
Lathe, 50-in. swing, 64-in. knife, 6-in. spindles.
Lathe, 50-in. swing, 64-in. knife, 5-in. spindles.
Lathe, 50-in. swing, 76-in. knife, 6-in. spindles.
Lathe, 42-in. swing, 52-in. knife, 5-in. spindles.
100-in. power clipper.
64-in. foot power clipper.

These machines are decided bargains and carry the same guarantee as we give our new ones. Prices on application.

THE COE MANUFACTURING COMPANY,
23t.f. Painesville, Ohio.

## Wanted—Employees

**Advertisements under this heading two cents a word per insertion. Minimum charge 50 cents**

Wanted—First class mill superintendent to have entire charge of operation of spruce mill, capacity eight to nine million feet per year, located at Charlton, Ontario. Write, giving experience, wages desired and full particulars, to Smith, Fassett & Company, North Tonawanda, N. Y. 2

## Wanted—Employment

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents

Plaining mill foreman desires position. Twenty-five years' experience in sash and doors, interior fittings, veneer and stair work. Box 127, Canada Lumberman, Toronto. 2

BAND-SAW FILER wants position. Thoroughly experienced. Last employers not operating this year. Desirous of getting located permanently. Married. Age 33. Also good on circulars and machine repair. Can furnish A1 references. Box 124, Canada Lumberman, Toronto. 1-2

### Manager or Secretary-Treasurer

Position wanted by married man. Fifteen years' experience in every department of the lumber business. Successful manager of company manufacturing thirty million feet annually. Four years in wholesale and retail business as secretary and manager. Licensed log scaler. Can provide capital and furnish excellent references. Reply to Box 112, Canada Lumberman, Toronto. 24-3

Band Saw Filer open for position. Used to cutting hard or soft wood in saw mill or factory. Box 124, Canada Lumberman, Toronto. 2-5

Planing mill man expert in sales, advertising and estimates, with exceptional record for increased business and profits, will be open for new position January 1st. Will guarantee results for 1915 and will make pay contingent upon results. Apply Box 108, Canada Lumberman & Woodworker, Toronto. 23-2

## Business Chances

### Pulpwood Limit For Sale

A fine freehold virgin pulpwood limit for sale. Easy operation, rivers running to railway. For further information write to Box 122, Canada Lumberman, Toronto. 1 t.f.

### In the Supreme Court of Ontario

In the Matter of The Winding-Up Act, being Chapter 144 fo the Revised Statutes of Canada and Amending Acts.

And in the Matter of the Dominion Lumber Company, Limited.

Judicial Sale by Public Auction of valuable timber lands, limits and mills situate in the Province of Quebec.

Notice is hereby given that pursuant to the Winding-Up Order made in this matter and bearing date the 9th day of June, 1914, there will be offered for sale with the approbation of Geo. O. Alcorn, Master in Ordinary of the said Court and with the concurrence of the Royal Trust Company, Trustee for bondholders, by Public Auction by Fraser Bros., Auctioneers, at No. 453 St. James Street, Montreal, Quebec, at the hour of 10.30 o'clock in the forenoon on the 30th day of January, A.D. 1915, the following lands and premises and assets in one parcel:—

A.—In the seigniory of Ste. Anne des Monts, in the County of Gaspe, in the Province of Quebec, 1,000 acres more or less of timber lands, together with a duly equipped lumber and shingle mill, having a capacity of 25,000 feet of lumber and 125,000 to 150,000 pieces of shingles every ten hours, also dwellings, storehouses, repair shops, etc., also 289 square miles timber limits in said county held under Government license and numbered 22 to 29, estimated to contain over 350 million feet of saw logs, principally fir, spruce and cedar, and 595,000 cords of spool and pulp wood. Also logs in river estimated at 1,000,000 feet board measure.

B.—Near La Grande Vallee des Monts, in the County of Gaspe, in the Province of Quebec, 54 square miles of timber lands and 100 square miles licensed timber limits (held under Government license and numbered 30, 34 and 35) reported to contain 100 million feet of saw logs and 245,000 cords pulp and spool wood, together with new lumber mill fully equipped and having a capacity of 50,000 to 75,000 feet of lumber every ten hours, also a mill for sawing shingles and railway ties, with a capacity of 125,000 to 150,000 shingles every ten hours and all necessary shanty plant, etc.

The property will be offered for sale subject to a reserved bid fixed by the said Master in Ordinary.

**Terms of Sale.**—Accepted cheque for $10,000 payable to the Liquidators to be deposited with the Auctioneer by each bidder when making bid. Twenty-five per cent. of purchase price to be paid in cash and balance shall be paid in three equal annual instalments and shall bear interest at the rate of seven per centum per annum, such instalments to be secured to the satisfaction of the Liquidators.

The Purchaser may at his option pay the whole purchase money in cash.

The terms and conditions of sale in all other respects are the standing conditions of sale of the Court so far as applicable.

For further particulars apply to Archibald W. Stevenson, Eastern Townships Bank Building, Montreal, Quebec, Charles A. Millener, Deseronto, Ontario, Frank Denton, K.C., 20 King Street East, Toronto. Liquidators or to Masten, Starr and Spence, 58 Canada Life Building, Toronto, Canada.

Dated at Toronto this 14th day of November, A.D. 1914.

GEO. O. ALCORN,
23-2 Master in Ordinary.

### Timber Limits For Sale

Can be quickly and profitably disposed of by advertising them on this page. This is where buyers of timber property look for opportunities to invest. If your "ad" is here the investor will see it. Canada Lumberman, Toronto, Ont. tf

### Sawmill For Sale

Rare bargain. Big opportunity to go into the sawmill and store business in a small way. Sawmill, store, dwelling, stables and four acres of land, situated five miles from Southampton on the main road leading to Owen Sound. Capacity of mill, 10 to 12 M. feet per ten hours. In first class condition. Good supply of logs can be had for a number of years. Home market in Southampton for all the lumber, slabs and sawdust. For further information apply to J. Seibert, Southampton, Ont. 1-2

## Miscellaneous

### Wanted

6,000 ft. wrought or cast iron pipe, 3-in. to 6-in. desirable. Quote best prices. Edwards & McLeans, Bonaventure, Que. 2

### Saw Mill Wanted

Wanted to purchase a saw mill in good order, capacity about 75,000 ft. per 10 hours. Party buying desires to move mill. Apply Bartram Bros., Limited, Ottawa, Ont. 1 t.f.

### Agents Wanted

Large United States firm manufacturing steel wheels, farm trucks, handy wagons, logging and traction wagons, dump carts, engine trucks, etc., wants Provincial agents throughout Canada. Write stating what territory you can cover. Box 119, Canada Lumberman, Toronto. 1-3

### Wanted To Purchase

200 to 300 boom chains, ½ inch thick and nine feet long, with toggles and rings attached. Name best price for cash f.o.b. cars shipping point.

MONTEITH BROTHERS,
1-4 Rosseau, Muskoka, Ont.

### Wanted

Company with small mill and lath machine to take contract of sawing from one million to one million and a half feet of lumber during the summer of 1915. Apply Herron Brothers, Limited, 312 McKinnon Building, Toronto. 2

### Agents Wanted

One of the largest firms on the Continent making motor trucks, wants sales agents for whole or part of Canada. Putting out a truck which represents one of the most important advances in truck manufacture. It drives from all four wheels and likewise steers and brakes on all four wheels. Company very strong financially. Box 120, Canada Lumberman, Toronto. 1-3

### Rossed Pulp Wood

I will close a contract immediately for machine Rossed Pulp Wood, 24-in. and 48-in. long, quotations f.o.b. Cochrane, Ont., or at place of delivery. I have the control of a large quantity of pulp wood yearly.

I also have for sale 50,000 ft. of 1-in. dry White Birch.

L. BOIVIN,
23-2 Box 46, Cochrane, Ont.

### Do You Want to Buy or Sell?

If you wish to purchase or dispose of a particular stock of lumber or logs, a mill property or timber limit, or some second-hand machinery, the CANADA LUMBERMAN AND WOODWORKER will bring quick returns. Use our "Wanted and For Sale Department."

**Saw Mill Machinery For Sale**

Sawmill near Sellwood, Ontario, daily capacity 60,000 feet. All machinery including:—Log Ladder, Bullwheel, Steam Kicker, Log Loader, Stationary Steam Nigger, 42-in. Steel Carriage, 10-in. Steam Feed, 8 ft. Double Cutting Bandmill, Cast Iron Lumber Table, 5-Saw Slab Slasher, 48-in. Big Champion Edger, Trimmer, Transfers to Edger and Trimmer Tables, Sorting Tables, etc. Also, Independent Lathmill, Filing Room Outfit and Power Plant complete. This machinery is of the latest design, practically new and in excellent condition. Offers will be accepted for all or any part of this machinery, where it stands or F.O.B. cars Sellwood.

The Waterous Engine Works Company,
22-t.f. Brantford, Canada.

## The Woodworking Crafts and War

From the first wooden club to the present-day weapons is a long stride. Frontier log houses were pioneer protection. Dugout canoes preceded the era when as we are told by tradition the warriors of Greece went forth on the wooden Argo in search of the golden fleece.

Troy was captured by the aid of that mammoth wooden horse that held a daring group of Grecian invaders. Chariots, battering rams, scaling ladders, catapults, slings, gateways, portcullis, drawbridges, and other ingenious contrivances of the ancients tell on antique parchment and on many monuments of stone the part contributed by the woodworker to the art of war. McCurdy says that of operations in the field the famous example of Caesar's bridge over the Rhine—completed in nine days—will stand as one of the greatest of feats.

In modern times we have pontoon bridges, timbering for trenches, and the making of temporary and other bridges to replace those destroyed by assault of arms. Repairs and renewals of wheels and wagons are continuously demanded in wood. Huts and sheds, as well as their fittings for camps and hospitals, the making of wagons and cases for the transportation of supplies, all these and similar wants call upon the woodworking craftsman. Aeroplanes are largely of wood, walnut and other choice materials being used freely in their construction.

Even battleships are not free of this very convenient means of construction, their armor being bolted on to a stout backing of heavy timber, frequently teak.—Wood Craft.

## Arranging and Installing Machinery

It takes a lot of time to install machinery by the "cut-and-try" method, especially belted machinery, says W. F. W. in the Woodworker. I have tried it in close quarters, and invariably, after the machines are successfully located so they will at least "run," I have been all tired out. It is a foolish way to accomplish such work.

The best way I know of for rearranging present machinery and installing new is as follows: Make a plan on paper, to scale, showing all obstacles that are not to be moved, also showing all lineshafting, pulleys and bearings. Then make plan drawings of all machinery to be moved and installed, on a separate sheet of paper, to the same scale as the first. Also, make plan drawings of countershafts and pulleys that must go in. Cut out the latter drawings with a pair of shears, right up to the outlines and place them on the first plan drawing—the drawing of the entire shop. You can thus move the machines around beforehand as though they were checkers; can move a monstrous machine in a second. All interferences may be readily observed with the eye, and the best possible arrangement is effected in the simplest and most time-saving manner.

This method is even better than the method of immediately "drawing-in" all machines in lead pencil on a single sheet of paper. The lead lines can be easily erased, true enough, but even the erasing is unnecessary where the separate machine drawings are movable.

After corerctly locating the machines on paper, paste the separate machine drawings in their respective places on the large plan, which can then be intelligently followed in the actual installation. The most important point is, make all drawings accurately and to the same scale.

## Working Ground-off Saw

I use a ground-off saw for cutting thin strips about 3-16 in. by 3 ins. The saw is ground 21 gauge, and when I work it on the flat part of the bench the boards do not come out even in thickness. I am told that if I work the top of the saw, it will cut truer and better. Is this so? If so, why is it?—(M. E. O.)

Answer.—Working a ground-off on the bench will cause it to run out if excessive feed is used, especially if the saw is ground very thin. Whoever told you about working the top of the saw is correct, as working it there will cause the boards to come off more even in thickness than when working at the bottom of the saw. Naturally, you will not get such good cutting angles on the teeth when using the top of the saw, so the saw will not cut so freely. This again is compensated in a slight degree by using the thinnest part of the saw. The reason why a saw will cut straighter at the top than at the bottom is, it is more of a shearing than a direct cut. Put a piece you have to saw near the top of the saw and you will find that 3 ins. of the saw will tend to keep the cut a straight one, whereas if you work it on the bench, only about ½ in. of the saw will be making a shearing cut. That is the reason why you can depend on the boards being of uniform thickness when working the top of the saw. The same principle occurs when you work a saw just a trifle larger than the wood you are sawing. One quarter of the saw is cutting, while, when you use a large saw and only cut small stuff, only a small section of the saw is cutting. The quarter part of the small saw tends to keep the cut straight, while the small section of the large saw allows the cut to be of varying thickness. With swage saws this is very noticeable, the best work being done with saws just a trifle larger than the wood to be sawn.—The Timber News.

## New Type of Lumber Vessel

Two American gentlemen, both of Portland, Ore., have obtained an American patent on plans for a new type of vessel for service in the coastwise lumber trade. The vessel can be loaded with 5,000,000 sup. ft. of lumber in an hour, it is said, and complete the round trip between Portland and San Francisco in seven days, including the time required in taking on and discharging her cargo. The plans prepared show it to be in the nature of a "dry-dock" steamship. It is to be built in such manner that it can be submerged to a sufficient depth to permit two sets of barges loaded with lumber to be floated into the hull through bow gates. Five of these barges can be placed in compartments on each side, each of the ten loaded with 500,000 ft. of lumber. After the gates have been closed and all the water used for submerging pumped out, the cargo deck will be above them. The operation for discharging the cargo consists of flooding the central lower portion of the hull with water until the vessel sinks and the bow gates have been thrown open, allowing the barges to float out. There will be extra barges, making it possible for 10 to be loaded at leisure in port while the vessel is en route down the coast, carrying her capacity. It is expected that the system will prevent congestion of lumber on the docks. The barges are open and can be filled direct from the saws and planers. The vessel is 650 ft. long, with 80 ft. beam, while each of the barges is 100 ft. long, with 30 ft. beam. For the return trip from San Francisco it is said the barges will be loaded with fuel oil, asphalte, cement, and different kinds of general freight.

## Army Tent Pegs

The demand for army tent pegs has been enormously increased in Europe by the calling out of some 20,000,000 soldiers, many of whom are housed in tents. These pegs are made of ash, and are octagonal in section, being about two inches long. A stout wrought-iron band is run around the head to save splitting, and a wedge-shaped point of similar metal is rivetted on at the business end—a circular hole is drilled through the side of the peg, and the article is completed. It is not reported that orders for any of these pegs have come to America, but there is no reason why some of the excellent and abundant ash on this side of the sea might not find a market on the tented fields of Europe.

CANADIAN OFFICE & SCHOOL FURNITURE
LIMITED
PRESTON ONT.
FINE BANK, OFFICE, COURT HOUSE & DRUG STORE FITTINGS.
OFFICE, SCHOOL, CHURCH & LODGE FURNITURE
SEND FOR CATALOGUE

**WASTE ELIMINATION**
IN LOGGING OPERATIONS
My reports show where the waste is, and how it may be eliminated.
**D. E. LAUDERBURN,** Forest Engineer
1 Madison Ave., NEW YORK, N.Y.

**J.M. & D.M. Croteau**
Civil Engineers, Quebec Land Surveyors and Draughtsmen
81 St. Peter St., Quebec, Que.
Phone 2718
are prepared to examine and report on forest properties anywhere. Forest surveys, Logging maps, Timber estimates, Water Power, Water Storage, Topographical plans, Water supplies, Park Works, General plans for village sites and Private Estates. Railroad location and construction. Roads and Rivers improvements. Good information concerning Quebec Timber and Mining lands, cheerfully given.

Ask for Free Samples of
**Rickert's Collection Pictures**
They are a new, smooth, simple, effective method that gets the money from delinquents. Poster Stamp style, printed in dazzling colors on gummed paper. Fasten them to statements and your money comes.
Illustration shows sample of one.
**Wilson E. Rickert**
Allentown, Pa.

**RATS AND MICE**
**Eat the meat out of oats and corn and horses get the husk.**

RATS ARE DISEASE CARRIERS: ALSO CAUSE FIRES. Device resets itself; always ready; catches daily. Made of galvanized iron; can't get out of order; cheese is used, doing away with poison; 12 rats caught one day in one catcher. One sent any place in U. S. upon receipt of $3. Catcher 10 in. high, for mice only, $1. On account of shipping charges being prepaid, remittance requested with order.
**H. D. SWARTS**
Inventor and Mfr., Scranton, Pa.

# Review of Current Trade Conditions

### Ontario

Reports received from many lumber manufacturers in Ontario, while varying in regard to the prospects for the coming season, agree pretty generally that there is much less reason for feeling disappointed with present trade conditions than there appeared to be a short time ago. The remark is frequently made that stocks in the hands of factories and other large consumers are uniformly low and that, although the volume of trade to-day is not large, it is likely to increase in the near future when factories and large consumers commence to clear out their stocks. One manufacturer who studies trade conditions closely states that he is looking for a moderate volume of trade during the continuance of the war. An interesting point is brought out by a number of Ontario manufacturers who state that, as they have found a smaller demand in Ontario of late, they have devoted more attention to the United States markets and have been able to sell more stock there than for some time previous. The opinion of one of the largest manufacturers in the Georgian Bay district in regard to the outlook is that improvement may be expected both in the United States and England if the war is over by spring. Otherwise this manufacturer does not expect better trade conditions. A large northern Ontario firm of lumber manufacturers state that sales have been better during the past month and that they have received more numerous enquiries, but that buyers are looking for a cut in prices. These manufacturers look for improved trade conditions in the spring. The output of logs in Ontario this winter is certain to show a great decrease as compared with previous winters, according to a large number of reports which we have received, and in which the percentage of decrease varies all the way from 15 to 90 per cent.

Ottawa lumbermen are looking forward hopefully to the year 1915 and it is currently reported that something will be done in the way of developing a campaign for improving trade conditions in the lumber business. Present indications are that this will take the form of a carefully planned advertising campaign. Fine winter weather was of much assistance in woods operations during the early part of January, furnishing goods roads for hauling logs through the rivers and lakes.

### United States

In spite of the many distressing developments of the last half of the year 1914, lumbermen in the United States are entering the present year with a feeling of more confidence than would have been expected a few months ago. During the last month or two many favorable developments have occurred, all of a rather slight nature, but combining to indicate that a steady and gradual improvement may be expected. Possibly one of the most important factors in this connection is the manner in which the Interstate Commerce Commission has changed its attitude towards railway companies, granting them the five per cent. increase which they applied for many months ago. It is considered certain, in all quarters, that this will result in the railroads buying more lumber. Already enquiries have been put out by the railway companies for many millions of feet of material and orders are expected to result in a number of cases on account of the necessity for repairs and new equipment. On top of the railroad demand it is likely that the spring will see an extensive renewal of building operations, as money is now fairly abundant. In addition to the railroad building situation there is the attitude of the government towards large corporations, which promises to be a factor in the direction of improvement in trade conditions. Many indications, and several recent events point to the fact that large corporations will be less disturbed in their legitimate business operations during the present year than they have been for some years past, which will certainly be a relief to them and will enable them to devote much more of their time and resources to the improvement of trade conditions.

The lumber trade commenced the year 1915 under decidedly advantageous conditions. Stocks are not excessive at any point, either with consumers, yard dealers, or mills. Consumption has not been equal to the output during the past year, but recent curtailment at the mills has brought mill stocks to a good level which is not unlikely to result in a strengthening of prices as soon as a fairly brisk demand develops. Just at present however, on account of the irregularity of prices no one is looking for any extensive stocking up on the part of dealers.

The yellow pine situation is a little better at the opening of the year than it was a few months ago. Although the holiday trade was small, the situation at the mills has improved and the outlook for a better demand from the railroads and from factories is fairly promising. Competition is likely to continue on an active basis, but the extensive curtailment at the mills is already having a beneficial effect. One of the most encouraging features of the yellow pine trade and also of the trade in Pacific Coast woods is the definite assurance that overproduction can now be left out of the question as a depressing factor. Curtailment is being practiced throughout both the south and the Pacific Coast. It is believed that Pacific Coast conditions are improving as a result of this policy. The foreign trade is already more promising than it was last fall. A large enquiry recently arrived for 20,000,000 feet of railroad ties to be used in English railroads. High freight rates have restricted the English buying, but as soon as rates become more settled the volume of business is expected to increase. Lumber manufacturers are counting upon an improvement in the railroad demand on account of the increased freight rates which have been permitted.

The northern pine trade in the northwest has been halted considerably by cold weather. There are good expectations however, for a good demand for all grades of white and Norway pine by the end of January, as yard stocks are known to be light in most quarters. Hemlock prices continue unsatisfactory, on account chiefly of the competition of other low priced stocks.

### Great Britain

The lumber trade at London, in spite of the fact that prices are very high, and large quantities of stock are going into consumption for abnormal purposes, is quite active in connection with ordinary building operations. This was not expected a few months ago. It is quite clear, however, that there is a fair amount of building in progress and that high prices and other influences have not reduced the building activity to any great extent. Important contractors report that they have plenty of building work on hand, which is proceeding as though nothing out of the ordinary were happening. The box and case making trades are also busy. On the whole, therefore, the timber trade is enjoying an active demand. Profits, however, are not as great as one might think when considering the present high prices, for the trade is working very largely on newly acquired stock, the cost of importing which has been very high. Deliveries at London docks during the week ending December 19th amounted to 9,000 standards and total deliveries for the year to that date exceeded those of the corresponding period of 1913 by 23,740 standards. Importers, however, expect for some time to be kept rather anxious about supplies. If the consumption continues at about the present level, steady arrivals of stock will be necessary throughout the winter.

During the holiday season at Liverpool there was a much less noticeable lull in trade than usual. Sales kept up remarkably well. Arrivals of large lines were reported which went direct into consumption. The prospects for yard stocks are especially good. In regard to forward buying much depends upon the individual point of view. Those who have been buying in this manner for the past few months have not had anything to regret. Shippers' prices are still very high and look as if they will continue so under present transport conditions. Some business, however, is being transacted satisfactorily. Improvement is looked for in the hardwood situation at Liverpool early this year, interesting enquiries having been fairly numerous. Liverpool merchants are rather interested in the prospective revival of the wooden toy industry in Great Britain, expecting that it will provide a valuable outlet for the cheaper kinds of hardwoods.

Soft woods have been quiet at Liverpool. This time of year is ordinarily a quiet one for the Canadian pine deal trade at that port. The Volume of trade, however, is quite up to the average of previous years. It is possible that a little improvement in this trade can be counted upon early in the present year. The Liverpool demand for spruce deals continues brisk, chiefly for the construction of camps in many parts of Great Britain. Stocks of suitable sizes are nearly drained out. Tonnage for spruce deals from Canada is scarce. At Manchester, spruce deals continue to make records. Large parcels of 5-in. and 3-in. have changed hands at £13 15s per standard and 8-in. and 9-in. x 3-in. are almost cleared up. The Timber Trades Journal in a recent issue publishes the following spruce values ex stocks at Manchester:—

| | | | |
|---|---|---|---|
| 3-in. x 4-in. to 6-in. | £13 15s. | to | £14 |
| 3-in. x 7-in. | £14 | to | £14 15s. |
| 3-in. x 8-in. | £14 10s. | to | £15 |
| 3-in. x 9-in. | £15 | to | £15 10s. |
| 3-in. x 11-in. | £16 | to | £16 10s. |

At Glasgow the consumption of spruce continues good and prices are firmly maintained. Canadian yellow pine deals and sidings are steady.

View of Mills in Sarnia.

# BUY THE BEST

Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

***"Rush Orders Rushed"***

## Cleveland-Sarnia Sawmills Co., Limited

**SARNIA, ONTARIO**

B. P. Bole, Pres. F. H. Goff, Vice-Pres. E. C. Barre, Gen. Mgr. W. A. Saurwein, Ass't. Mgr.

# Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

### Ottawa Trade Quiet—Logging Conditions Good

Ottawa, January 7 (Special to the Canada Lumberman): Though business in the lumber trade is not very encouraging just now there is a movement on foot amongst the lumbermen of Ottawa and district to make every effort to make business even "better than usual" during 1915 in spite of the war. Just what methods will be adopted is yet to be determined, but it is likely a carefully planned advertising campaign will be one of the features.

The continued frost and heavy falls of snow, prior to yesterday when a rapid thaw began, have helped operations in the camps and logs are being hauled over good roads to the rivers and lakes. J. R. Booth has commenced to ship logs from his Madawaska camps by rail to Ottawa. By the first of April he hopes to have his big new timber mill ready for operation. The finishing touches are being put on by a large staff of men.

After closing down for two weeks in order to make repairs to the machinery and take stock, the factory of the Estate James Davidson will re-open on Monday, which will mean the return of the 175 employees.

It remained for some of the leading lumbermen of Ottawa to settle, for the next 10 or 15 years at least, the water question which has been such a contentious one for the past four or five years. Just before the municipal election campaign was launched three weeks ago, a committee of prominent citizens and large property owners, of which Senator W. C. Edwards, of the W. C. Edwards Company, was chairman, other members being Sir Henry Egan, Gordon C. Edwards, C. Jackson Booth and Mr. J. B. McRae, hydraulic engineer for the power users on the Ottawa river, made a report on what was considered would prove the best means of obtaining a supply of water for several years to come. This report has been unanimously adopted by the board of trade and by the rank and file of both factions in the dispute. The committee recommended that the supply be drawn from the Ottawa river by an overland pipe from Lemieux Island, with mains and pumps installed large enough to meet the needs of the city for the next 15 years. In the meantime all the necessary data in connection with other supplies that have been suggested can be thoroughly investigated. The new mayor, Mr. Nelson D. Porter, has pledged himself to carry out what the committee recommends without delay. This is important to lumbermen since the insurance rates were advanced about two months ago from 25 to 50 per cent. owing to the unsatisfactory state of the water facilities for fire pressure.

With the going into effect of the new Act, which forbids the use of phosphorous in the manufacture of matches, the E. B. Eddy Company has been put to considerable inconvenience. The Act became operative on January 1st. The inconvenience is caused by the difficulty in obtaining good substitutes.

Lumbermen are watching with interest the progress of the dispute between 14,000 employees of the Grand Trunk Railway and the company. The men have been notified that on April 1st it is proposed to cut wages based on the financial returns of the company for the last six months of last year. The men have replied that they will fight any attempt of this kind to the end. An appeal for a board of conciliation is to be made to the labor department.

### Montreal Trade Conditions—Building Very Quiet

Montreal, January 8th (Special to the Canada Lumberman): There is little to report in the lumber trade. Building is practically dead, and is not likely to recommence for another month at least. There are also indications that when the season opens there will be trouble with some of the union men, who strongly object to a new and reduced standard of wages adopted by the Builders' Exchange with a view of inducing capitalists to invest money in building projects. It is admitted that lower wages have been for some time ruling in practically all branches, and one object of the Builders' Exchange is to establish a uniform basis on which contractors may estimate their bids.

Reports from the local yards are to the effect that very small quantities of stock are being sold.

The unsatisfactory condition of the building business is illustrated by the latest figures issued by the City Hall building inspector, Mr. Chausse, who states that the war is responsible for the heavy decline in permits. For December the permits were valued at $361,135, as against $1,308.230 in the corresponding month of the previous year. The total for 1914 was $17,638,446, compared with $27,037,297 in 1913.

Several wholesalers have received enquiries from furniture makers for large quantities of birch, but only a limited amount is available.

Both in the pulp and paper markets, business is less active. Ground wood is in fairly good demand, but sulphite and newsprint have fallen off. There are, however, indications that with more briskness in United States commerce the sections referred to will pick up considerably in the near future.

### New Brunswick Trade in Good Shape

In the course of an address before the Amherst, N.S., "Maritime Forward Conference" recently, Mr. W. B. Snowball, of Chatham, N.B., said:—"At the present time the lumber business in the Maritime Provinces stands in possibly the best position of any industry in Canada." Mr. Snowball uttered a note of warning, however, and expressed the hope that the lumbermen would guard this position by not making too large a production. He pointed out how very greatly the export of lumber from New Brunswick and Nova Scotia has fallen off, and showed that this was due to a depletion of the forests, and that the time had come for a wise policy of conservation, so that our forests might remain a permanent source of revenue. The province of New Brunswick in 1880 exported 438,000,000 sup. feet of lumber to the United Kingdom and Continent; but in 1913 the export was only 271,000,000 feet. Mr. Snowball's warning, therefore, is timely, for prices were very much higher in 1913 than in 1880. With regard to the present situation lumber is bringing very high prices, and Mr. Snowball himself recently sold 30,000,000 feet for next year's delivery at better prices than those of 1914. The British lumber market is now lightly stocked and only the scarcity of tonnage and the high freights stand in the way of large shipments. The United States market for spruce has lately shown a little improvement, but is still very dull, the shipments from St. John during the month of November being less than half as large as in November, 1913. The log cut in New Brunswick this winter will undoubtedly be larger than that of last winter.

### Spruce Still Firm at Boston

The demand for spruce lumber at Boston is light, but receipts are also light and prices are firm. Although the base quotation for frames is $25, even better offers are reported as having been refused because of manufacturers having orders considerably ahead of the saws. For quick delivery, some retailers have recently had to pay $25. Desirable sizes of random are becoming more scarce and prices are stiffening. At New York, the trade in eastern spruce is dull. Improvement is expected in February, as enquiries for February delivery are already being received. Retail and factory stocks are light, and a very light increase in consumption would improve the volume of buying. Recent quotations for 1-in. firsts and seconds at Boston are about as follows:—Brown ash, $61 to $64; basswood, $43 to $45; red birch, $54 to $56; maple, $39 to $41; plain oak, $85 to $90. Shingles continue in an unsettled condition at Boston. The demand is poor and there is strong competition among sellers. The best quotation for white cedar extras is $3.45 with some business down to $3.35. Clears are bringing $3.80 to $3.90 and second clears $3.50 to $3.65. Best red cedars are quoted up to $3 60, but sales are ranging from $3.40 to $3.50. There is a fair demand for lath and offerings are light. Quotations for 1⅝-in. are from $4.15 to $4.25, and for 1½-in. $3.70 to $3.80.

A prominent firm of Boston wholesale lumbermen report that the market for high grade white pine is weak. Spruce is fairly firm, but very little activity is reported. Vermont matched spruce boards are becoming scarce. Slightly higher prices are reported for N. C. roofers.

### Gillies Bros. Get Interchange Tracks

Judgment in favor of Gillies Bros., lumbermen of Braeside, Ont., was given by the Railway Commission last week in the application for the construction of interchange tracks of the Canadian Pacific and the Grand Trunk at the Braeside plant. In granting the application Chief Commissioner Drayton said this was the first case of its kind that had come before the Board, but as the applicants ship about 2,000 cars of lumber per year it would be in the best interests of all concerned to grant the facility, the cost to be divided between Gillies Bros. and the Grand Trunk.

A Vancouver report announces the recent death of Mr. Robert Babcock, a well-known timber lands broker of that city.

# Getting Acquainted

Is somewhat of a problem, at times, occasionally decidedly unpleasant You have probably found it so in both your buying and selling experience.

Why take a chance of having your pride, feelings or temper ruffled—stick close to your old friends, not quite the excitement may-be, but there's that peace of mind, that satisfaction in knowing that they can be depended upon.

There is no more dependable place on earth to get your Dressed Spruce, than Fenderson's—the value is in it—beautifully dressed—excellent grade—bone dry—you can bank on its being good when you place the order.

If you would help your business grow, handle better stock than the other fellow, your customers talk it over, if pleased, they build your business—if not pleased, they tear it down. Be jealously careful of your strongest advertising medium.

## Remember

The most value for every dollar.

Each car chuck full of satisfaction.

Make that next car a Fenderson car.

You'll like it.

## John Fenderson & Co.

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Sales Office
27 Besse Place
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MILLS AT
Sayabec, Que. Cedar Hall, Que.
Salmon Lake, Que. St. Moise, Que.
Jacquet River, N. B.

**WE CARRY THE LARGEST AND BEST ASSORTMENT OF DRY SPRUCE IN CANADA**

# Fancy Woods and Veneers

THEIR ORIGIN, VALUE AND USE—COMMENT AND VIEWS ON AN IMPORTANT BRANCH OF THE TRADE.

## Some New Kiln-Drying Thoughts

By Henry Hunter

It is not my intention to discuss any theoretical drying system. We are interested in what can be done and has been done rather than what might be done. With this idea in view, what I have to say is based upon observations made under ordinary factory conditions and actual tests made under these same conditions. I shall take up briefly the troubles resulting from improper drying, with their causes and the conditions which produce them, following this with a brief description of the conditions under which successful drying can be accomplished and these troubles eliminated. I will incorporate in this discussion the results of a series of tests made under the conditions which I shall describe and which will illustrate better than any argument what is possible under correct drying conditions.

The troubles resulting from improper drying, which affect the panel manufacturers and a part of which are common to all manufacturers of wood products, are blistering of veneer, veneer shrinkage, opening of joints, warping, case-hardening, honeycombing and checking. As you all know, case-hardening, honeycombing and checking result from excessive heat or lack of moisture or from both, the surface drying first and preventing the escape of moisture from the centre of the stock. The other troubles are caused by under drying. I do not intend to convey the idea here that improper drying is always the cause of all these difficulties. A part of them may, at times, be caused by other things regardless of how the product is dried. But I do say that where the stock has not been properly dried some of these troubles will result.

Unsuccessful drying is the result of improper conditions as to heat, humidity and circulation in the drying chamber. These conditions may be all or some one or more of the following: insufficient humidity, insufficient circulation, excessive heat, lack of uniformity as to heat, humidity and circulation in all parts of the kiln, and the variation of these conditions from time to time during the drying period. While it is perhaps not possible to dry each individual piece of wood in the same degree, it is certainly true that approximate uniformity can be attained only where the conditions are uniform throughout the drying chamber. The temperature cannot be permitted to vary. Likewise the amount of moisture must be uniform throughout the room. There must be a continuous and rapid supply of fresh air to all parts of the kiln and the prompt removal of the air after it has been used. The problem, therefore, is first to produce these conditions, and second, to control them once they are produced. To produce the conditions as to heat and humidity, it has been found best to heat the air to the desired temperature and humidify it to the proper degree before it is permitted to enter the drying chamber. This, of course, cannot be done where the radiation is inside the drying room proper. There are additional objections to having the radiation in close proximity to the drying product. The best results in rapid and uniform circulation can be obtained, I believe, by having both the intake for fresh air and the outtake for impure air on the floor line. In this way the warm air rises rapidly and passes to all parts of the room, while the cooler impure air sinks to the floor line and is removed. This insures a constant and ever changing supply of fresh air, heated and humidified to the proper degree, and brings it continuously into contact with the work to be dried. The control of circulation as well as that of heat and humidity should be taken care of automatically.

I desire at this point to emphasize the importance of humidity in any drying system and that there must be some provision made for producing and controlling it. The amount of moisture naturally in the air is uncertain, varying with the outside conditions, and cannot be depended upon. There must be some method for producing it, but any arrangement which provides for it without accurate control and regulation will not produce results. Moisture in the drying air is responsible for the open pore and no wood product can be successfully dried without it. Without an open pore, the centre of the stock cannot be properly dried while the outside case-hardens and honeycombing sometimes results. On the other hand, stock dried with open pore can be more easily worked and presents a better surface for the adhesion of glue. Veneer and cut-stock will be more pliable, flatter, and will have good color. The stock can also be worked in less time, with less waste and less expense.

With the drying conditions regulated and controlled as already indicated, lumber can be best dried at a temperature of 140 degrees F., with the humidity held at 57 to 63 degrees. In drying panels, the temperature should not be so high, 120 degrees being the limit.

The following results were obtained from the tests made in a factory which was having most of the troubles above enumerated. They were obtained under the conditions described as being essential to proper drying. The first test was upon a number of panels taken from the glue room. The first moisture test on the core stock showed a variation in moisture content of from 3 to 14 per cent. The first moisture test on the veneer and cross banding showed from 6.7 to 8 per cent. of moisture. After being re-dried under the above described conditions for fifteen hours, the core stock showed a variation of from 3.5 to 4.5 per cent. in moisture and the cross banding and veneer showed from 2.9 to 5 per cent. After the panels were laid, they weighed 65 pounds 4 ounces. After being dried for 22 hours, at 120 degrees, the weight was 63 pounds 8 ½ounces, a loss of 1 pound 11½ ounces or an average loss to the panel of 3.4 ounces. After the panels were dried, they showed a moisture content of from 4.7 to 6.7 per cent., an average of 5.75 per cent.

A test of twenty oak boards taken from the tempering shed to be used as core stock, showed a moisture content ranging from 2.9 to 19.4 per cent. Eighteen maple boards taken at the same time, showed a variation of from 3 per cent. to 6.7 per cent. moisture content. These boards were taken from the same piles at the same time and had all been kiln-dried. After being re-dried for thirty-six hours at 140 degrees, the oak showed a variation in moisture content of from 2 to 3.8 per cent., an average of 2.7 per cent. The maple boards showed a variation of from 1 per cent. to 3.6 per cent., an average of 1.6 per cent. This stock was worked up into six 5-ply oak panels, size 18 x 33, and six 5-ply mahogany panels of the same size. After being laid, the oak weighed 57 pounds 4½ ounces and the mahogany 52 pounds 15½ ounces. After drying, the oak weighed 55 pounds 4 ounces and the mahogany 50 pounds 13½ ounces. The loss of moisture on the oak was 2 pounds ½ ounce, an average of 5.4 ounces to the piece. On the mahogany, the loss was 2 pounds 2 ounces or an average of 5.6 ounces to the piece. The moisture content in the oak after drying was 7 per cent., in the mahogany, 7.1 per cent.

These results speak for themselves. The variation of the moisture content of stock dried under improper conditions, and the uniformity of the same when dried under correct conditions is apparent. The danger of having part of the work come through in good condition, and a part of it go wrong, is eliminated. It makes your drying system certain and dependable. There is no more reason for guess work in your drying than in any other department of your factory. Create the proper drying conditions and control them. Pile your stock properly, so as to prevent the forming of pockets, and the obstruction of circulation. Test your stock for moisture content before placing it in the kiln. Treat it accordingly and test it before removing. Learn your factory conditions. Do not expect your stock to remain dry after leaving the kiln when your shop conditions are wrong. With correct factory conditions and the application of the above described principles in your drying department, your drying troubles will be greatly lessened, if not entirely eliminated.

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## A Timely Piece of Good Advice

The Fred S. Morse Lumber Company, Springfield, Mass., have sent an attractive Christmas card to their trade friends. As usual with this company, its souvenir this year contains a few paragraphs of timely philosophical advice such as the following:—"Let me do my work each day; and if the darkened hours of despair overcome me, may I not forget the strength that comforted me in the desolation of other times. May I still remember the bright hours that found me walking over the silent hills of my childhood, or dreaming on the margin of the quiet river, when a Light glowed within me, and I promised my early God to have courage amid the tempests of the changing years."

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The Dominion Pulp Company, Limited, Chatham, N.B., are installing an induced-draft system to furnish draft for their entire plant. The apparatus has been manufactured by the B. F. Sturtevant Company of Canada, Limited, Galt, Ont.

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There were 400 fires last year on the national forests of Utah, Southern Idaho, Western Wyoming, and Neveda, or 15 more than in the most disastrous season of 1910. Yet the cost of extinguishing them was only one-third and the damage only one-thirtieth of that of the earlier year. The difference is due to better organization now, and to more roads, trails, and telephones.

# Mr. Lumber-Dealer
# Mr. Car-Builder
# Mr. Ship-builder

THE PIONEER MAHOGANY MILL OF CANADA

**Teak, Black Bean, and all kinds of Mahogany in Lumber and Veneers.**

**Door Stock in Ash, Oak, Poplar, and Birch cut to size or Log Run, Several Hundred Thousand Feet of Good Dry Mahogany in all Grades and Thicknesses Ready to Ship.**

***LET US FIGURE ON YOUR 1914 CONTRACTS***

## Dominion Mahogany & Veneer Company

**Montreal West, P.Q.**

## Annual Meeting of Montreal Lumber Association

Several important matters affecting the trade were brought before the notice of the members of the Montreal Lumber Association, at the annual meeting held recently at the Board of Trade. Mr. Arthur H. Campbell, president, was in the chair.

The report of the president alluded to the steps taken by the Council of the Board of Trade to secure direct railway connection between Montreal and the Transcontinental Railway. The Council had asked the Government to secure legislation providing for the construction of a branch line affording the required facilities. The Government had apparently taken no action, and the conditions resulting from the war, in the last few months, made it inadvisable to add to the labours of the Government at the moment by pressing the question still further upon its attention.

The question of allowances from track scale weights was also commented upon in the report. The position at the present time is that the railways propose to cancel the present allowance of 500 lbs. on lumber in box cars, and the allowance on flat cars of 1,000 lbs. in the winter, and 500 lbs. in the summer, and on wet wood pulp 1,000 lbs., when ascertaining the allowance of 500 lbs. for stake fastenings, but providing that weighmen will make such allowance as they estimate to cover the weight of accumulated ice, snow, or refuse in and around the car at the time of weighing. The proposed cancellation of the allowance on wet wood pulp was argued before the Railway Commission on March 18, 1913; the railways supplied the Commission with additional information on November 2nd, and the matter now awaits the action of the Commissioners.

The whole question of demurrage, including the proposed reciprocal and average systems, also awaits the ruling of the Railway Commissioners.

On the subject of the regulations governing the stop-over arrangements on lumber destined to United States points, the committee represented to the carriers that the stop-over arrangement on lumber destined to United States points should be when lumber was piled in the yard for sorting for the period of twelve months on lumber consigned to the United States for domestic consumption or for export, and the railways had met this request and had issued a tariff giving effect to this arrangement as from January 15th, 1915.

The C. P. R. embargo on lumber shipped from points on the C. N. R., I. C. R., and G. T. R. when destined for team track delivery at Mile End, Montreal, had been before the Railway Commissioners several times during the past two years. On November 27th the Commission decided to have its chief operating officer make an inspection at Mile End to see if congestion (which was the reason given by the railway for placing the embargo) existed. That inspection resulted in the Board, on December 11th issuing an order requiring the C. P. R. to cancel the embargo against traffic for team track delivery.

An advance over the 1913 figures in summer rates to Montreal on lumber for domestic consumption and for export to British and foreign countries was objected to by the association. The Railway Commission however, had decided not to interfere so far as rates on lumber for domestic consumption were concerned, but ordered that the railways must reinstate the rates previously in effect on lumber to Montreal for export on the basis of 5c from Ottawa, and that rates from points governed by Ottawa should bear a proper relation thereto.

The report concluded with an expression of regret at the death on April 17th of Mr. Wilbur T. McLaurin, one of the charter members of the Association, who had always been a staunch supporter and an active member of the organization. By his geniality and kindliness, he had established for himself a high place in the regard of all the members of the trade.

The officers were re-elected as follows: President, Mr. A. H. Campbell; vice-president, Mr. P. D. Gordon; treasurer, Mr. F. W. Cotter; directors, Messrs. George Esplin, W. A. Filion, D. H. McLennan, and T. J. Rutherford. Mr. P. D. Gordon was unanimously chosen as the Association's nominee for election on the Council of the Board of Trade.

## Lumbermen Say Banks Are Too Tight

Several articles were recently published in the Canada Lumberman drawing attention to the fact that many lumbermen were complaining that the banks were discriminating against them and refusing to lend them money for their operations. This complaint is voiced in a recent Toronto newspaper, by a correspondent who says:—

"We are informed by a reliable and well-known lumberman that the banks are refusing to advance money to get out stocks of lumber. Whereas, in the past this particular lumberman has had $40,000 advanced for this purpose, they have now refused a request for even $5,000 advance. We are informed by the gentleman in question that this is the prevailing trouble throughout the district in which he is located. It means that everything is at a standstill and thousands of people will be thrown out of work who have been in the habit of making a living out of the lumbering industry. It will also mean that when there is a revival of business there will practically be no lumber in the market."

The newspaper commenting upon this report prints the following interview with the general manager of a large Toronto bank:—"The banks are not discriminating against the lumber industry. At the present time great caution must be exercised in making loans, and businesses which if they continued operations during the present period of trade depression, would over-produce any of the commodities, can not be helped. I think this is generally the view held by the banks. Any tendency to over-produce the supply of lumber would hurt that market. It would be a bad thing for the lumberman and it might jeopardize the bank's loans. Companies which have Government contracts for the supply of merchandise are receiving loans from the banks, and any concern or individual, whose credit is good, and who can show us that he has reasonable grounds to believe that there will be a market for his product will get loans. We have plenty of money for legitimate purposes, but we do not wish to assist any over-production at a time when trade depression is being felt throughout the world."

## Lumberjacks Contribute to Patriotic and Belgian Funds

Lumberjacks in the employ of Shepard and Morse, of Ottawa, have subscribed liberally to the Canadian Patriotic and Belgian Relief funds. Checks amounting to $639 have been received from the four camps the company is operating in the woods, by Mr. P. C. Walker, who will send half of the amount to the treasurer of the former fund and half to the treasurer of the latter.

This amount was subscribed voluntarily and some of the men gave more than a week's pay. Mr. E. R. McColgan, superintendent of all the camps, subscribed $2; Napoleon Millaire, foreman of No. 10 camp in the Kippewa district, gave $10 and his men made the amount up to $158.50. In camp No. 2, William Cosgrove, the foreman, donated $10 and the men collected enough to make the total from No. 2, $150. Camp No. 3 subscribed $66,50, Charles Courneau, the foreman, giving $5. At the North River camp $58 was collected, one subscription coming from Louis Bieveneau, a habitant living near the camp.

All these camps are on the Kippewa. From the camp on the Quinze $200 was collected, Austin Ethier, the foreman, gave $5, and J. R. Smith, the bookkeeper, $10.

Canada's trade in forest products for the twelve months ending with November, 1914, amounted in value to $41,954,640, as compared with $42,875,089 in 1913, and $43,112,393, in 1912. For the month of November the values were as follows: 1914, $3,429,970; 1913, $4,107,090; 1912, $3,981,040.

Hon. G. Howard Ferguson, M.P.P. for Grenville, has been appointed Minister of Lands, Forests and Mines for the province of Ontario succeeding Premier Hearst, who has administered that department for a number of years. Mr. Hearst will, however, retain the Northern Ontario Development branch, which will be detached from the Department of Lands, Forests and Mines.

Geo. Gordon & Company, Cache Bay, Ont., have favored their friends with a large calendar for the year 1915. The calendar is especially suitable for offices, the type being large and clear. An interesting picture entitled "Alone" decorates the calendar, representing an attractive young lady seated in a row boat. The picture is attractively colored and will be prized by those who receive copies.

Mr. J. L. Englehart, Chairman of the Temiskaming & Northern Ontario Railway Commission, reports that there is much activity in the new Northern Ontario districts among settlers, in connection with taking out pulpwood, for which, he states, a large market is available. He states also that he expects the season's cut to be possibly in the neighborhood of 100,000 cords. A number of rossing plants have been established along the line of the new railway.

E. H. Frank, traffic manager of the Western Pine Lumber Association, Spokane, has put in eighteen months of hard work on the compilation of a rate book which quotes rates to 33,000 different destinations, including every shipping point in Western Canada and the United States, with the exception of a few southern states. A rate is quoted to every destination on 21 different weights, making a total of 693,000 different items. The book will enable inland Empire millmen to save thousands of dollars a year by arranging a reconsignment at some intermediate point in order to take advantage of a lower rate. For instance, the through rate from Spokane to Calgary, Alta., is .33c a hundred. From Spokane to Eastport the rate is eight cents, and from Eastport to Calgary it is 22½c. A reconsignment at Eastport thus saves the shipper 2½c a hundred, and on a car of 40,000 pounds the saving is worth while. It may mean the capture of an order from a British Columbia millman.

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**Are what the Lumbermen require in**

Mackinaw Long Pants
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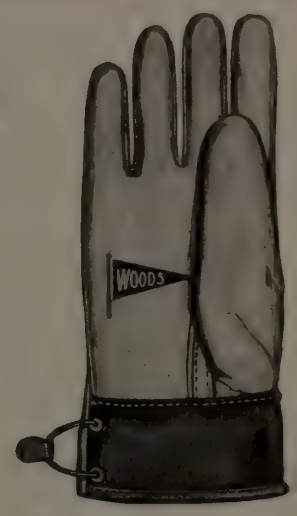


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The point is worthy of special emphasis.

We make the chains according to any dimensions desired, guarantee splendid workmanship; uniformity; dependability.

Prices are the lowest possible for the class of work we furnish, and Quality above criticism.

Let us quote for your needs.

**Send for catalogue giving estimated weights of various sizes of chain; prove test; breaking, straining and safe-working loads, and giving hints regarding the care of chain which will prolong a chain's usefulness.**

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GOOD STOCKS PROMPT SHIPMENTS SATISFACTION

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# EDGINGS

### Ontario

The Goderich Milling & Lumber Company, Goderich, Ont., are constructing a planing mill, one-storey high, 200 x 60 ft.

J. R. Booth's new timber mill at Ottawa, to replace the one which was recently destroyed by fire is expected to be ready for operation by the first of April.

The Board of Works of the City of Ottawa will soon call for tenders for the city's supply of lumber for the year 1915. The Mayor of Ottawa is Mr. N. D. Porter and the engineer Mr. F. C. Askwith.

The plant of the Estate James Davidson at Ottawa was closed down recently for two weeks in order to make repairs to the machinery and to take stock. It was reopened on Monday, January 11th with a staff of 175 employees.

The Little Sturgeon River Timber Slide Company, Limited, has been granted permission to increase its capital from $15,000 to $18,000, and the term of its existence has been extended for a further fifteen years from December 14, 1914.

A Dominion charter has been issued to the Beck Manufacturing Company, Limited, London, Ont., with authorized capital of $400,000. The incorporators include Sir Adam Beck, W. Kingston, and R. M. Toothe, all of London, Ont. The object of the incorporation is to acquire and carry on the several businesses now carried on at various points in Canada by the incorporators. The power given by the charter includes the carrying on in all of its branches of a lumber, timber and box business.

### Eastern Canada

Cote & Freres, lumber dealers, have been registered with head office at Montreal.

Dussault & Houll have been registered as lumber dealers at Victoriaville, P.Q.

The two-storey sash and door factory of Gingrass and David, St. Real Street, Bordeaux, P.Q., has been destroyed by fire.

The woodworking factory belonging to C. Allison, J. L. Peck and Carl Duffy at Hillsboro, N.B., was recently destroyed by fire, the loss amounting to $3,000.

The equipment for the plant of the Bathurst Lumber Company's new pulp mill, at Bathurst, N.B., is arriving. Installation of the machinery will commence about February 1st.

A partnership has been formed by Byron H. Kinghorn, Fredericton, N.B., and M. J. Poupore, Meductic, N.B., to carry on the business of manufacturing **pulpwood, with head office at Meductic.**

Wm. Morice, Middle Sackville, N.B., has bought the Ogden sawmill which has been out of use for a number of years. The mill will be taken down and re-erected on the site of the sawmill operated by the Morices for many years. It will be ready for operation about the middle of May.

The M. F. Schurman Company, Limited, Summerside, P.E.I., who recently lost their sash and door factory by fire, report that they have not yet settled their plans for rebuilding. They expect however, to rebuild in the spring and to construct their new plant of brick.

Joseph Bedard & Sons, Richmond, P.Q., have rebuilt the sawmill which they lost by fire last summer. They have put in a complete outfit of new machinery, and intend to take out the same amount of logs this winter as usual. They report that they expect the lumber trade to improve in their section next spring.

The Fredericton Barrel & Box Milling Company has been incorporated with head office at Fredericton, N.B., and authorized capital of $9,900. The applicants for incorporation were L. R. Bull, Fredericton; F. W. Hatheway, Fredericton; Chas. Hamilton, Gibson, N.B.; C. Wetmore, Woodstock, N.B., and T. J. Feeney, Fredericton.

The St. Lawrence Pulp and Lumber Corporation of Chandler, Que., recently passed into new hands. The new General Manager is Mr. J. E. A. Dubuc, General Manager of La Compagnie de Pulpe de Chicoutimi. Mr. Dubuc reports that every possible effort is being made this winter to have the plant completed and ready to run by next March.

Application is being made to the government of New Brunswick for the incorporation of the O. B. Davis ompany, Limited, to acquire the logging, lumber manufacturing and general trading business carried on by Oran B. Davis at the parish of Drummond, Victoria County, N.B. The head office is to be at the parish of Drummond. The authorized capital stock of the company will be $49,000 and the incorporators will include O. B. Davis, Grand

Falls, N.B.; H. G. Kitchen, Fredericton; D. S. Hooper, parish of Drummond; C. A. Kitchen and D. G. Kitchen, Fredericton.

C. H. Swift & Sons, Utica, N.Y., and Sherbrooke, P.Q., report that they are considering the construction of about five miles of light railroad for logging purposes. Their intention is to rent, if possible, a sufficient quantity of relaying rails for this road and either rent or buy a second-hand five to ten ton locomotive. They will also require some cars for logs.

The New Brunswick Pulp & Paper Company's mill at Millerton, N.B., suffered an almost complete loss by fire on New Year's Day. The damage is estimated at $100,000. The chemical plant and a portion of the boiler house were alone left standing. The mill was built by Mr. James Beveridge, a pioneer of the paper-making industry in New Brunswick. It had not been running lately, but new machinery was under order. It is understood that the insurance amounts to about $97,000.

## Western Canada

It is reported that the Canadian Pacific Mills, Limited, which was recently organized with a capital of $9,500,000 and took over the property of the Ocean Falls Company at Ocean Falls, B.C., will erect a large paper mill.

The North Rupert Investment Company, Limited, with head office at Vancouver and authorized capital of $4,000,000 has recently been incorporated. The powers of the company include carrying on business as timber merchants and manufacturers of lumber, shingles, pulp, etc.

The firm of "Von Cramer & Company, Limited," has been incorporated with head office at Vancouver and authorized capital stock of $10,000. The company's powers include the carrying on of business as timber merchants, sawmill owners, lumber manufacturers, etc.

The O'H.C. Lumber Company, Limited, has been incorporated with head office at Vancouver, B.C., and authorized capital of $25,000, to acquire the interest of A. B. Cody in timber berth No. 326 on the North Arm of Burrard Inlet and in the logs and plant upon the berth. The company's powers also include the manufacturing of lumber, shingles, etc.

## Nova Scotia Trade Conditions

Nova Scotia lumbermen generally regard the year of 1914 as having been a fair one, says a Halifax report. Though, at the present time there is no difficulty in securing a market for the cut of Nova Scotia, the great obstacle is the scarcity of tonnage. The demand in England for lumber has increased extensively since the outbreak of the war, but the problem is how to deliver to the Old Country. Freights are extraordinarily high and shippers are confronted with an unusual situation. Since the commencement of the war Nova Scotia shippers have made considerable profit, however, and there is some reason to hope that the cost of transportation, now so high, will decrease materially in the near future. Cargoes which were booked months ago, naturally were shipped at the low rates of freight prevailing at the time of booking, and in this way the Nova Scotia lumbermen profited.

The United States market is in a state of depression at the present time. Mr. Colin C. Tyrer, of Halifax, recently returned from a visit to New England, and reports that, owing to the financial depression, building operations have declined. The United States market opened in excellent condition last spring, but weakened in the summer and when the war came, fell off rapidly. Spruce scantling and planking from Nova Scotia formerly delivered in New York for $23 per 1,000 ft. could command only $17. United States houses however are hoping for a revival of the market in the spring.

New England lumbermen are availing themselves of the market in Great Britain and are competing with Nova Scotia and New Brunswick there. They have one advantage over these two Provinces in that they can offer better specifications both in regard to percentage of broad widths and average lengths.

Nova Scotia's cut for 1914 is estimated at about 350,000,000 feet, which is about fifty million short of the 1913 output. The decrease is due to the weakness of foreign markets and the cessation of operations by two or three large cutters in Western Nova Scotia. The cut in Halifax County is estimated at over 30,000,000 feet.

The tonnage situation to-day is unprecedented. In the summer, freight rates were about 35 shillings per standard. A shipment was recently booked at 95 shillings and the owners of another ship quoted the extraordinary rate of 115 shillings.

The lumbering industry in Ontario has had the distinction of being the first to be connected with a claim paid under the new Workmen's Compensation Act, which went into force on January 1st. John Masters, an employee of the Shortreed Lumber Company at Kearney, Ont., who was engaged in hauling logs, sustained a severe laceration of the back of his hand, which will incapacitate him for some time. The accident occurred when the Workmen's Compensation Act had only been in force for a few hours. As long as he is laid up Masters will receive compensation to the extent of 55 per cent. of his earnings.


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## Basswood

Basswood Log Run Mill Culls out.
1" x 4" and up x 6/16' sawn July, 1914

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Spruce Lath No. 2 1½" x 3/8" x 4'
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Timber prices also are regulated by demand but it is known there will be a call for every tree from which merchantable lumber can be produced.

## Find Out

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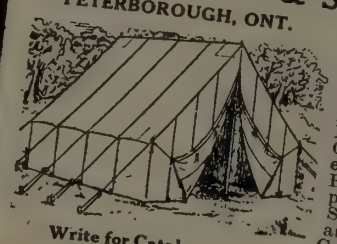
PETERBOROUGH, ONT.



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Leading lumber camps now using it

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**BELTING**
of every description
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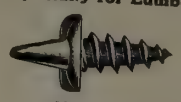
Made especially for Lumbermen



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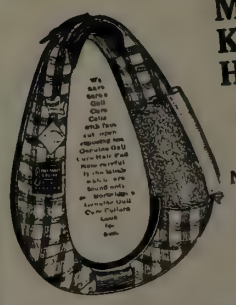

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These collars will not hurt your horses' shoulders.
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**Everything in Harness**
Special strong harness for lumber horses.
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# The Berlin 177 General Utility Double Surfacer

This tool has earned a reputation, second to none, for smooth dependable surfacing on all work in the average mill or shop. Uniform quality of finish is an established result of its use. Economy is equally certain because of the rates of feed, which may be as high as 100 ft. and because of the ability to use the full bed width, as the illustration shows. But its greatest popularity and usefulness results from its extreme adaptability. For this surfacer will actually work pieces as thin as 1/8" or as thick as 12", whether long or as short as one foot.

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We'll prove this when you write. Simply tell us the nature of your planing so that we can send you samples run over the proper heads and at the right speed for your work.

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***Largest Manufacturers of Woodworking Machinery in the World***

**Hamilton, Ontario** **U.S. Plant, Beloit, Wis.**

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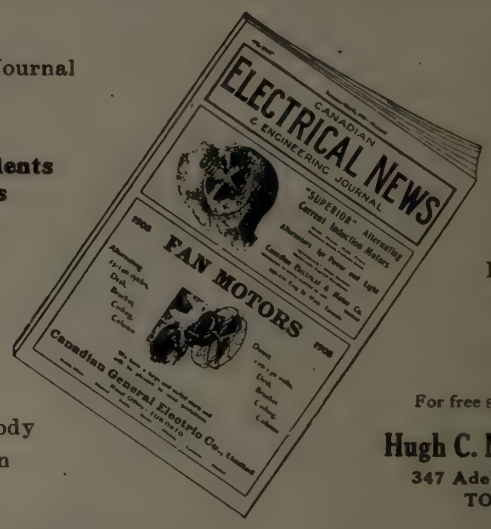


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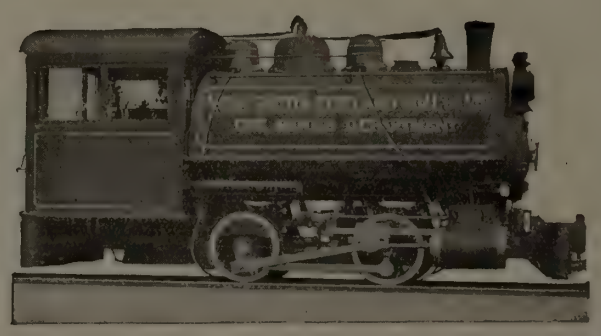

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This cuts out long delays when parts wear out, as parts liable to wear can be kept on hand or shipped promptly from our works.

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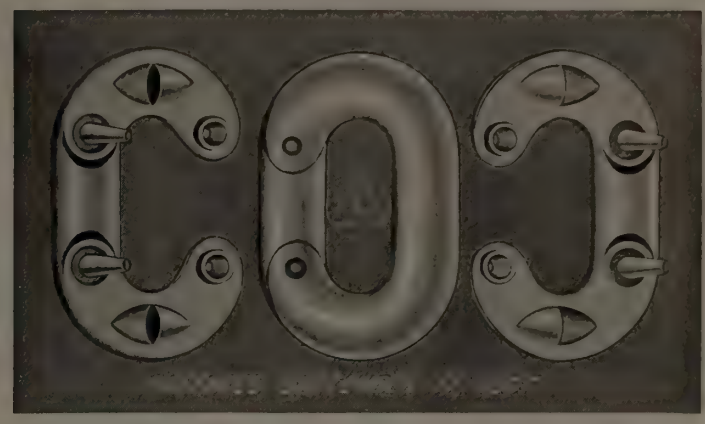

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They are as carefully designed and built as our 200 ton locomotives. Repair parts may always be obtained on the shortest notice.

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| 1½ inch No. 1 cuts and better | 60 00 | 62 00 |
| 2-in. No. 1 cuts and better | 62 00 | 64 00 |
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| 1 x 10 and 12 mill cull stocks | | 23 00 |
| 1-in. mill cull sidings | | 21 00 |
| 5/4 and 6/4 x 4 m.r., m.c. out | | 27 00 |
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| 5/4 and 6/4 x 6 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 8 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 10 m.r., m.c. out | | 32 00 |
| 5/4 and 6/4 x 12 m.r., m.c. out | 32 00 | 34 00 |
| 2 x 10 common | | 26 00 |
| 2 and 3 x 12 common | | 28 00 |
| 1 x 8 box and common | 23 50 | 24 50 |
| 1 x 10 inch box and common | 25 00 | 26 00 |
| 1 x 12 inch box and common | | 27 00 |
| 1-in. mill run sidings | 25 00 | 27 00 |
| 1-in. mill run shorts | | 22 00 |
| 1-in. mill run Norway | | 22 00 |
| 2-in. mill run Norway | | 23 00 |
| Norway, c. and cf. 1-in. | 28 00 | 30 00 |
| Norway, c. and cf. 1½-in. | 30 00 | 32 00 |
| Norway, c. and cf. 2-in. | 30 00 | 32 00 |
| Spruce mill culls | | 19 00 |

Hemlock No. 1:

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|---|---|
| 1 x 4 and 5-in. x 9 to 16 ft. | 17 00 |
| 1 x 6-in. x 9 to 16 ft. | 20 00 |
| 1 x 8-in. x 9 to 16 ft. | 20 00 |
| 1 x 10 and 12 in. x 9 to 16 ft. | 22 00 |
| 1 x 7, 9 and 11 in. x 9 to 16 ft. | 18 00 |
| 1-in. No. 2, 6-ft. to 16-ft. | 17 00 |
| 2 x 4 to 12, 10 and 16 ft. | 20 00 |
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| 2 x 4 to 12-in., 18 ft. | 24 00 |
| 2 x 4 to 12-in., 20 ft. | 26 00 |
| 2 x 4 to 12-in., 22 ft. | 27 00 |
| 2 x 4 to 12-in., 24 ft. | 28 00 |
| 2-in. No. 2, 4-in. and up in width, 6 to 16 ft. | 16 00 |
| Clear in B. C. cedar, kiln dried | 50 00 |

Douglas Fir:

| | |
|---|---|
| Dimension Timber up to 32 feet: 8x8, 10x10, 10x12, 10x14, 12x12, 12x14, 14x14, 14x16 up to 32 ft. | 31 50 |
| 6x10, 6x12, 8x10, 8x12, 10x16, 12x16, 16x16, 16x18, 18x18, 20x20, up to 32 ft. | 32 00 |
| 6x14, 8x14, 12x18, 18x20, up to 32 ft. | 32 50 |
| 6x16, 8x16, 10x18, 12x20, 14x20, 16x20 up to 32 ft. | 33 00 |
| 10x20, up to 32 ft. | 33 50 |
| 6x18, 8x18, up to 32 ft. | 34 00 |
| 6x20, 8x20, up to 32 ft. | 35 00 |

Timber in lengths over 32 feet take the following additions: 33 to 35 ft., 50c; 36 to 40 ft., $1; 41 to 45 ft., $3; 46 to 50 ft., $5; 51 to 55 ft., $7; 56 to 60 ft., $9; 61 to 65 ft., $12.50; 66 to 70 ft., $15; 71 to 75 ft., $18; 76 to 80 ft., $22.

| | |
|---|---|
| Fir flooring, edge grain | 36 00 |
| No. 1 and 2 clear 1-in. Fir rough | 39 00 |
| No. 1 and 2 clear 1¼, 1½ and 2-in. Fir rough | 41 00 |
| 1½-in. No. 1 4-ft. pine lath | 5 00 |
| 1½-in. No. 2 4-ft. lath | 4 75 |
| 1½-in. 32-in. pine | 2 65 |
| 1½-in. No. 1 4-ft. hemlock lath | 4 00 |
| 1½-in. mill run hemlock lath | 3 75 |
| XX B. C. cedar shingles | 2 25 |
| XXX 6 butts to 2-in. | 2 85 |
| XXXX 6 to 23-16-in. | 3 05 |
| XXXXX | 3 35 |

Hardwoods—Per M. Feet, Car Lots

| | |
|---|---|
| Ash, white, 1sts and 2nds, 1½ and 2-in. | 60 00 |
| Ash, white, No. 1 common | 45 00 |
| Ash, brown, 1sts and 2nds, 4/4 | 50 00 |
| Ash, brown, common and better | 39 00 |
| Ash, brown, 1sts and 2nds, 6/4 & 8/4. | 60 00 |
| Birch, 1sts and 2nds, 4/4 | 39 00 |
| Birch, No. 1 com. and bet., 4/4 | 30 00 |
| Birch, 1sts and 2nds, 6/4 and 8/4 | 42 00 |
| Birch, 1sts and 2nds, 10/4 and 12/4. | 45 00 |
| Birch, 1sts and 2nds, 16/4 | 50 00 |
| Basswood, 1sts and 2nds, 4/4 | 40 00 |
| Basswood, No. 1 com. and bet., 4/4. | 30 00 |
| Basswood, No. 2 and 3, common | 18 50 |
| Basswood, 6/4 and 8/4, 1sts and 2nds. | 44 00 |
| Basswood, 6/4 and 8/4, com. and bet. | 38 00 |
| Basswood, 4/4, No. 2 com. and bet. | 28 00 |
| Soft elm, 1sts and 2nds, 4/4 | 40 00 |
| Soft elm, No. 1 com. and bet., 4/4 | 28 00 |
| Soft elm, No. 2 and 3 common | 17 50 |
| Soft elm, 6/4 and 8/4, 1 and 2 | 42 00 |
| Rock elm, 1sts and 2nds, 6/4 x 8/4. | 55 00 |
| Rock elm, No. 2 com. and bet. 6/4 and 8/4 | 37 00 |
| Soft maple, 1sts and 2nds, 4/4 | 33 00 |
| Soft maple, com. and bet., 4/4 | 25 00 |
| Soft maple, 6/4 & 8/4, 1sts and 2nds. | 35 00 |
| Hard maple, 1sts and 2nds, 4/4 | 37 00 |
| Hard maple, common and better, 4/4 | 28 00 |
| Hard maple, 12/4 & 16/4, 1sts and 2nds. | 46 00 |
| Red oak, plain 1sts and 2nds, 4/4 | 59 00 |
| Red oak, plain 1sts and 2nds, 6/4 & 8/4 | 65 00 |
| Red oak, plain 1sts and 2nds, 12/4 and 16/4 | 75 00 |
| White oak, plain, 1sts and 2nds, 4/4. | 59 00 |
| White oak, plain, 1sts and 2nds, 1½ and 2-in. | 65 00 |
| White oak, plain, 1sts and 2nds, 12/4 and 16/4 | 75 00 |
| White oak, ¼ cut, 1sts and 2nds, 4/4. | 85 00 |
| White oak, ¼ cut, 5/4 and 6/4, 1sts and 2nds | 88 00 |
| White oak, ¼ cut No. 1 common | 55 00 |
| Hickory, 1sts and 2nds, 4/4 | 70 00 |
| Hickory, 6/4 and 8/4, 1sts and 2nds. | 75 00 |

## OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:

| | | |
|---|---|---|
| 1-in. x 7-in. and up | $52 00 | 54 00 |
| 1¼-in. & 1½-in. x 8-in. and up | 55 00 | 58 00 |
| 2-in. x 7-in. and up | 58 00 | 62 00 |
| No. 2 cuts 2 x 8-in. and up | 40 00 | 42 00 |

Pine good strips:

| | | |
|---|---|---|
| 1-in. | 38 00 | 40 00 |
| 1¼-in. and 1½-in. | 50 00 | 52 00 |
| 2-in. | 52 00 | 55 00 |

Pine good shorts:

| | | |
|---|---|---|
| 1-in. x 7-in. and up | 40 00 | 42 00 |
| 1-in. x 4-in. to 6-in. | 30 00 | 33 00 |
| 1¼-in. and 1½-in. | 50 00 | 54 00 |
| 2-in. | 52 00 | 54 00 |
| 7-in. to 9-in. A sidings | 25 00 | 27 00 |
| Pine, No. 1 dressing sidings | 30 00 | 33 00 |
| Pine, No. 1 dressing strips | 29 00 | 30 00 |
| Pine, No. 1 dressing shorts | 22 00 | 24 00 |
| Pine, 1-in. x 4-in. s.c. strips | 22 00 | 23 00 |
| Pine, 1-in. x 5-in. s.c. strips | 24 00 | 25 00 |
| Pine, 1-in. x 6-in. s.c. strips | 23 00 | 24 00 |
| Pine, 1-in. x 7-in. s.c. strips | 23 00 | 24 00 |
| Pine, 8 s.c., 12 ft. to 16 ft. | 25 00 | 26 00 |
| Pine, 1-in. x 10-in. M.R. | 27 00 | 28 00 |
| Pine, s.c. sidings, 1½ and 2-in. | 28 00 | 30 00 |
| Pine, s.c. strips 1-in. | 21 00 | 23 00 |
| 1¼, 1½ and 2-in. | 24 00 | 26 00 |
| Pine, s.c. shorts, 1 x 4 to 6 in. | | 20 00 |
| Pine, s.c. and bet., shorts, 1 x 5 | 20 00 | 21 00 |
| Pine, s.c. and bet., shorts, 1 x 6 | 20 00 | 21 00 |
| Pine, s.c. shorts, 6'-11' 1"x10" | 23 00 | 24 00 |
| Pine, box boards: | | |
| 1" x 4" and up, 6'-11' | 17 50 | 18 00 |
| 1"x3" to 6", 12'-16' | 19 00 | 20 00 |
| Pine mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up | 17 00 | 19 00 |
| Pine mill culls stock 1 x 12 | 21 00 | 22 00 |
| Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft. | 17 00 | 18 00 |
| O. culls r & w p | 15 00 | 17 00 |
| Red pine, log run: | | |
| mill culls out, 1-in. | 18 00 | 20 00 |
| mill culls out, 1¼-in. | 19 00 | 21 00 |
| mill culls out, 1½-in. | 19 00 | 21 00 |
| mill culls out, 2-in. | 22 00 | 24 00 |
| Mill culls, white pine, 1"x7" and up | 20 00 | 21 00 |
| Mill run Spruce: | | |
| 1"x4" and up, 6'-11' | 17 00 | 18 00 |
| 1"x4" and up, 12'-16' | 18 00 | 20 00 |
| 1"x9"-10" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x7" 8-9" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x10" and up, 12'-16' | 22 00 | 24 00 |
| 1½" & 2"x12" and up, 12'-16' | 25 00 | 26 00 |
| Spruce 1-in. clear (fine dressing and B) | 25 00 | 27 00 |
| Hemlock 1-in. cull | 13 00 | 15 00 |
| Hemlock 1-in. log run | 17 00 | 20 00 |
| Hemlock 2x4, 6, 8, 10, 12/16'. | 19 00 | 23 00 |
| Tamarac | 19 00 | 20 00 |
| Basswood log run, dead culls out | 22 00 | 24 00 |
| Basswood log run mill culls out | 23 00 | 26 00 |
| Birch log run | 19 00 | 22 00 |
| Soft elm, common and better, 1, 1½, 2-in. | 20 00 | 24 00 |
| Ash, black, log run | 25 00 | 28 00 |
| 1 x 10 No. 1 barn | 33 00 | 36 00 |
| 1 x 10 No. 2 barn | 23 00 | 26 00 |
| 1 x 8 and 9 No. 2 barn | 22 00 | 23 00 |
| Lath per M: | | |
| No. 1 white pine 1½-in. x 4-ft. | 4 25 | 4 50 |
| No. 2 White Pine | 3 80 | 3 95 |
| Mill run white pine | 4 00 | 4 25 |
| Spruce, mill run 1½-in. | 3 25 | 3 50 |
| Red pine, mill run | 3 60 | 3 70 |
| Hemlock, mill run | 2 75 | 3 00 |
| 32-in. lath | 2 00 | 2 00 |
| Pine Shingles | | |
| xxxx, 18-in. | 3 00 | 3 50 |
| Clear butt 18-in. | 2 50 | 3 25 |
| xx | | 1 75 |
| White Cedar Shingles: | | |
| xxxx, 18-in. | 3 75 | 4 25 |
| Clear butt, 18-in. | 3 00 | 3 50 |
| 18-in. xx | | 2 00 |
| Spruce logs (pulp) | 13 00 | 15 00 |

## QUEBEC, QUE.

| | cts. |
|---|---|
| White Pine—In the Raft | |
| First class Ottawa waney, 18-in. average, according to lineal | 60 65 |
| Oak—Michigan and Ohio | |
| By the dram, according to average and quality | 60 70 |
| Elm | |
| By the dram, according to average and quality, 40 to 45 feet | 70 75 |
| By the dram, according to average and quality, 30 to 35 feet. | 50 60 |

Ash

| | | |
|---|---|---|
| 13 inches and up, according to average and quality, per cu. ft. | 25 | 30 |
| Average 16 inch | 30 | 40 |

Birch

| | | |
|---|---|---|
| 14 inch, per cu. ft. | 20 | 22 |
| 15 inch, per cu. ft. | 24 | 26 |
| 16 inch, per cu. ft. | 28 | 30 |
| 18 inch, per cu. ft. | 32 | 35 |

Quebec Spruce Deals

| | | |
|---|---|---|
| 12 ft. and up x 3 x 9 and up. | $22 00 | 23 00 |
| Oddments | 17 00 | 18 00 |
| Boards, 1 and 2 in. | 16 00 | 18 00 |

Birch Planks

| | | |
|---|---|---|
| 1 to 4 in. | 16 00 | 18 00 |

## SARNIA, ONT.

Fine, Common and Better

| | |
|---|---|
| 1 x 6 and 8 in. | $54 00 |
| 1 in., 8 in. and up wide | 62 00 |
| 1¼ and 1½ in. and up wide | 65 00 |
| 2 in. and up wide | 70 00 |

Cuts and Better

| | |
|---|---|
| 4/4 x 8 and up No. 1 and better | 55 00 |
| 6/4 x 8 and up No. 1 and better | 65 00 |
| 8/4 x 8 and up No. 1 and better | 65 00 |
| 6/4 x 6 and up No. 2 and better | 52 00 |
| 8/4 x 6 and up No. 2 and better | 54 00 |
| 6/4 x 6 and up No. 3 and better | 46 00 |
| 8/4 x 6 and up No. 3 and better | 50 00 |

No. 1 Cuts

| | |
|---|---|
| 1 in., 8 in. and up wide | 42 00 |
| 1¼ in., 8-in. and up wide | 55 00 |
| 1½ in., 8-in. and up wide | 57 00 |
| 2 in., 8-in. and up wide | 60 00 |
| 2½ and 3 and 8-in. and up wide | 75 00 |
| 4 in., 8-in. and up wide | 85 00 |

No. 2 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide | 31 00 |
| 1¼ in., 6-in. and up wide | 42 00 |
| 1½ in., 6-in. and up wide | 44 00 |
| 2-in., 6-in. and up wide | 47 00 |
| 2½, 3 and 4 in., 6-in. and up wide | 62 00 65 00 |

No. 3 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide | 24 00 |
| 1¼ and 1½ in., 6-in. and up wide | 33 00 |
| 2-in., 6-in. and up wide | 33 00 |
| 2½, 3 and 4-in., 6-in. and up wide | 43 00 48 00 |

Common and Dressing Mill Run

| | |
|---|---|
| 1-in. x 4-in. | 25 00 |
| 1-in. x 5-in. | 25 00 |
| 1-in. x 6-in. | 26 00 |
| 1-in. x 8-in. | 27 00 |
| 1-in. x 10-in. | 29 00 |
| 1-in. x 12-in. | 34 00 |
| 1 in. x 13 in. and up | 34 00 |
| 1¼, 1½ and 2-in. | 30 00 |

No. 1 Barn

| | | |
|---|---|---|
| 1 inch | 31 00 | 45 00 |
| 1¼, 1½ and 2-in. | 36 00 | 45 00 |
| 2½ and 3-in. | | 45 00 |
| 4 inch | | 50 00 |

No. 2 Barn

| | | |
|---|---|---|
| 1 inch | 28 00 | 36 00 |
| 1¼, 1½ and 2-in. | 30 00 | 36 00 |
| 2½ and 3-in. | | 38 00 |

No. 3 Barn

| | | |
|---|---|---|
| 1 inch | 21 00 | 28 00 |
| No. 1, 1, 1¼, 1½, 2-in. | 20 00 | 25 00 |

Box

| | | |
|---|---|---|
| No. 1, 1, 1¼, 1½, 2-in. | 22 00 | 25 00 |
| No. 2, 1¼, 1½, 2-in. | 19 00 | 23 00 |

Mill Culls

| | | |
|---|---|---|
| Mill run culls, 1-in. | | 19 00 |
| 1, 1¼, 1½ and 2-in. | | 20 00 |
| No. 2 | 17 00 | 18 00 |

Lath

| | |
|---|---|
| No. 1, 32-in. pine | 1 75 |
| No. 2, 48-in. pine | 4 25 |
| No. 1, 48-in. pine | 4 75 |
| No. 3, 48-in. pine | 3 75 |

## WINNIPEG, MAN.

No. 1 Pine, Spruce and Tamarac

Dimensions, Rough or S. 1 S. and 1 E.

| | 6 ft. | 8 ft. | 10 ft. | 14x16 ft. |
|---|---|---|---|---|
| 2 x 4 | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 6 | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 8 | 17 00 | 17 50 | 21 00 | 19 00 |
| 2 x 10 | 18 00 | 18 50 | 21 50 | 20 00 |
| 2 x 12 | 18 00 | 19 00 | 23 50 | 21 50 |

FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

Dimensions

| | |
|---|---|
| 2 x 4-12 | 20 50 |
| 2 x 4-8-14-16 | 20 50 |
| 2 x 4-10-18-20 | 22 50 |
| 2 x 6, 8 to 16 | 20 00 |
| 2 x 8, 8 to 16 | 20 50 |
| 2 x 4-6 and 8-in.; 8, 12, 14 and 16 ft. | 22 50 |
| 2 x 4-6 and 8-in.; 10 ft. | 24 50 |
| 2x4-6 and 8-in.; 24,26,28, 30, 32 ft. | 26 50 |
| 2 x 10 and 2 x 12; 8-16 ft. | 23 50 |
| 2 x 10 and 2 x 12; 18, 20, 22 ft. | 25 50 |
| 2 x 10 and 2 x 12; 24, 26, 28, 30, 32 ft. | 27 50 |

No. 1 Common Boards

| | |
|---|---|
| 4 inch | 19 00 |
| 6 inch | 21 50 |
| 8, 10, 12 inch | 23 50 |
| Mixed widths | 22 50 |

Flooring

| | |
|---|---|
| 4 or 6 inch No. 1 | 33 00 |
| 4 or 6 inch No. 2 | 31 00 |
| 4 or 6 inch No. 3 | 25 00 |

Shiplap—Finished

| | |
|---|---|
| 4 inch | 19 50 |
| 6 inch | 23 00 |
| 8, 10 and 12 inch | 24 00 |

Siding

| | |
|---|---|
| 6 inch No. 1 | 33 00 |
| 6 inch No. 2 | 31 00 |
| 6 inch No. 3 | 25 00 |

Lath

| | |
|---|---|
| No. 1 Cedar, pine, spruce (not mixed) | 5 00 |
| No. 1 Cedar, pine, spruce (mixed) | 4 50 |
| No. 2 Cedar, pine, spruce (mixed) | 3 25 |

PINE—ROUGH TIMBER

| | |
|---|---|
| 3 x 6 in.; 8 to 16 ft. | 25 10 |
| 3 x 8 in.; 8 to 16 ft. | 22 00 |
| 3 x 12, 4 x 4, 6 x 6 in.; 8-16 ft. | 25 00 |
| 4 x 10 to 10 x 10, 8 x 8, 6 x 12 in. up to 32 ft. | 27 00 |

BRITISH COLUMBIA FIR

Dimensions, S 1 S, and E.

| | |
|---|---|
| 2 x 4 in.; 6 and 8 ft. | 23 00 |
| 2 x 4 in.; 12 x 14 ft. | 24 00 |
| 2 x 4 in.; 10 x 16 ft. | 25 00 |
| 2 x 4 in.; 18 x 20 ft. | 26 00 |
| 2 x 4 in.; 22 x 24 ft. | 27 00 |
| 2 x 4 in.; 26 to 32 ft. | 29 00 |
| 2 x 10 and 2 x 12 in.; 10 to 16 ft. | 25 00 |
| 2 x 10 and 2 x 12 in.; 18 and 20 ft. | 27 00 |
| 2 x 10 and 2 x 12 in.; 22 and 24 ft. | 28 00 |
| 2 x 10 and 2 x 12 in.; 26 to 32 ft. | 30 00 |
| 2 x 14 in.; 10 to 16 ft. | 30 00 |
| 2 x 14 in.; 18 and 20 ft. | 32 00 |
| 2 x 14 in.; 22 and 24 ft. | 33 00 |
| 2 x 14 in.; 26 to 32 ft. | 35 00 |
| 3 x 3 and 3 x 4 in.; 8 to 14 ft. | 26 00 |
| 3 x 3 and 3 x 4 in.; 8 to 16 ft. | 27 00 |
| 3 x 3 and 3 x 4 in.; 18 and 20 ft. | 28 00 |
| 3 x 3 and 3 x 4 in.; 22 and 24 ft. | 29 00 |
| 3 x 3 and 3 x 4 in.; 26 to 32 ft. | 31 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 6 to 16 ft. | 29 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 18 and 20 ft. | 29 50 |
| 6 x 6, 6 x 8, 8 x 8 in.; 22 and 24 ft. | 30 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 26 to 32 ft. | 30 50 |

FLOORING

| | |
|---|---|
| Nos. 1 and 2, 1 x 3 in., E. G. | 42 00 |
| Nos. 1 and 2, 1 x 4 in., E. G. | 41 00 |
| Nos. 1 and 2, 1 x 6 in., E. G. | 39 00 |
| Nos. 1 and 2, 1 x 4 in. or 6 in., F. G. | 33 00 |
| No. 3, 1 x 4 in. or 6 in. | 30 00 |
| No. 3 Edge grain $3.00 per M. extra. | |

SHIPLAP

| | |
|---|---|
| B. C. Fir, 6 in. | 23 00 |
| B. C. Fir, 8, 10, 12 in.; 8 to 16 ft. | 24 00 |
| No. 2 Shiplap, 6 in. | 21 00 |
| No. 2 Shiplap, 8, 10 and 12 in. | 22 00 |

FIR, COMMON BOARDS, S 1 S, 8 to 16 Ft.

| | |
|---|---|
| Mixed widths (may contain 30 per cent. 4 and 6 in.) | 23 00 |
| Common Boards, 8 to 12 in. | 24 00 |
| No. 2 Mixed widths | 21 00 |
| No. 2 Boards, 8 to 12 in. | 22 00 |

SHINGLES

| | |
|---|---|
| XXX B. C. Cedar | 2 90 |

LATH

| | |
|---|---|
| Fir lath, 3/8 x 1 3/8 in. x 4 ft., bundled in 50's | 4 00 |
| Cedar lath 3/8 x 1 3/8 in. x 4 ft. | 4 50 |

## BUFFALO AND TONAWANDA, N.Y.

White Pine

Wholesale Selling Price

| | |
|---|---|
| Uppers 4/4 | $94 00 |
| Uppers 5/4 to 8/4 | 92 00 |
| Uppers 10/4 to 12/4 | 97 00 |
| Selects 4/4 | 84 00 |
| Selects 5/4 to 8/4 | 82 00 |
| Selects 10/4 to 12/4 | 92 00 |
| Fine common 4/4 | 61 00 |
| Fine common 5/4 | 65 00 |
| Fine common 6/4 | 65 00 |
| Fine common 8/4 | 67 00 |
| No. 1 Cuts 4/4 | 51 00 |
| No. 1 Cuts 5/4 | 57 00 |
| No. 1 Cuts 6/4 | 59 00 |
| No. 1 Cuts 8/4 | 61 00 |
| No. 2 Cuts 4/4 | 32 00 |
| No. 2 Cuts 5/4 | 43 00 |
| No. 2 Cuts 6/4 | 45 00 |
| No. 2 Cuts 8/4 | 50 00 |
| No. 3 Cuts 5/4 | 33 00 |
| No. 3 Cuts 6/4 | 34 00 |
| No. 3 Cuts 8/4 | 36 00 |
| Dressing 5/4 | 46 00 |
| Dressing 5/4 x 10 | 51 00 |
| Dressing 5/4 x 12 | 52 00 |
| No. 1 Moulding 5/4 | 58 00 |
| No. 1 Moulding 6/4 | 58 00 |

(Continued on page 60)

*28 "Service" Branches Throughout Canada*

**Canadian Consolidated Rubber Co., Limited**

**Montreal, P. Q.**

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**(Tires, Hose, Belting, Packing, etc.)**

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*28 "Service" Branches Throughout Canada*

## CURRENT LUMBER PRICES—Continued

| | |
|---|---|
| No. 1 Moulding 8/4 | 58 00 |
| No. 2 Moulding 5/4 | 47 00 |
| No. 2 Moulding 6/4 | 47 00 |
| No. 2 Moulding 8/4 | 47 00 |
| No. 1 Barn 1 x 12 | 48 00 |
| No. 1 Barn 1 x 6 and 8 | 34 00 |
| No. 1 Barn 1 x 10 | 36 00 |
| No. 2 Barn 1 x 6 and 8 | 32 00 |
| No. 2 Barn 1 x 10 | 34 00 |
| No. 3 Barn 1 x 6 and 8 | 26 00 |
| No. 3 Barn 1 x 10 | 27 00 |
| Box 1 x 6 and up | 23 00 |
| Box 1 x 10 | 25 00 |
| Box 1 x 12 | 26 00 |
| Box 1 x 13 and up | 30 00 |

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda:

MAPLE

| | 1s & 2s | No. 1 Com. | No. 2 Com. |
|---|---|---|---|
| 4/4 | 30 - 32 | 20 - 22 | 14 - 16 |
| 5/4 to 8/4 | 33 - 35 | 22 - 24 | 14 - 15 |
| 10/4 to 16/4 | 37 - 39 | 27 - 29 | 19 - 21 |

RED BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 41 - 43 | 27 - 29 | 15 - 17 |
| 5/4 to 8/4 | 43 - 45 | 29 - 31 | 17 - 19 |

SAP BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 23 - 25 | 17 - 19 |
| 5/4 and up | 37 - 39 | 25 - 27 | 17 - 19 |

SOFT ELM

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 24 - 26 | 15 - 17 |
| 5, 6 & 8/4 | 37 - 39 | 26 - 28 | 17 - 19 |

BASSWOOD

| | | | |
|---|---|---|---|
| 4/4 | 33 - 35 | 24 - 26 | 16 - 18 |
| Thicker | 35 - 37 | 26 - 29 | 19 - 20 |

PLAIN OAK

| | | | |
|---|---|---|---|
| 4/4 | 51 - 53 | 32 - 34 | 20 - 22 |
| 5/4 to 8/4 | 53 - 55 | 34 - 36 | 22 - 24 |

ASH, WHITE AND BROWN

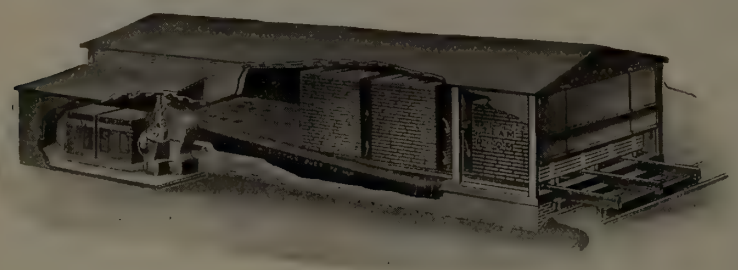
| | | | |
|---|---|---|---|
| 4/4 | 45 - 47 | 27 - 29 | 18 - 20 |
| 5/4 to 8/4 | 52 - 54 | 29 - 31 | 19 - 21 |
| 10/4 and up | 61 - 63 | 41 - 43 | 21 - 23 |

BOSTON, MASS.

| | | |
|---|---|---|
| White pine uppers, 1 to 2 in... | 92 00 | 98 00 |
| Selects, 1 to 2 inch | 80 00 | 88 00 |
| Fine common, 1 in. | 68 00 | 70 00 |
| Fine common, 1¼ to 2 in. | 70 00 | 72 00 |
| No. 1 Cuts 1 in. | | 55 00 |
| No. 1 Cuts 1¼ to 2 in. | 60 00 | 64 00 |
| No. 2 Cuts, 1 in. | | 40 00 |
| No. 2 Cuts, 1¼ to 2 in. | 48 00 | 50 00 |
| Barn Boards, No. 1, 1 x 12 | 48 00 | 50 00 |
| No. 1, 1 x 10 | 37 00 | 38 00 |
| No. 1, 1 x 8 | | 37 00 |
| No. 2, 1 x 12 | 36 00 | 40 00 |
| No. 2, 1 x 10 | 34 00 | 35 00 |
| No. 2, 1 x 8 | 33 00 | 34 00 |
| No. 3, 1 x 12 | 31 00 | 32 00 |
| No. 3, 1 x 10 | 29 00 | 30 00 |
| No. 3, 1 x 8 | | 29 00 |
| Canadian spruce boards | 23 50 | 25 00 |
| Spruce, 10 in. dimension | 25 00 | 27 00 |
| Spruce 12 in. dimension | 26 50 | 28 00 |
| Spruce, 9 in. | 23 50 | 24 50 |
| Spruce, 8 in. and under dimen. | 24 00 | 25 00 |
| 10 and 12 in. random lengths, 10 ft. and up | | 24 00 |
| 2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 and 3 x 4 random lengths, 10 feet and up | 21 00 | 22 00 |
| All other random lengths, 7-in. and under, 10 ft. and up | 21 00 | 21 50 |
| 5-inch and up merchantable boards, 8 ft. and up, p 1s | 21 00 | 22 00 |
| 1 x 2 and 1 x 3 furring, p 1s clipped and bundled | 22 00 | 22 50 |
| 1½-in. spruce laths | | 4 10 |
| 1½-in. spruce laths | 3 70 | 3 80 |

New Brunswick Cedar Shingles

| | |
|---|---|
| Extras | 3 85 |
| Clears | 2 85 |
| Second clears | 2 75 |
| Clear whites | 2 30 |
| Extra 1s (Clear whites out) | 1 50 |
| Extra 1s (Clear whites in) | 1 00 |
| Red Cedar Extras, 16-in. 5 butts to 2-in. | 3 35 |
| Red Cedar Eurekas, 18-inch 5 butts to 2-in. | 4 25 |
| Red Clear Perfection, 5 butts to 2¾ | 4 80 |
| Washington 16-in. 5 butts to 2-in. extra red clear | 3 30 |

# Duplicating Nature's Process

Case hardening is the result of lumber which is merely surface dried. The wood splits, cracks and demands only a low price on the market.

Sturtevant
(REG. CAN. PAT. OFF.)

## Common Sense Moist Air Dry Kiln

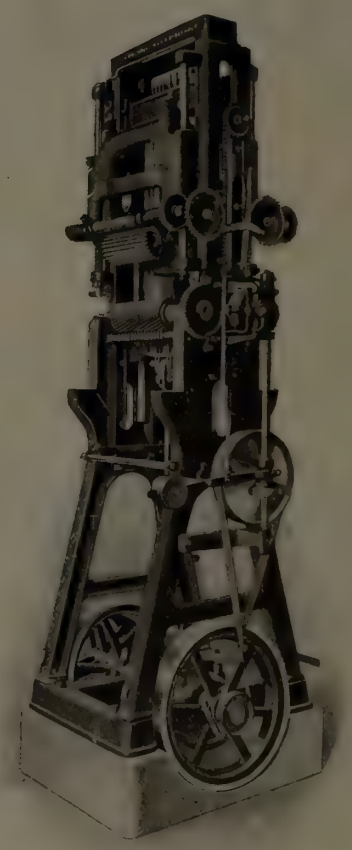
dries lumber from center to surface and under no circumstances is it possible for the kiln attendant to bake the lumber.

The Sturtevant Kiln duplicates nature's process and gives perfectly dry lumber.

Letters from actual users in all parts of the country enable us to offer you evidence as to how our Common Sense Kiln will do work similar to yours.

Shall we send you bulletin 2200?

**B. F. Sturtevant Company, of Canada Ltd.**
Galt, Ontario



# BOLINDER'S

## Saw Mill and Woodworking Machinery

meets the most exacting requirements of the up-to-date Saw Mill man.

Designed to meet the present day demand for machines capable of rapid and economical production with a minimum amount of labor.

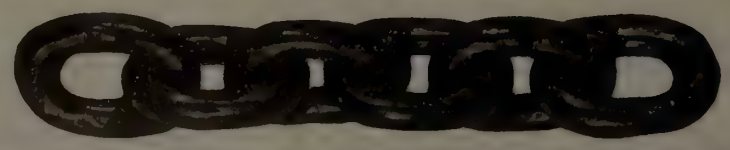
The Bolinder line includes **High Speed Log Sawing Machines, Double Edgers, Cross Cut Saws, High Speed Flooring and Matchboarding Machines, Planing Machines, Automatic Boxboard Machines, Circular and Band Resaws, Special Patented Tonguing and Grooving Cutters, Etc.**

Ball Bearings used throughout.

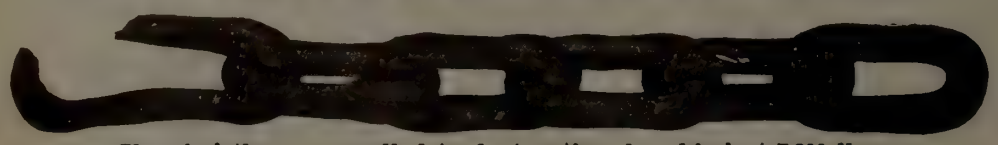
For further particulars apply to

**The Swedish Steel & Importing Co. Ltd.**
Montreal, P. Q.
Sole Agents for Eastern Canada for
J. & C. G. Bolinders Co., Limited, Stockholm, Sweden

# "AJAX" The World's Strongest Chain



Above Cut shows a piece of 9-32 inch Chain proof tested to 3,000 lbs.



Showing the same pulled to destruction, breaking at 7,800 lbs.
(See how this Chain stretched before breaking.)

Do your log loading with the "Ajax" loading chain, every link of which is guaranteed. The illustration tells a convincing story.

Manufactured only by

**Standard Chain Company**
Pittsburgh, Pa.
The World's Largest Chain Producers.
Montreal: Alexander Gibb, St. Nicholas Bldg.
Winnipeg: Bissett & Loucks.
Vancouver: John Burns, 329 Railway St.

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**Entirely new in principle. Nothing like it ever offered before**

**Material Does Not Go Through The Wheel**

**More Durable—No Vibration—Wheel Not Overhung**

**Saves Power**

***Write for details regarding this exhauster***

**Sterling Blower Company**

**Main Office and Works:—HARTFORD, Conn.**

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**Joseph Dixon Crucible Company**

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**Established 1874**

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Hydraulic and other Presses for mill and factory use. Built in all sizes or to suit special conditions

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**William R. Perrin and Company, Ltd.**

TORONTO, CANADA

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**Good Steel Carefully Manufactured Properly Tempered**

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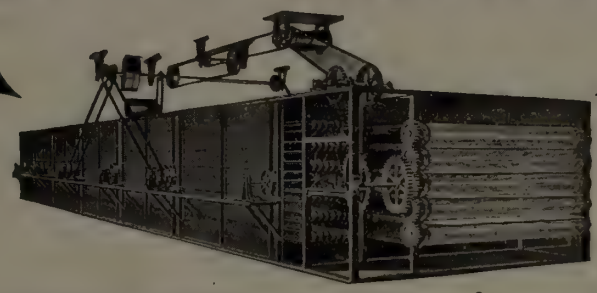
**GALT - ONTARIO**

# PROCTOR VENEER DRYER



**Dries enormous amount of veneer perfectly flat and pliable at minimum cost, without checks or splits**

**Send for catalog and list of users**

**The Philadelphia Textile Machinery Co., Philadelphia**

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

**Long Distance Phone, No. 87**

Send for Catalogue and Price List.

**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**

**The Thomas Pink Company, Limited**

***Manufacturers of Lumber Tools***

**PEMBROKE - - - - - ONTARIO**

**MADE IN CANADA**

**It's a Pink anyway you take it, and it's the best Peavey made.**

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**is the Flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully selected stock, and every precaution is taken throughout our entire system to make it fulfil the requirements in every particular. Write us for prices.**

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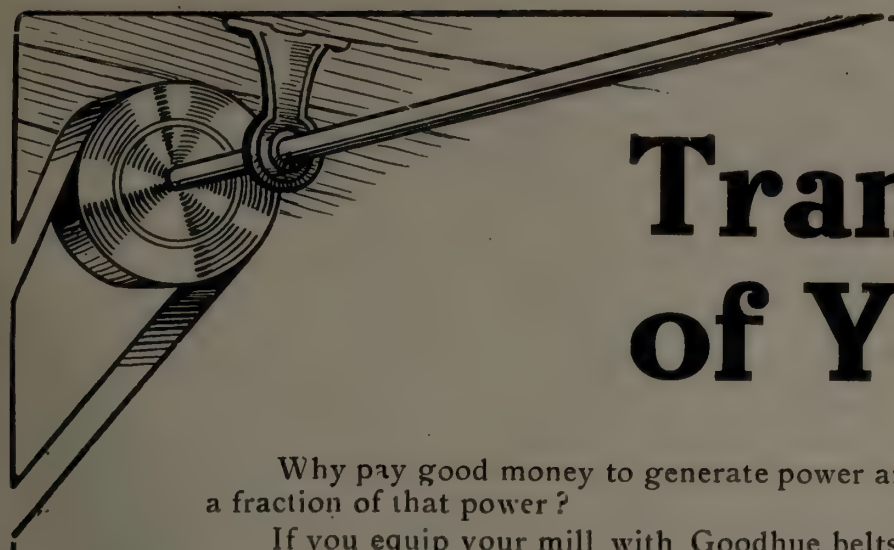

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If you equip your mill with Goodhue belts you can transmit 100% of the power generated.

Goodhue Belts stretch 15% to 25% less than other belts and have just the right amount of "cling" on the pulley.

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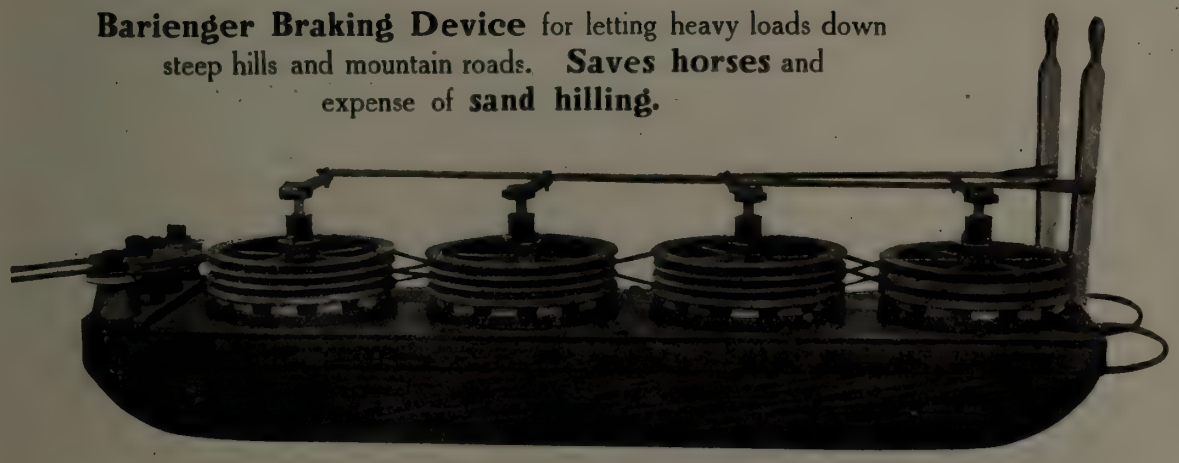
**Barienger Braking Device** for letting heavy loads down steep hills and mountain roads. **Saves horses** and expense of **sand hilling.**



Now is the time to consider the use of this brake for another season before hauling roads are planned and built. By using this brake lumbermen are able to work much steeper roads, and in consequence, shorter roads and there is a considerable saving in the cost of building roads.

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Oliver Lumber Company
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Waterous Engine Works Co.

# Dominion Timber Regulations

Licenses to cut timber on Dominion Lands in the Provinces of Manitoba, Saskatchewan, and Alberta, the Northwest Territories, within twenty miles on either side of the main line of the Canadian Pacific Railway in the Province of British Columbia, and in the tract of three and one-half million acres to be located by the Government in the Dominion in the Peace River district in the Province of British Columbia, lying east of the Rocky Mountains and adjoining the Province of Alberta, shall be disposed of by public auction at the office of the Dominion Timber Agent for the districts in which the berths are situated.

Before any parcel of timber is offered for sale it shall be surveyed by a duly qualified Dominion Land Surveyor into berths of an area not exceeding twenty-five square miles, and each of such berths shall then be thoroughly cruised by a duly qualified timber cruiser in the employ of the Dominion Government. The Minister shall then fix an upset price at which the berth shall be disposed of, and no berth shall be sold at less than the price so fixed.

Purchases to the amount of one thousand dollars or under shall be paid in cash at the time of sale. Purchases over one thousand dollars and not exceeding five thousand dollars shall be paid, one-half in cash at the time of sale, and a note or notes shall be given for the remaining half of the purchase price, payable in three months, with interest at the rate of five per cent. per annum. Purchases over five thousand dollars and not exceeding ten thousand dollars shall be paid one-third in cash at the time of sale, and notes shall be given for the remaining two-thirds of the purchase price, payable in three and six months, with interest at the rate of five per cent. per annum. Purchases exceeding ten thousand dollars shall be paid one-fourth in cash at time of sale, and notes shall be given for the remaining three-fourths of the purchase price, payable within three, six and nine months, with interest at the rate of five per cent. per annum. Notes shall be made payable at a bank in the city or town in which the sale is held or at a bank in the city of Ottawa. Cash payments must be made at the time of sale in legal tender or by an accepted cheque on a chartered bank, or by a draft issued by a chartered bank, payable to the order of the Deputy Minister of the Interior. If default is made in any payment required by this section the sale shall be forfeited and void.

The purchaser must also pay the cost or the estimated cost of the survey of the berth before a license is issued.

The licensee shall pay an annual ground rent of five dollars per square mile except for lands situated to the west of Yale, in the Province of British Columbia, in which case the yearly ground rent shall be five cents per acre.

The licensee shall pay the following dues on timber cut on his berth :—

Sawn lumber, 50 cents per thousand feet, board measure.

Railway ties, eight feet long, 1½ cents each.

Railway ties, nine feet long, 1¾ cents each.

Shingle bolts, 25 cents per cord.

And 5 per cent. on the sale of all other products of the berth.

# Timber Permits

Yearly permits are granted to settlers, mine operators and others on application to the Dominion Timber Agents, from whom further information can be obtained.

**W. W. Cory,**

Department of the Interior, Ottawa, Deputy Minister.
December 20th, 1912.

### PULP MILL MACHINERY
Moreau Barking Machine Co.

### PUMPS
Canadian Fairbanks-Morse Company
Smart-Turner Machine Company
Waterous Engine Works Co.

### RAILS
Gartshore, John J.
Morris Crane & Hoist Co., Herbert
Sessenwein Bros.

### REDWOOD LUMBER
Mershon Lumber Co., John D.

### ROOFING
Can. H. W. Johns-Manville Co., Ltd.

### RUBBER GOODS
Gutta Percha & Rubber Company

### SASH
Batts Limited
Benson & Bray Limited
Haeberle Lumber Company
Heaps & Company, E. H.
Rat Portage Lumber Company
Rimouski Industrial Company
Tessier, Alphonse.

### SAWS
Atkins & Company, E. C.
Disston & Sons, Henry
Gerlach Company, Peter
Hoe & Company, R.
Mereen Johnston Machine Company
Radcliff Saw Mfg. Company
Shurly-Dietrich Company
Simonds Canada Saw Company

### SAW MILL MACHINERY
Berlin Machine Works
Gerlach Company, Peter
Hamilton Company, William
Hill Mfg. Company, W. E.
Huther Bros. Saw Mfg. Company
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Mershon & Company, W. B.
Morris Crane & Hoist Co., Herbert
Parry Sound Lumber Company
Payette & Company, P.
Waterous Engine Company
Waterous Engine Works Co.
Wickes Bros.

### SHINGLES
Barclay Shingle Mills
Bartram Brothers
Campbell-MacLaurin Lumber Co.
Can. H. W. Johns-Manville Co., Ltd.
Christy-Moir Company
Dalhousie Lumber Company
Fraser Limited
Gillespie, James
Harris Tie & Timber Company
Heaps & Company, E. H.
Larkin Lumber Company, C. A.
Long Lumber Company
McGibbon Lumber Company
Rat Portage Lumber Company
Snowball Company, J. B.
Timms, Phillips & Company

### SHINGLE & LATH MACHINERY
Gerlach Company, Peter
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Payette & Company, P.
Waterous Engine Works Co.

### SOUTHERN PINE
Arkansas Soft Pine Association
Cameron & Company
Garrett Lumber Company, T. H.
Harris Lumber Co., Frank H.
Hobart & Company
Wuichet, Louis
Wilson Lumber Company
Mason, Gordon & Company

### SPRUCE
Auger & Son
Bartram Bros.
Blair & Rolland
Cameron & Company
Canada Lumber Sales Company
Christy-Moir Company
Donogh & Company, John
Elgie & Jarvis Lumber Company
Fenderson & Company, John
Fraser Limited
Fraser-Bryson Lumber Company
Gillies Bros
Leak & Company
Mackarell & Company, Thos.
Mason, Gordon & Company
New Ontario Colonization Co.
Partington Pulp & Paper Co., Ed.
Quebec & St. Maurice Industrial Co.
Rideau Lumber Company
Snowball Company, J. B.
Spencer, C. A.
St. Gabriel Lumber Company
Waterous Engine Works Co.

### STEEL CHAIN
Coghlin & Company, B. J.
McKinnon Chain Company
Standard Chain Company

### SULPHITE PULP
Partington Pulp & Paper Company

### SNOW PLOWS
Pink Company, Thos.

### TAPS and DIES
Pratt & Whitney Company
Waterous Engine Works Co.

### TELESCOPIC ASH HOISTS
Morris Crane & Hoist Co., Herbert

### TRANSMISSION MACHINERY
Canadian Fairbanks-Morse Company

### TIES
Fesserton Lumber Company
Harris Tie & Timber Co.
Spears & Lauder

### TIMBER BROKERS
Cant & Kemp
Farnworth & Jardine
Lacey & Company, Jas. D
Meier, F. R.

### TIMBER ESTIMATORS
Lauderburn, D. E.
Meier, F. R.
Munson-Whitaker Company
Sewall, James W.

### TIMBER CRUISERS
Campbell Lumber Company, L. E.

### TUGS
West & Peachey

### VENEERS
Dominion Mahogany & Veneer Co.
Hoffman Brothers Company
Webster & Bro., Jas.

### VENEER MACHINERY
Coe Mfg. Company
Perrin, William R.
Philadelphia Textile Machinery Co.

### WIRE
Greening Wire Company, B.
Laidlaw-Bale-Tie Company
Steel Company of Canada

### WOODWORKING MACHINERY
American Woodworking Mach. Co.
Berlin Machine Works
Canadian Fairbanks-Morse Company
Fay & Egan Co., J. A.
Hamilton Company, William
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Waterous Engine Works

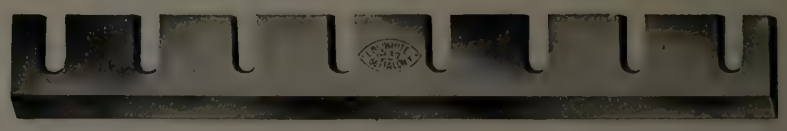
### WOOD PULP
New Ontario Colonization Co.
River Ouelle Pulp & Lumber Co
St. Gabriel Lumber Company

*Since 1837* *78 Years' Experience*

Hog

Barker

Moulding



Veneer

TRADE L&I.J. WHITE 1837 BUFFALO,N.Y. MARK

Planer

## Why Are WHITES' Knives Different?

You can probably buy knives cheaper so why should you buy WHITE KNIVES? You can buy $2 shoes—why don't you? They look just as good, will wear just as good for a while. Of course they will only wear about half as long—you **MIGHT** get a pair that would wear as long if you want to take a chance.

## We Don't Believe In Taking Chances

Do you? Don't you want something you can depend upon—something that you don't have to keep monkeying with half the time to keep in order, knives that wear 10 to 50 per cent longer without any jumping, bending, chipping, or breaking in the weld? Ask our agents for quotations, or write us.

MANUFACTURERS:—
**The L. & I. J. White Co.,** 20 Columbia St., Buffalo, N. Y.

Agents:—
Radcliff Saw Co., Toronto, Ont.

# Veneer Machinery

The illustration is a front view of the Coe style "A" extra heavy pattern rotary veneer cutter. It is made for any length of knife up to 120 inches; diameter of swing, 68 inches, diameter of spindle, 6 to 8 inches; weight is proportionate to length of knife. This Coe style "A" cutter is used for the heaviest cutting and for making the finest figured veneers. It is the best Rotary Veneer Cutter made in the world.

**The Coe Dryer Delivers Bone Dry Stock from Green Veneers.**

**The Coe Automatic Roller Dryer is built of Steel, Iron and Asbestos.**

The Coe Automatic Roller Dryer is designed and built entirely of steel, iron and asbestos which construction gives it unusual durability and ability to withstand the severe service of being operated under the high temperature necessary to dry veneers thoroughly and rapidly.

The Coe dryer will handle any size or thickness of veneers of any species of wood. It will deliver them bone dry, commercially flat and straight without splits, wrinkles or checks or without discoloring, glazing or polishing their surface.

Coe dryers have been designed and built for handling all kinds and thicknesses of stock and for all capacities.

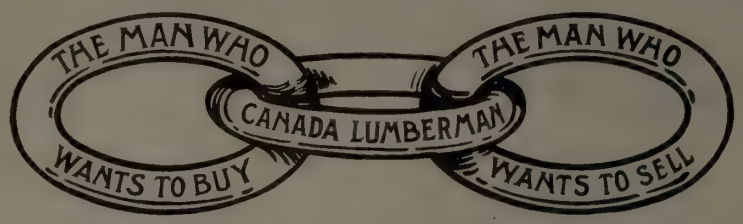
***Write us for complete catalogue***

# The Coe Manufacturing Co.

**Painesville, Ohio, U. S. A.**

*Established 1850*

***The oldest and largest manufacturers of complete veneer equipment in the world.***




# The Connecting Link

Way back in 1880 the **Wanted and For Sale** columns of the Canada Lumberman and Woodworker were used extensively by the lumbermen of Canada for the purchase and sale of timber, lumber and machinery.

Time has but served to enhance the value of this medium, until to-day the **Wanted and For Sale Department** of the Canada Lumberman has become a national market.

Twice a month "the paper with the green cover" brings together buyers and sellers of lumber and machinery from all the principal lumbering centres of Canada and the United States. By covering this wide field, the percentage of waste circulation for advertisers has been reduced to a minimum.

For quick and satisfactory results, get your advertisement in the **Wanted and For Sale Department** of the

**Canada Lumberman & Wood Worker**

Published 1st and 15th of the Month

*The National Lumber Journal of Canada*

TORONTO - - - - CANADA

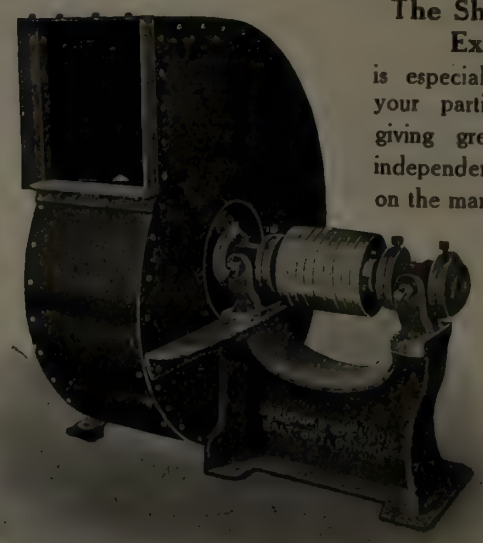
Branch Offices:

Montreal Winnipeg Vancouver London, Eng.

United States Representatives:
W. D. Ward, 628 Tribune Building, NEW YORK.
E. J. Macintyre, 1155 Peoples Gas Building, CHICAGO.

# Planing Mill Improvements

**Every Manufacturer** in the Lumber Industry realizes that to be "up-to-date" their Factory should be installed with **Shaving Exhaust Fans.**



**The Sheldon Shaving Exhaust Fan**

is especially designed to suit your particular requirements, giving greater efficiency and independence than any other on the market.

*See our New Catalogue*

**Sheldons Limited - Galt, Ontario**

**Toronto Office, 609 Kent Building**

AGENTS:

Messrs. Ross & Greig, 412 St. James St. Montreal, Que. Messrs. Walker's Limited, 259-261 Stanley St. Winnipeg, Man.
Messrs. Gorman, Clancey & Grindley, Ltd., Calgary and Edmonton, Alta.
Messrs. Robt. Hamilton & Co. Ltd., Bank of Ottawa Bldg., Vancouver, B.C.

# Morgan Machine Company

ROCHESTER, N. Y.

Manufacturers of—

**Nailing Machines,**

**Lock Corner Box Machinery,**

**Box Board Matchers,**

**Box Board Printing Machines.**

Every manufacturer of boxes; every manufacturer who has nails to drive in any article, or packages of any kind to manufacture, should write the Morgan Machine Company for latest developments in machinery for the Box Industry.

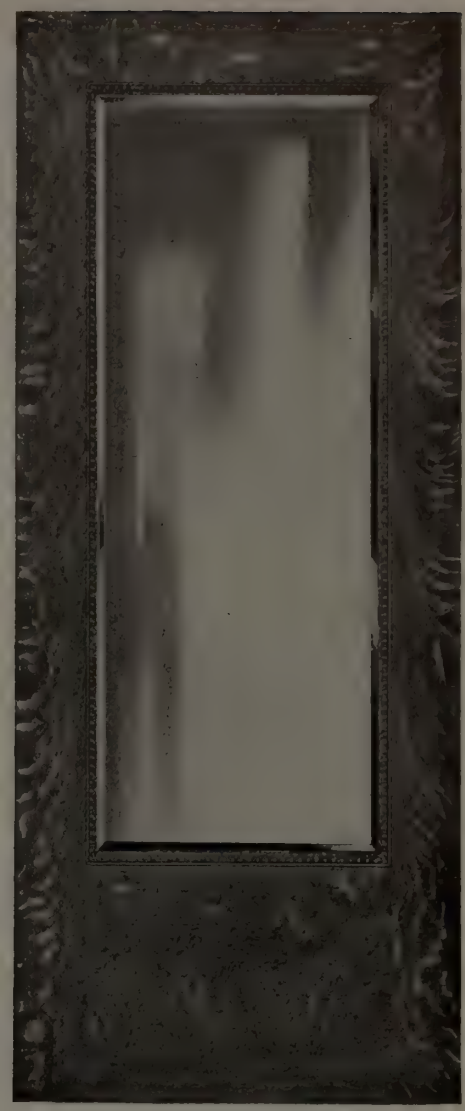
**Morgan Machine Company**
ROCHESTER, N.Y.

B. L. No. 317, Chestnut

# BATTS DOORS

## Are Reliable Doors

B. L. No. 336, ¼-Cut Oak.



B. L. No. 306, ¼-Cut Oak.

B. L. No. 316, Chestnut

# BATTS LIMITED

377-9 Pacific Avenue

TORONTO, ONT.

*Manufacturers of*

**Staved Columns,**
**Veneered Doors,**

**Newel Posts, Cypress Greenhouse Material, Pine Doors and Frames, Sash, Flooring, Trim, Turned Newels and Balusters.**

There are many other designs—all equally Attractive—shown in our up-to-date Catalog. You should send for a copy; it will help you considerably in the Selection of Your Future Requirements.

B. L. No. 334, ¼-Cut Oak.

*The Mark* of *Quality*

THE E. LONG MANUFACTURING CO. SAW MILL MACHINERY ORILLIA, CANADA

## STEAM LOG HANDLING MACHINERY

The cut shows our steam kicker, as used in a double mill.
These machines are built with any number of arms, and in sizes to suit all classes of timber; all sizes being consistently heavy.
Our Catalog "Lock Deck Machinery" describes this and other steam log handling machines.

**MADE IN CANADA**

***Catalog is yours for the asking.***

# THE E. LONG MFG. CO., LTD., ORILLIA, CANADA

**AGENCIES:**

**Vancouver—Robt. Hamilton & Co.**
**Calgary and Edmonton—Gorman, Clancey & Grindley, Ltd.**
**Winnipeg—The Stuart Machinery Co., Ltd.**
**Montreal—Williams & Wilson, Ltd.**

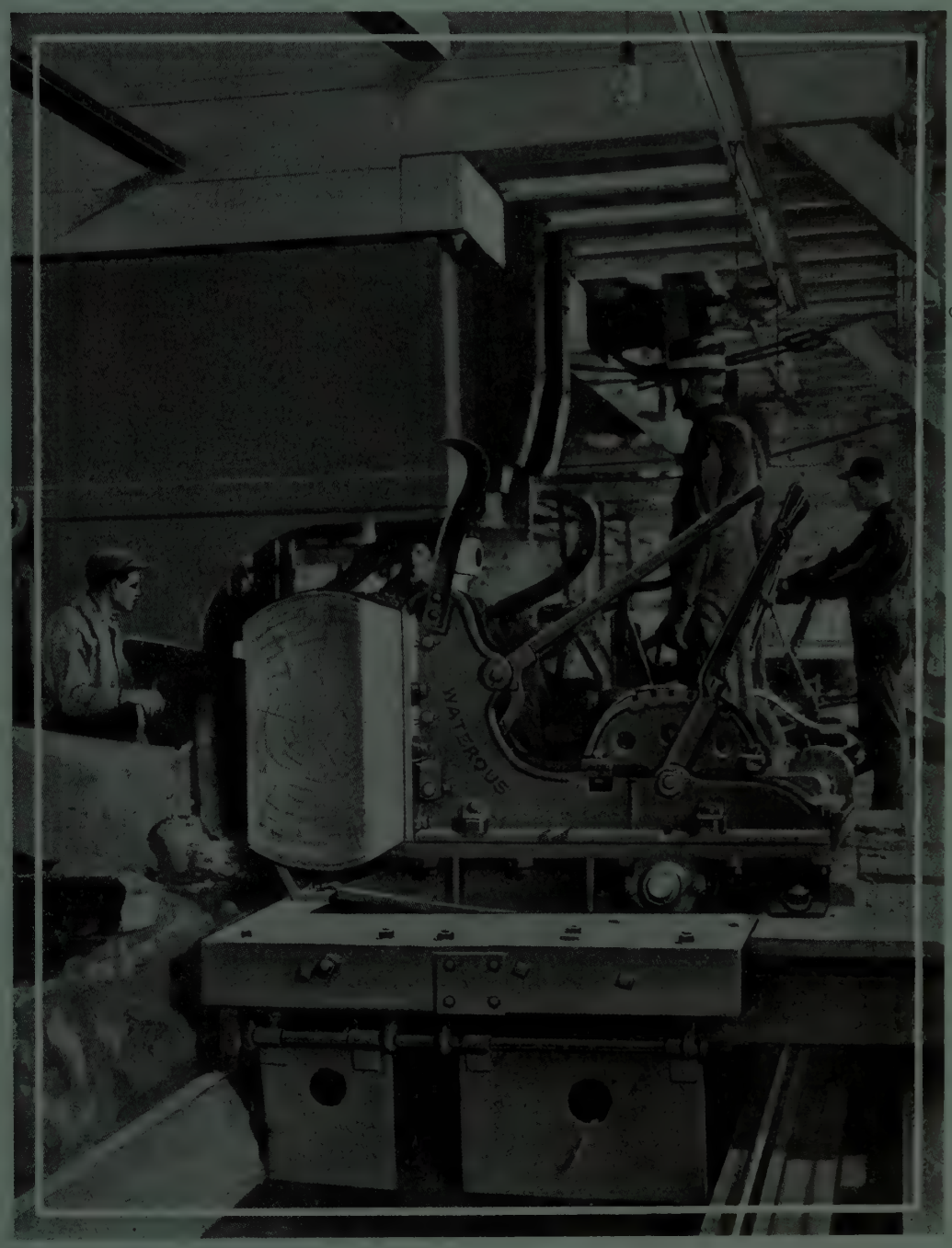
# WATEROUS *"MADE IN CANADA"* SAWMILL MACHINERY

## Men and machinery *work together* in the "Waterous equipped" mill to get results.

EVERY improvement suggested by 70 years' experience building sawmill machinery is incorporated in our machines to make it easy for the operator to handle more lumber and to cut it better than ever before.

Waterous Equipment includes every machine used in sawing lumber—whether it is for a 10 H.P. Portable Outfit or a sawmill turning out 100,000 ft. a day.

A big plant and over half a century's experience building machinery for Canadian lumbermen is behind our guarantee of quality and service.




## It's Right On The Job—*ALL the Time.*

*Send for our complete Catalogues — they are worth while.*

# The Waterous Engine Works Co., Limited

Vancouver, B.C. BRANTFORD, CANADA Winnipeg, Man.

**$5,000,000.00**
**worth of mixed metal sold annually.**

# "FROST KING" METAL

Our thirty-five years' experience in metal mixing enables us to place on the market a babbitt that we believe to be absolutely perfect. For high speed machinery and engine work it is without an equal. It is specially designed for saw-mills, planing mills, threshing engines, traction engines, pumps, rolling mills, pulp machinery, and all classes of stationary engines. It is a high grade metal made of the very best selected stock, and carefully compounded.

If your dealer does not stock FROST KING send us a money order for your requirements. **Price 30c per lb.**, Fort William and East; West of Fort William **35c per lb.**, delivered nearest railway station; packed in 30 lb. and 60 lb. boxes.

For extra duty, such as over-hanging saws, our FAULTLESS BABBITT will stand where all other metals will fail. Price, Fort William and East, **40c per lb.**; West of Fort William, **45c**, delivered to your nearest railway station; packed in 30 lb. and 60 lb. boxes.

## HOYT METAL CO., Toronto, Canada

**Have factory and office at Eastern Avenue and Lewis Street, Toronto, Canada**

**Factories also at:— New York, N. Y. London, Eng. St. Louis, Mo.**

President and General Manager D. C. CAMERON, Winnipeg
Secretary-Treasurer, WILSON BELL, Winnipeg

# The Rat Portage Lumber Co. Ltd.

Manufacturers of

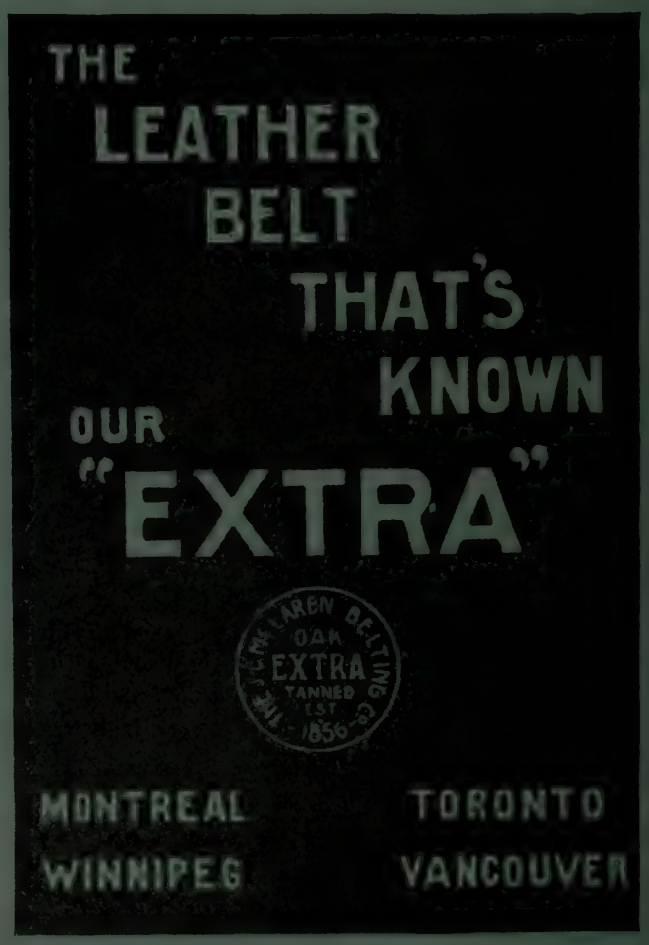
## Fir, Cedar and Spruce LUMBER

**Cedar Shingles, Fir and Cedar Lath**

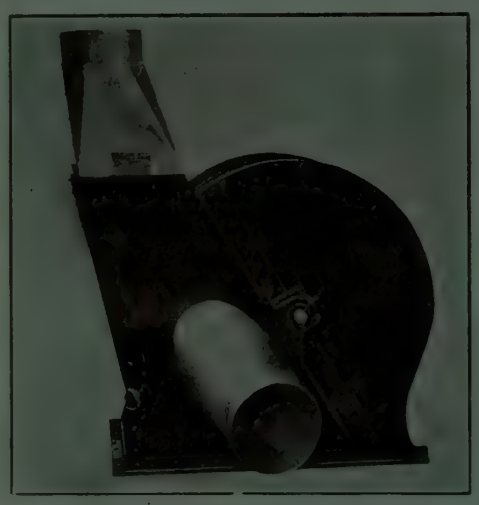
Car Sills and Sheathing, Cedar Siding

Large and Long Timbers
for heavy construction work

**Vancouver, B.C., and Harrison River, B.C.**




**The J. C. McLaren Belting Co.**
Limited
**General Mill Supplies MONTREAL**



Free your factory with a "Foster" Fan.

# The Powers are at War!

We are at war with power. Let us overcome the power enemy with the

## EFFICIENT "FOSTER" FAN

**Exhaust Systems for removing Shavings and Sawdust in Woodworking Plants, Lumber and Sawmills.**

***Sawmill Men Attention!*** This is the only blower which has ever handled green shavings and sawdust successfully.

Sawmill men who have installed this blower declare that they would not now be without it.
Why speculate when people who know how are at your service. Particulars on request.

**TORONTO BLOWER CO., 156 Duke St., Toronto**

Canada Lumberman & Wood Worker

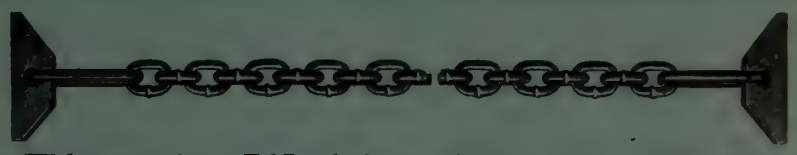
GENUINE "TURBROS"

**Balata Belting**

*Waterproof and Stretchless.*
*The best belt for sawmills.*

Manufactured and guaranteed by

**Turner Bros. Canada Limited**
Montreal — Vancouver



***Electric-Welded Boom Chain***

25% {More Weld = 25% {More Strength = 25% {More Wear

Sheared Toggle and Ring * T Bar Hook and Link * Two Sheared Toggles * Forged Toggle and Ring

Made in Canada Write to Fully Guaranteed

**McKinnon Chain Co., St. Catharines, Ont.**

**BUFFALO SLOW SPEED MILL EXHAUSTERS**

For Conveying and Removing Shavings, Sawdust, Grain, Cotton, Dust from Abrasive Wheels, Bark, Smoke, Gases, Fumes, etc.

REDUCE POWER COST 15 TO 50 PER CENT.

and run at 35 per cent. lower speed than standard fans, decreasing wear and tear and increasing life and serviceability accordingly.

Furnished for pulley or motor drive, single or double width.

**Housing is reversible, giving any position of discharge desired.**

WRITE NOW FOR CATALOG 256-17

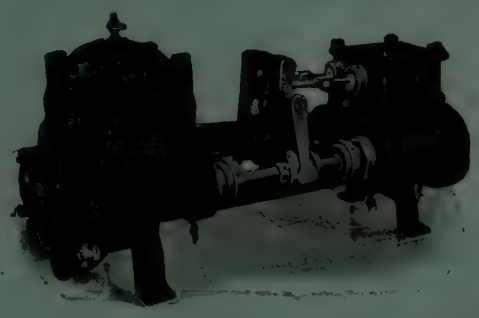
**CANADIAN BUFFALO FORGE CO., LIMITED**
BERLIN, - ONTARIO
St. John Montreal Toronto Winnipeg Vancouver

Blast Wheel for Stringy Material

**New RAILS Relaying**
**12 to 80 pounds per yard.**

**LOGGING CARS**

**Jno. J. Gartshore**
**58 Front St. West, Toronto**



**CHEAP MACHINERY**
versus
**RELIABLE MACHINERY**

At the time of a break-down in your plant, the fact that your pump was a little cheaper than the best, is not very important. WE MAKE THE BEST.

**The Smart-Turner Machine Co., Limited,** Hamilton, Canada

**Save 20 to 40 per cent of your Transmission Losses**

**Install U. G. Hanoers** (made in Can.) **and Skelko Ball Bearings** (made in Eng.)

They require no rearrangement of a plant already installed nor departure from well established mill practice.

They insure the most sturdy, highly efficient and economical method of line shaft power distribution.

**The Canadian Fairbanks-Morse Co., Limited**
St. John, Montreal, Toronto, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria

"Leather like gold has no substitute."

*Made in Canada*

"AMPHIBIA"

*Amphibious as The Frog*

# "AMPHIBIA"

## The Intelligently Built Waterproof Leather Belt

A belt to run efficiently must be built intelligently from the obtaining of hides at their proper season through every stage of manufacture to the finished belt.

From nearly 40 years experience in the tanning and manufacturing of the best leather belts we have a thorough appreciation of what leather belt in a saw or planing mill must stand. With this knowledge we have built "AMPHIBIA" waterproof leather belt—built it intelligently from the best hides.

The leather in "AMPHIBIA" belting is given a special tanning which renders it absolutely waterproof and also extremely flexible. It has a surface that grips the pulleys and transmits a maximum amount of power.

Send us a trial order stating where the belt is to run and we will ship you something that will exceed your ideals of a perfect leather belt. Write us.

*Sadler & Haworth*

*Tanners and Manufacturers*

For 39 Years Makers of the Best Leather Belts

| MONTREAL | TORONTO | ST. JOHN, N. B. | WINNIPEG | VANCOUVER |
|---|---|---|---|---|
| 511 William St. | 38 Wellington St. E | 149 Prince William St. | Galt Building | 217 Columbia Ave. |

☞ To insure satisfaction—State where belt is to run ☜

View of logs in Sturgeon River

# White and Norway Pine Dimension Timber

| | | | |
|---|---|---|---|
| 6 x 6—12/16′, | 25,000′ | 10 x 10—12/16′, | 65,000′ |
| 6 x 8—12/16′, | 50,000′ | 10 x 10—20/24′, | 52,000′ |
| 8 x 8—12/16′, | 25,000′ | 10 x 12—16′, | 45,000′ |
| 8 x 8—20/24′, | 38,000′ | 12 x 12—11/14′, | 34,000′ |
| 8 x 10—12/16′, | 22,000′ | 12 x 12—16′, | 105,000′ |
| 8 x 10—18′, | 16,000′ | 12 x 12—20/28′, | 40,000′ |
| 8 x 10—20/28′, | 13,000′ | 12 x 12—20/28′, | 28,000′ |
| 8 x 12—16′, | 5,000′ | | |

**When you want the best in WHITE and NORWAY PINE, write or wire us for prices.**

***Dressing Done on Short Notice.***

# George Gordon & Company

Limited

CACHE BAY - - ONTARIO

CALIFORNIA REDWOOD

# REDWOOD

CALIFORNIA REDWOOD

our big specialty. The versatile wood. You have read our previous messages and know what this wonderful and economical wood is.

# BIG TIMBERS

our hobby. The bigger the better.

# RAILWAY TIES

our big line and everything in lumber. Second to none.

***TRY OUR QUALITY GOODS AND EFFICIENT SERVICE.***

## Canada Lumber Sales Co., Limited

**145 St. James Street, Montreal**

# Spruce, Hemlock and Hardwoods

***We have on hand ready for shipment:—***

| | |
|---|---|
| 1,000,000 ft. | Merchantable Hemlock 1″, 2″ and 3″, lengths 9 ft. to 26 ft., widths 4″ to 11″, each length and width piled separately. |
| 1,200,000 ft. | Merchantable Spruce 1″, 2″ and 3″, lengths 8 ft. to 24 ft., widths 4″ to 12″, piled separately. |
| 700,000 ft. | Hard Maple 1″, 1¼″, 1½″, 2″ and 3″, sawn on grade. |
| 250,000 ft. | 1″ and 1½″ Beech, sawn on grade. |
| 125,000 ft. | 1 x 4 & up Basswood L.R., No. 2 C. & B. |
| 125,000 ft. | 1″ M. C. Ash. |
| 70,000 ft. | 1″ M. C. Elm. |

We specialize in timbers—lengths 10 ft. to 26 ft. long, and we have facilities for Dressing.

***Send us your inquiries***

## Fassett Lumber Company, Limited

**Fassett, Que.**

# Snaps

## Must Move Quick

800,000 1" and 2" No. 2 Hemlock
300,000 1 x 4 and up No. 2 White Pine Culls
200,000 1 x 10 and 12 No. 2 " " "
500,000 1 x 10 and 12 No. 1 " " "
100,000 1 x 4 and up No. 2 Spruce
300,000 1 x 4 and up No. 2 and 3 Com. Birch

## The Long Lumber Company

HAMILTON, ONT.

# You Won't Be Scared At Our Prices

# Hocken's Hemlock

**Same Good Quality, Prompt Shipment and Normal Price.**

## Hocken Lumber Company, Limited

Otter Lake Station, Ont.

TRADE T MARK (REGISTERED)

DRY WHITE PINE

2 x 7 - 12/16
2 x 8 - 12/16
2 x 9 - 12/16
6/4 x 8 - 12/16
6/4 x 8/10 - 12/16

Watson & Todd, Ltd., Ottawa, Ont.

The
Harris Tie & Timber Co.
Ottawa - Canada
Lumber - Lath - Shingles
Cedar Poles and Posts
Railway Ties - - Piles

The
Georgian Bay
Lumber Co.
Limited
Waubaushene, Ontario

Manufacturers of High Grade
Lumber
and Laths

Fraser Bryson
Lumber Co., Ltd.
Wholesale Lumber Dealers
Selling agents for Fraser & Co., Manufacturers
Mills at Deschenes, Que., near Ottawa

White Pine
Red Pine
Spruce
Lumber and Lath

Office, Castle Building 53 Queen St. Ottawa, Can.

JOHN GILLIES, President
DAVID GILLIES, Vice-President.
J. S. GILLIES, Sec.-Treas.

Established 1873

GILLIES BROS.
Limited

Mills and Head Office
BRAESIDE, ONT.

Manufacturers of
WHITE PINE
RED PINE
SPRUCE

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# BARTRAM BROTHERS, LIMITED
## OTTAWA, CANADA

# SPRUCE, RED AND WHITE PINE

***We Offer for Immediate Shipment, Dry Merchantable Quebec Spruce, Culls Laid out.***

| | | | |
|---|---|---|---|
| 2 x 3 x 8/16 ft. | 24,432 ft. | 1¼ x 3 x 8/16 ft. | 13,687 ft. |
| 2 x 4 x " | 730,640 ft. | 1¼ x 4 x " | 92,735 ft. |
| 2 x 5 x " | 400,000 ft. | 1¼ x 5 x " | 17,094 ft. |
| 2 x 6 x " | 148,000 ft. | 1¼ x 6 x " | 14,093 ft. |
| 2 x 7 x " | 14,000 ft. | 1¼ x 7 x " | 3,369 ft. |
| 2 x 8 x " | 40,000 ft. | 1¼ x 8 x " | 67,238 ft. |

We can dress and match to order, shipping straight or mixed cars. Write us for quotations. We have a large stock of Jack Pine and Norway Pine in good shipping condition. Your enquiry will receive prompt and careful attention.

# The North Shore Shingle Association
## of Eastern Canada
***Established 1912***

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| | |
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| D. E. Richards | Campbellton, N. B. |
| W. P. Eaton | Chatham, N. B. |
| R. B. Ross | Montreal |
| F. E. Blackhall, Sec.-Treas. | Campbellton, N. B. |

***—List of Mills and Shipping Points—***

| | |
|---|---|
| The Shives Lumber Co., Limited | Campbellton, N. B. |
| The Richards Mfg. Co., Limited | Campbellton, N. B. |
| B. A. Mowat | Campbellton, N. B. |
| The Dalhousie Lumber Co., Limited | Dalhousie, N. B. |
| The Continental Lumber Co., Limited | Charlo, N. B. |
| The Bathurst Lumber Co., Limited | Bathurst, N. B. |
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| Edwards & McLean | Bonaventure, N. B. |
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**UNIFORM Grading Rules govern all Mills with uniform prices and terms to all buyers.**

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We are in the market for 3" Spruce and
Red Pine Deals of this Season's Cut.

***Write us stating what you will have.***

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Limited

Mills at Kearney, Ont.

*Manufacturers of*

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Head Office, Hamilton, Ont.

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MANUFACTURERS OF

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Rough and Finished

**Shingles, Lath, Piano Sounding Board Stock, etc.**

Our Mills Produce and We Market as Much

## GENUINE LOUISIANA RED CYPRESS

As All Other Concerns Combined

250,000,000 feet constantly in stock insures filling any reasonable order promptly.
Our Canadian trade is constantly increasing and we are always striving to merit a still larger increase.

*Our salaried salesmen receive credit for mail orders. Try us.*

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*If You Are a Buyer of*

**BIRCH**
**SPRUCE**
**WHITE PINE**
**HARDWOODS**
**and**
**HARDWOOD FLOORING**

***We can interest you.***

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We handle

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*Write or wire for prices and stock lists.*

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HARDWOODS
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*IN MIXED CARS*
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LATH
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**Rough and Dressed Lumber and Lath**

We specialize on cutting to order all sizes of

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in car or mixed lots 1″, 2″ and 3″ to customer's specifications.

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For outdoor wear this "Duxbak" cravenetted coat is just what many lumbermen are looking for. It is light in weight and absolutely guaranteed to be waterproof. The fabric permits of perfect ventilation.

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## White Pine

1″ to 4″ thick, 10/16 Quarter Cut Squares. Lath.

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3 x 7″/9″/11″ 10/18
2 x 10″/12″ 10/18
4/4″, 6/4″, 8/4″, Clear and Clear Face.
Can supply any size.

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## St. Pacome, Quebec

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***Lumber Lath and Pulpwood***

OUR Prime Quebec Spruce of most careful and unexcelled manufacture is the most serviceable lumber of the present day.

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***Nature's Best in Woods***

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Boards, Lath, Piling
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**Selected Birch or Maple**

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Daily Production:—
60 Tons News Print
320 Tons Ground Wood Pulp (Dry)
90 Tons Sulphate Pulp (Dry)
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LUMBER of all kinds:—
Clapboards, Shingles and Pulpwood

Manufacturers of

## News Print Paper, Kraft Paper, Sulphate Pulp, Box Board, Ground Wood Pulp, Building and Fibre Papers, Clapboards, Shingles and Lumber

of every description

Our mills are equipped with the Latest improved machinery for manufacturing both Paper and Pulp.

We would especially draw the attention of paper Dealers to our celebrated BROMPTON KRAFT PAPER, which we claim to be the best and strongest paper of its kind made.

Our GROUND WOOD PULP is made from pure Spruce Wood, and is of a uniformly high standard.

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**Specialty --- Dimension Timber**

HEMLOCK — YELLOW PINE — NORWAY PINE

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Hemlock Billstuff a Specialty of which we have the Best Assortment on Georgian Bay.

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All stock sized or matched if required.

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The Largest Manufacturers of

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Used for every purpose for which a soft wood is adapted.
Furnished in any width and thickness.
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Best Stock for Factory and Pattern Lumber

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13 Foot and 16 Foot

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Dimension Stock, Mattress Frames, Hard and Soft wood slabs cut to lengths required. Hemlock, Cedar, Posts.
Orders receive prompt attention.
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**LUMBER AND TIMBER**

White Pine, Norway, Yellow Pine, Hemlock
Oak Mouldings, Doors, Sashes and Blinds, Cedar Poles and Ties.
Yellow Pine Timber a Specialty.
Interior Trim Mill Work.

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Hexagonal Lumber Crayon No. 9.

**STAONAL LUMBER CRAYONS**

Waterproof — Permanent
Will not wash or rub off.

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39 Church Street, Toronto

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*Special Price, $1.00*

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**Hardwood Flooring**
The Celebrated Diamond Brand
End Matched, Bored, Polished and Bundled

Manufactured by
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**Good Grades — Right Prices — Prompt Shipments**

**Canadian Hardwood. National Grading Rules**

**Birch**
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**Maple**
**Elm**
**Beech**

***All Thicknesses***

Also full line in

**White, Red**

and

**Jack Pine**

***All grades and sizes.***

***Get in touch with us for prices***

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**Dressing of wood in transit on the Intercolonial Railway.**

**SPECIALTIES**

Sawed Hemlock
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***Southern Hardwoods***
*Cypress, Kiln Dried North Carolina Pine*

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Planing of all kinds done by carload. Railroad Switch in connection with mill. All classes of building material, lime and cement for sale.

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**"Well Bought is Half Sold"**

***We Offer the Following Special Lines—***
***For Quick Sale***

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| 2 Cars | 4 x 4 | to 6 x 6 Sound Cedar Squares |
| 100,000 Ft. | 5/4 | 1st and 2nd Basswood |
| 2,500 " | 8/4 | " " " |
| 2,500 " | 16/4 | " " " |
| 12,000 " | 8/4 | 1st and 2nd Soft Elm |
| 17,000 " | 4/4 | No. 1 C. & B. Soft Elm |
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**Hardwoods Thoroughly Dry**
**Your Inquiries Will Have Prompt Attention**

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Mills: Byng Inlet, Ont.

We are Buyers of
**Hardwood Lumber**
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Veneers (3 or more ply) Handles (all descriptions)
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**B. C. Timber Lands**
Located on three New Railroads { G. T. P. C. N. R. P. G. E.

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**Order To - Day we Ship Tomorrow**
***Gulf Cypress***
Kiln - dried North Carolina Pine, Long Leaf Timber, Whitewood, Cypress Shingles.
From our wharves in Portland, Maine
**Wilson Lumber Co.**
Portland, Me.

# The North Shore Shingle Association
## of Eastern Canada

We offer for immediate shipment the following grades of

# White Cedar Shingles

**Extras Clears Second Clears**

**Clear Walls and Extra No. 1s**

This stock is bone dry and can be supplied short or full count. Shipping Points: Campbellton, Dalhousie, Charlo, Bathurst, Bonaventure and Chatham.

***For prices write or wire***

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MANUFACTURERS

***Michigan Hardwoods***

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Highest Grade

## Extra Clear XXX B. C. Red Cedar Shingles

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*Dry stock in all sizes.* *Quick shipments.*

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Manufacturers

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Manufacturers

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**Piling**— Orders for Spruce Piles 30 to 60 feet long filled on short notice.

**Oliver Lumber Co. of Toronto, Ltd.**

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Our Specialty

We always have on hand a full line of Spruce and Tamarac Piles, 25 to 50 feet in length.

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Dry Spruce—2 x 4, 2 x 6 and 2 x 8.

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## Tight Red Knotted Stock

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| 300,000 1″ No. 1 C. & B. Birch | 50,000 2″ No. 1 C. & B. Birch |
| 60,000 2″ No. 1 C. & B. Maple | 20,000 1″ No. 1 C. & B. Maple |
| 60,000 2″ No. 1 C. & B. Elm | 150,000 1″ No. 1 C. & B. Elm |
| 100,000 1″ Cull Elm | |

This stock was cut early, is dry, and was taken from an exceptionally good run of logs. We are quoting attractive prices on this lumber for prompt shipment.

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# Everything in Timber

Car and Cargo lots only

**Douglas Fir, Pine, Hemlock, Spruce, Yellow Pine and Oak**

Write, Wire or 'Phone for Prices - **Western Office:—Pacific Building, VANCOUVER, B. C.**

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Far sighted owners of timber lands should take advantage of the times incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. This is certain to come at no distant day. Therefore cultivate a closer acquaintance with your holdings, and the best method of marketing them. Let us prepare the way for you. Remember, we not only report on the property, but assist in marketing the bond issue when necessary. Send for our booklet.

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**Cruising and Engineering Department**

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**Manufacturers of . . . . . YELLOW PINE LUMBER**

*Mills:—*
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**Long Leaf Timbers, Short Leaf Finish and Railroad Material**

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## For Long Periods of Time in Amounts from $25,000 and up

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We now control and operate a number of mills. We also loan money to lumbermen.

It will be to your advantage to deal with practical men who know the requirements of the lumber trade all over Canada.

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## Ontario Bond Corporation of Canada, Limited

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# The Rat Portage Lumber Co., Ltd.

**With Mills at Winnipeg, Man. Vancouver, B. C. Harrison River, B. C. Kenora, Ont. Rainy River, Ont. and Banning, Ont.**

Manufacturers of

## Lumber, Lath, Shingles, Sash and Doors

And all kinds of Woodwork and Interior Finish. Also Box Shooks and Packing Cases. White and Red Pine Lumber, Maple Flooring, Hardwood Lumber, Turned and Band Saw Work, Cedar Posts and Poles, Tamarac, Piling etc.

ADDRESS HEAD OFFICE **The Rat Portage Lumber Co., Limited - Winnipeg, Man.**

D. C. CAMERON, President and General Manager.

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## *HIGH GRADE RED CEDAR SHINGLES*

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**Birks Building, VANCOUVER, B. C.**

## Edward Partington

**Pulp and Paper Co., Limited**

Head Office, St. John, N.B.

**Mills: St. John, N.B. Blackville, N.B. Marysville, N.B.**

**Manufacturers of**

## Bleached Sulphite Pulp

**Spruce, Pine and Hemlock Lumber, Laths**

**Hardwoods**

## Heavy Fir Dimension

***Is Our Particular Specialty***

*The Heavier it is the Better we like it*

**We Dress from 1 to 4 Sides up to 16-in. x 20-in., 60-ft.**

*Our grade is posstively right, and prices will please*

**Timberland Lumber Co., Limited**

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Mills at Craigs on the B.C.E.R.

Shipment by C.P.R.R., G.N.R.R. or B.C.E.R.R.

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*MANUFACTURERS OF*

## British Columbia Red Cedar Exclusively

4, 5 and 6 inch "CLEAR A" Cedar Bevel Siding.
8, 10 and 12 inch CLEAR CEDAR FINISH.
EXTRA XXX RED CEDAR SHINGLES.

**Eastern Agents, Gull River Lumber Co., Ltd., Lindsay, Ont.**

**Head Office and Mills, Port Moody, B.C.**

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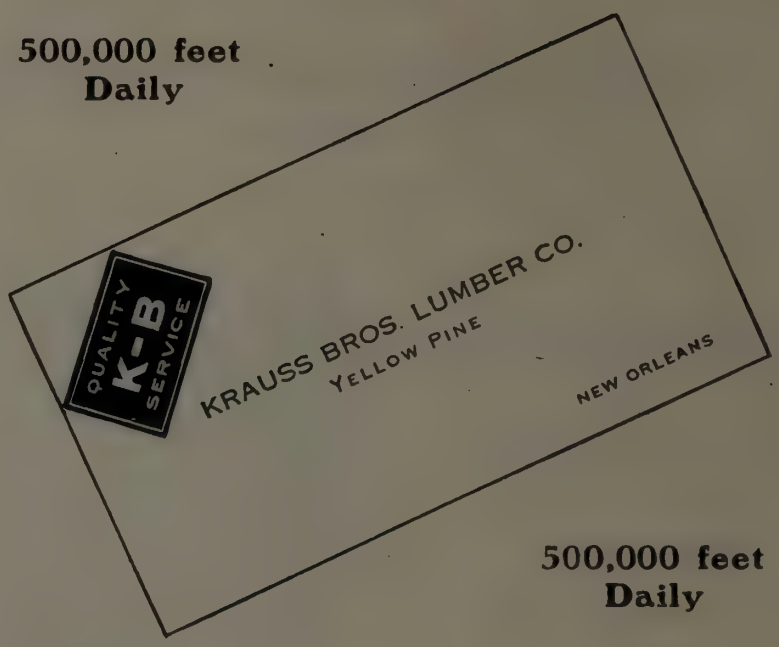
Daily




500,000 feet
Daily

## AN HONEST EFFORT TO PLEASE
## Stands Back of This Card

BACK OF THIS EFFORT STAND

# FACILITIES

*Our new plant at Ramsay, La., (St. Tammany Lumber Mfg. Co.) was put in operation Jan. 1. This increases our facilities 100,000 ft. per day of 10 hours.*

## KRAUSS BROS. LUMBER CO.

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# Gregertsen Brothers Company

1634 McCormick Building, CHICAGO, ILL.

# CYPRESS LUMBER

MIXED OR STRAIGHT CARS

Annual Capacity of Mills 250 Million Feet

*Inquiries solicited from consuming factories*

# Arkansas Soft Pine

## "Pick of the Pines"

A keen interest in the uses and values of Arkansas Soft Pine is being manifested by home owners, carpenters, contractors and architects. You, the retail lumberman, should have knowledge of the information we are giving them.

The accompanying advertisement contains explicit and reliable data. It is recommended for your perusal.

How about your stocks? Have you all the Good Arkansas Soft Pine your trade will need this year?

Are your customers experiencing any difficulty in securing all the Arkansas Soft Pine they need for interior and exterior work?

Crossett Lumber Company, Crossett, Ark.
Eagle Lumber Company, Eagle Mills, Ark.
Edgar Lumber Company, Wesson, Ark.
Fordyce Lumber Company, Fordyce, Ark.
Freeman-Smith Lumber Company, Millville, Ark.
Gates Lumber Company, Wilmar, Ark.
Southern Lumber Company, Warren, Ark.
Stout Lumber Company, Thornton, Ark.
Valley Lumber Company, Reader, Ark.
Wisconsin & Arkansas Lumber Co., Malvern, Ark.
Arkansas Land & Lumber Company, Malvern, Ark.
Arkansas Lumber Company, Warren, Ark.
Cotton Belt Lumber Company, Bearden, Ark.

## A Special Message Addressed to You

If you had assembled all the facts pertaining to all the pines you would select **Arkansas Soft Pine** for all manner of interior woodwork, and get your **"Pick of the Pines."** Your conclusion would be the same as that reached by the United States Government officials, if you, as they, were absolutely unbiased and guided by the facts your investigation brought to light.

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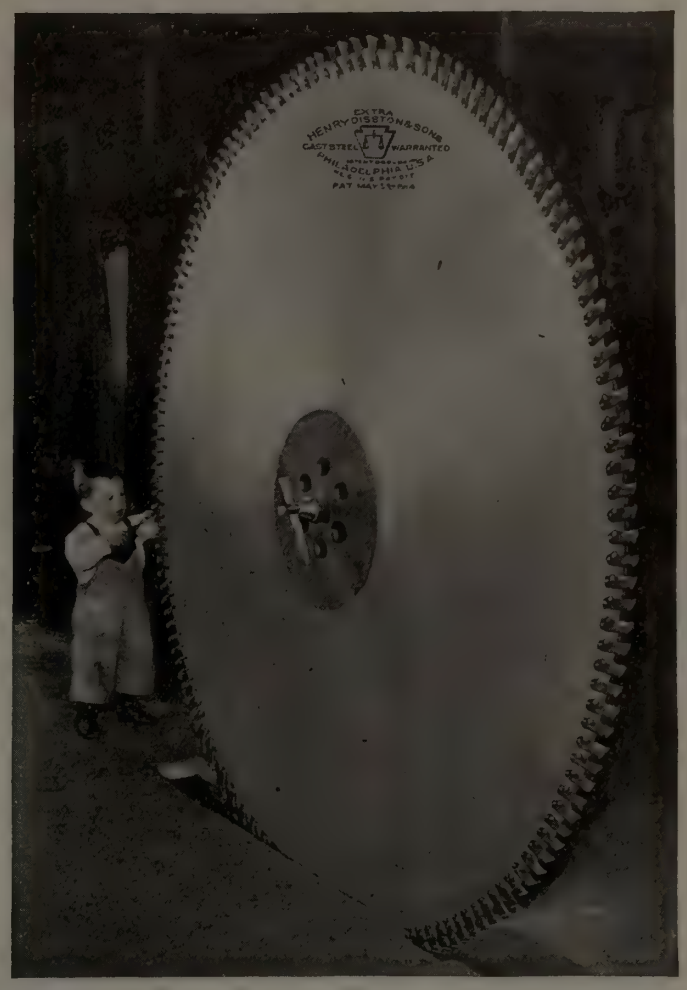


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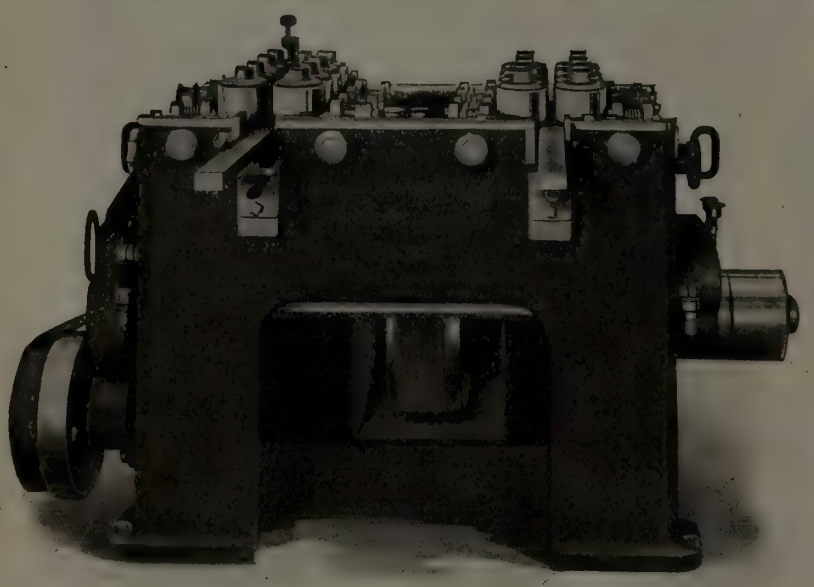

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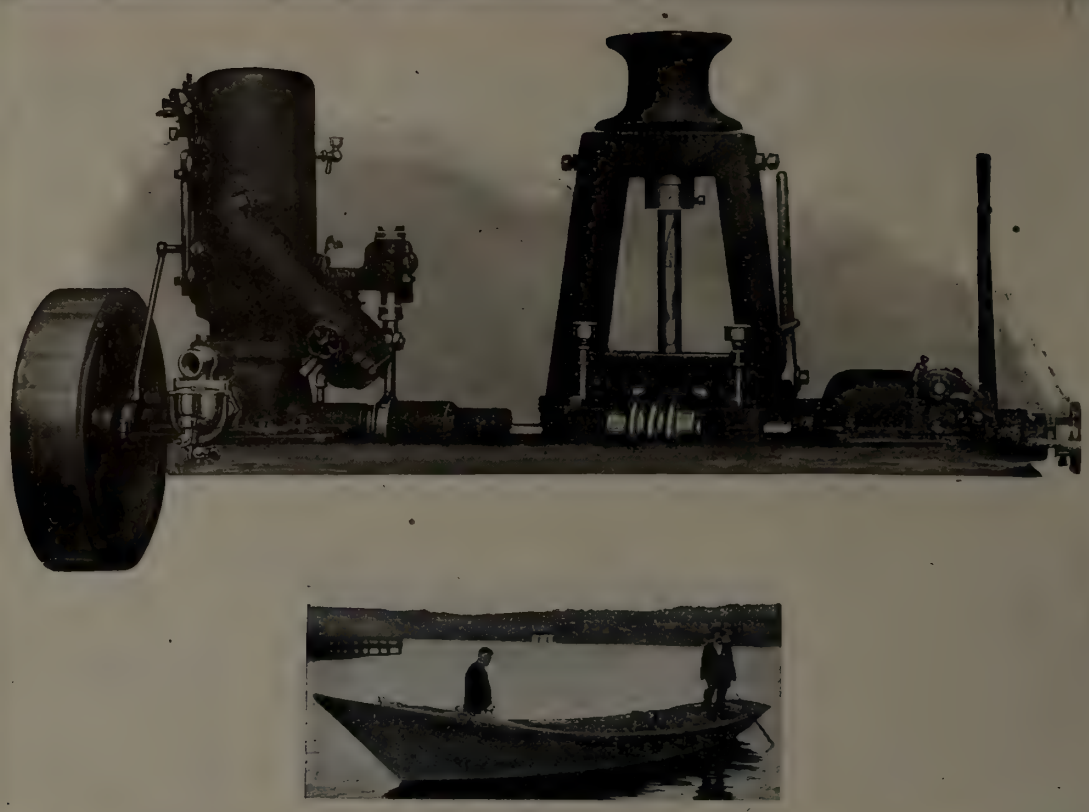



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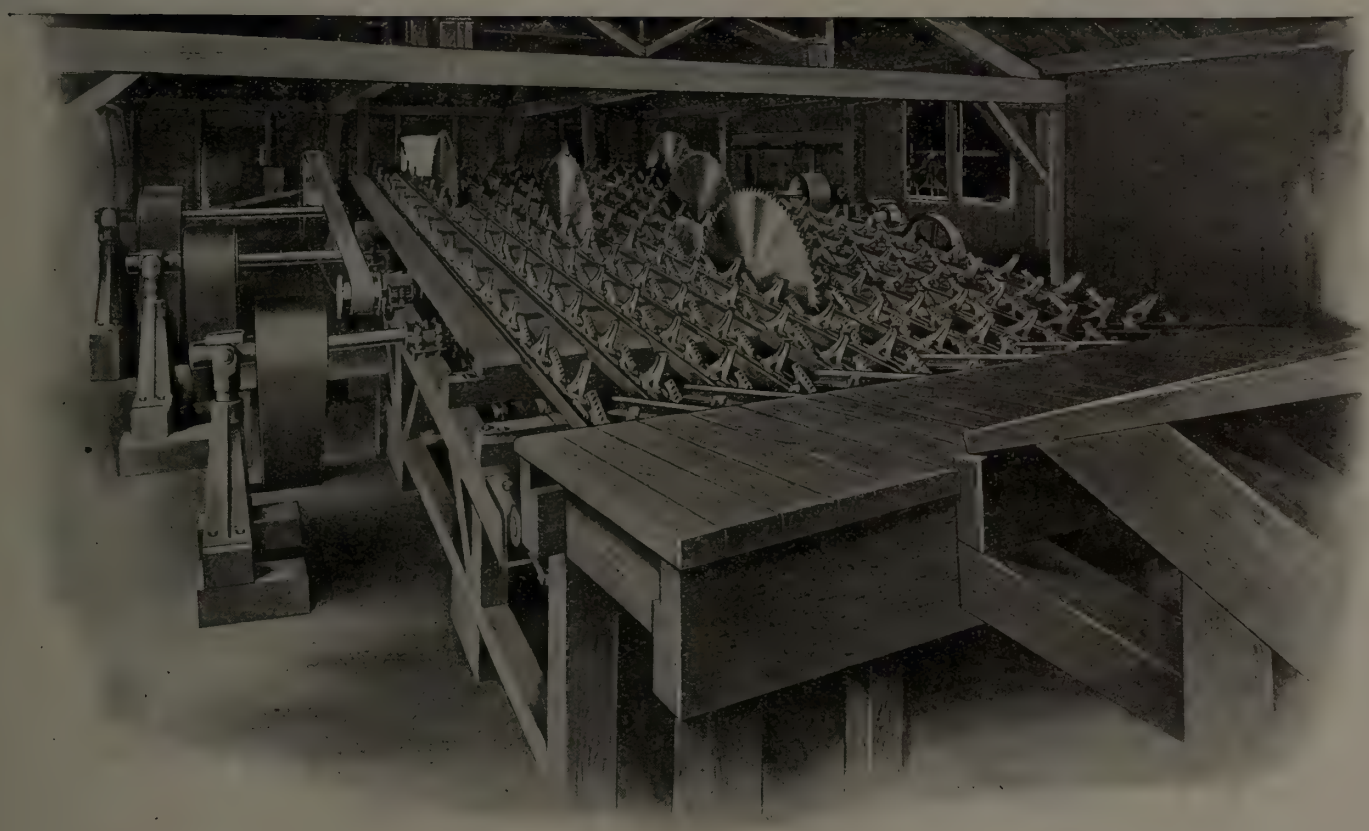

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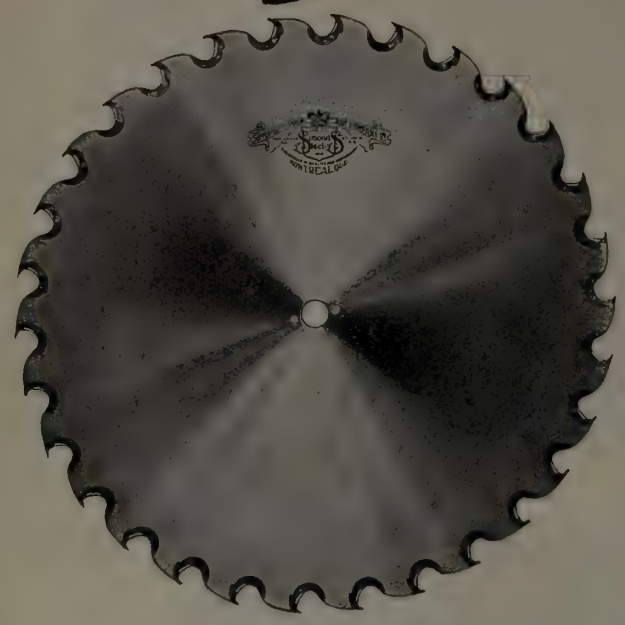

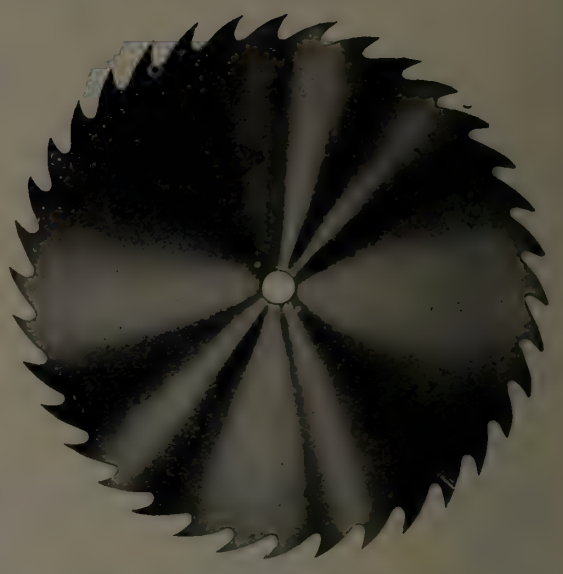

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# Canada Lumberman & Wood Worker

Issued on the 1st and 15th of every month by

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Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

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**Vol. 35 Toronto, February 1, 1915 No. 3**


# The Lumber Trade of 1914

Expectations that failed to be realized and developments that no one in the lumber business dreamed of in advance were the outstanding characteristics of the year 1914 from the lumberman's point of view. There was every reason during the first few months of the year to believe that trade depression was passing away. Almost everyone had come to think that this was the case. The situation was encouraging in nearly all its details when the European war broke out. It is no exaggeration to say that by the present time we would have been well advanced on the road to normal trade conditions, had the war not occurred; but with the coming of the war not only had we to face its enormous military consequences, but also to adapt ourselves to a new trade situation for which we had no precedents of any value. Trade had to meet an entirely strange situation. It is to the credit of the people of Canada that it was not long before trade commenced to feel its way in the dark. The most important outcome of the situation up to date is the fact that an enormous readjustment of industrial conditions has already been effected. In Canada we have already felt our feet touching upon a firm bottom and are now making our way painfully, but confidently towards renewed activity.

A year ago we said farewell to 1913 and all its business perplexities with a feeling of infinite relief. It had been a year during which every section of Canada had felt, in greater or less degree, the blighting effect of a period of speculative expansion which had been in progress for several years. At the beginning of 1914 we felt that we had passed the crisis of this speculative fever and were on the mend. We believed also that there were better times in store for us after our industrial system had been purged of the ill effects of its nervous breakdown. We had little thought that other factors were at work which would, in a twinkling hurl us into a new situation of far greater difficulty than the one through which we had passed. We progressed throughout the first half of 1914 in a promising manner. We saw the demand for lumber improve and the prices become firmer. We saw the depression in British Columbia apparently reach its lowest depths and make a halt which gave promise of introducing a period of improvement. We saw building activity and manufacturing activity in central Canada commencing to increase. We saw the farmers of the country preparing to harvest an excellent crop in a market which would pay good prices. We saw the eastern provinces renewing their business activity in response to a better demand, both domestic and foreign, for their numerous products. Briefly, we expected, with good reason, that we were sailing at last before the wind and would not have to face again, for several years at least, such industrial storms as those of the previous year or two; but the beginning of 1915 finds us, in a more remarkable and difficult situation than any which can possibly arise out of the simple operation of the laws of supply and demand. What the future may have in store for us is something which we cannot work out from the meagre information at hand. We have nothing to work upon in the way of precedent. We have only our own determination and common sense to help us in peering into the future. The most profitable thing we can do at present is to consider where we stand today. As to the past our best cue is, to conclude that there is no use in crying over spilt milk, for, as a wag once said, "There is plenty more to spill," and if we keep looking backward long enough, we are likely to spill some of that which is left.

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Considering the situation in which we find ourselves today it is chiefly interesting and important because of the different effects which the revolution in industrial conditions has had upon the trade of the different sections of Canada, and the chief fact of interest is a peculiar one, namely that that part of Canada which is nearest to the seat of war is benefitting from the abnormal demand for wood of all kinds which has arisen out of the war. While the east is benefitting in this way, central Canada is securing some benefit and is managing to get along at least on an even keel, though making but little progress in advance, so far as the lumber industry is concerned. It is marking time to a great extent, meeting the requirements of a very quiet market. In spite of the quietness however, Ontario trade is looking forward with considerable unanimity to a better trade situation in the spring. West of Ontario, in the Prairie Provinces, trade is more or less at a midway stage between the quietness of Ontario and the dullness of British Columbia. The grain crops of the past year which have been sold at good prices are doing much to place the trade of the Prairie Provinces upon a safe basis. It is pretty generally believed that next summer, whatever may happen in connection with the war, the lumber trade of the Prairie Provinces will be active.

When we come to the province of British Columbia, the situation is the least favorable of any in Canada. The Pacific Coast provinces, unlike the others of Canada, had not been able to counteract the ill-effects of the previous few years of speculative expansion, before the war broke out. British Columbia was the chiefest sinner of all the Canadian provinces in connection with the unwarranted speculation which spread all over Canada up to about the spring of 1913. Real estate in British Columbia had risen to prices which discounted many years of future development and even went beyond the reasonable expectations of the future. Hand in hand with this went a free and easy treatment of credit and an increase of manufacturing capacity in connection with the lumbering industry, which have been the chief factors in its undoing. Today the lumber manufacturing industry in British Columbia recognizes the serious situation which it has reached and is earnestly discussing the best means of getting back to a profitable basis, at the same time preventing the recurrence of such a situation in the future. There is no doubt that the industry in British Columbia has had many outside evils to contend with which were not of its own making. Competition of the keenest kind has met it in all its markets and its manufacturing and marketing costs have been greater than those of other manufacturing localities, yet we believe that a more conservative policy in connection with increasing the productive capacity of the province, together with a more radical treatment of the real estate fever in its early days, would have gone far towards enabling the province to meet the present situation as successfully as the other provinces.

There would be no advantage in reviewing the course of prices

during the past year. Such an analysis is interesting only when it enables us to construct a basis upon which to work out the probabilities in connection with the prices of the immediate future. Nothing which happened last year will assist us in this regard. We have to face the year 1915 with our business situation very much in the hands of fate, and to make the best of the situation as it develops. The future course of the lumber industry depends upon events which still have to happen. Throughout Canada today there is little accumulation of stocks. There is no excess of production. In the eastern provinces production is keeping up to the average, probably exceeding it, because there is an abnormal demand for its lumber product. In Ontario, production is being greately decreased, with the probable exception of the one important district of the Georgian Bay where large quantities of down timber have to be cut in order to be saved from destruction. There is no question that during the next few months there will be no surplus of lumber stocks. Manufacturing costs in connection with such lumber as is produced next year will have been much less than normal, so far as the woods operations are concerned, as labor is cheap and more efficient, and the outlook is for a fair season so far as logging conditions are concerned. The cutting season was excellent in nearly all parts of the country. The drawing season started out well, although at the time of writing the weather had softened to such an extent that many localities were suffering from lack of frost. However, the outlook in this connection was still promising as most of the hard weather was still to come, according to the records of previous winters.

The probable demand for lumber for next spring and summer is something which no one cares to predict. It is thought, however, by some lumbermen who are not often wrong, that there will be at least a fair amount of building activity. Doubt also prevails in connection with the probable requirements of manufacturers who use lumber as a raw material, also such large consumers as the railway companies. The lumber industry, however, may for the present take much satisfaction out of the fact that it is in a good situation to take advantage of improved trade conditions whenever they may develop and also is in a good situation to tide over any prolonged period of trade inactivity. When trade activity is again renewed the big consumers of lumber will immediately come into the market, because for many months they have been permitting their stocks to run down. The conclusion therefore of those who consider all the available facts in connection with the present situation is that a fair amount of trade may be expected to continue until such time as activity is again general, when the lumber industry will find itself once more enjoying an extensive and profitable trade.

## An Ontario Dealer's Review of Hardwood Trade

The year 1914 started out with us,—and we believe with most of the hardwood firms in Eastern Canada,—with a considerable number of orders left over from 1913. For a few months the factory trade was fairly good, both from Canada and from the United States standpoints; but as the season progressed the tendency of the factories in both countries was to curtail their buying and to purchase their stock only as they required it. As a consequence, our system of doing business for the year 1914 was completely changed from a contract basis to practically a carload basis. This necessitated more expense in the sales end of the business and a great deal more work in getting out the orders. On the other hand, these disadvantages probably helped us to establish important advantages because the extra efforts put forth to obtain new orders have produced for us a very considerable volume of new business. Accordingly, although the implement and piano trades fell off very heavily in their consumption of lumber, our aggregate business during 1914, thanks to the new carload trade, only decreased 4½ per cent. We ascribe this fortunate result very largely to several causes. In the first place we have been specializing in hardwood lines for a special trade. We have been giving very close attention to inspection of stock. We have been careful to apply favorable hardwood rules of inspection. Our customers therefore have come to regard our rules of inspection as a high standard, particularly suitable for the requirements of their trade.

Canada has, during the last few years, come to a realization of the suitability of hardwoods for all lines of finish. More particularly has this been the case during the past year and Canadians have also come to realize that a great deal of excellent hardwood is being produced in Canada which will give fully as high a class of finish as any imported stock. The tendency, since the commencement of the war, has been to place trade as much as possible in Canada. This has helped along the movement for the use of Canadian hardwoods in Canada.

We have no complaint to make for the year 1914. It possibly did not come up to our expectations, but when we realize the conditions of a great many of our competitors in all parts of the world, we have good reason to be well satisfied with our own situation. There has been no very material reduction in prices of hardwood during the past year and stocks of high grade hardwoods have been fairly well absorbed, so that, at the beginning of 1915, we do not think there is any more high grade hardwood in the country, and probably there is a little less high grade hardwood on the market, than there was at the beginning of 1914. Figures which we have recently obtained indicate that the production of hardwoods during 1915 will be considerably less than 50 per cent. of the production of other seasons. With anything like a normal condition of trade there should be very little fear of material reduction in prices, or of the necessity for carrying over any great quantity of hardwood lumber into next year.

We do not think there has been a time in many years when there was so little dry hardwood stock in the hands of the consumers as there is today. Furniture factories have done no buying worth talking of during the past year and have very little stock on hand today. Implement factories have pretty good stocks. One of the serious trade factors in Canada and in the United States today is the fact that no railway equipment is being bought. Car manufacturers throughout the country are at a standstill. This, however, has its compensating feature, namely, that the rolling stock of the railways is very much depleted. When they do get back their normal earning powers they will have to buy equipment. Taking everything into consideration we believe that during 1915 we will have a fair trade, but that we will have to make a renewed effort in order to maintain the volume of business at a normal level.

## Canadian Trade Balance More Favorable

The trade of Canada for the first six months of the fiscal year 1914-15 (Apr. 1 to Sept. 1914) shows dutiable imports entered for consumption amounting to $158,584,382; free imports, $121,753,446; domestic exports, $180,874,165; and foreign exports, $39,422,606, making a total trade of $500,634,599. In 1913, for the same period, dutiable imports amounted to $227,058, 618; free imports, $113,671,273; domestic exports, $188,405,245; and foreign exports, $22,467,297, giving a total trade for this period in 1913 amounting to $551,602,433.

During the months of August and September, 1914, the total merchandise imports amounted to $52,073,073; the free imports to $28,885,102; the coin and bullion to $27,337,040. The customs duty collected during these months amounted to $14,375,554; the domestic exports were $63,307,345. In 1913, during the same two months, the total merchandise imports were $77,275,252; the free imports, $35,008,118; the coin, $776,948. The customs duty collected amounted to $19,031,559; the domestic exports were $71,224,253.

According to unrevised reports, the total trade for the first eight months of the fiscal year, to December 1, 1914, amounted to $766,626,856, a decrease of only about $11,000,000, but inclusive of coin and bullion to the amount of $48,329,727. The customs revenue for the eight months was $53,628,018, as compared with $76,108,761 of last year. Exports of manufactures amounted, during the eight months, to $45,425,224 an increase of $10,,000,000. Exports of animals and their products increased $12,000,000 in the eight months.

The balance of trade against Canada was materially less than a year previous. It amounted in the eight months (April-September) of 1913 to $137,000,000. For the same period in 1914 the adverse balance was only $49,000,000.

## The New Australian Tariff on Imports

Reports have recently been received from the Canadian Trade Commissioner in Australia, Mr. D. H. Ross, giving an outline of the new Commonwealth Custom's Tariff, which was recently introduced by the Federal Parliament. The report states that three classes of increases have been made in the duties upon imports. The first increase is a general advance of from 5 to 10 per cent. in the preference upon goods manufactured in the United Kingdom, this increase being secured by advancing the general tariff of duties upon goods imported from all other countries to that extent. The second increase is in the duties from which increased revenue is desired. The third increase provides for the increased protection promised to Australian industries prior to the recent elections.

In the order named, the principal articles of goods and products of Canadian origin imported into Australia are (1) agricultural implements, (2) motor cars and vehicle parts, (3) printing paper, (4) lumber, and (5) fish in tins. Upon these items the duties imposed under the new tariff show substantial increases, while—in the main—the duties imposed upon similar lines of United Kingdom origin remain unaltered or with an increased preference.

The following statement shows the rates of duty under the new general tariff now imposed on certain articles in which the Canadian lumber manufacturers and pulp and paper manufacturers are interested, as well as the duties which were previously in force:—

| | | |
|---|---|---|
| Pulp for manufacturing paper | Free | 5 p.c. |
| Printing (glazed, unglazed, mill-glazed, or coatd in rolls or sheets not less than 20 x 25 inches or its equivalent and not ruled or printed in any way | Free | 10 p.c. |
| Wrapping paper | 5s. per 112 lbs. | 6s. 6d. per 112 lbs. |
| Mill-board; card-board; pasteboard; grey-board, leatherboard; wood-board and manilla-board | 6d. per 100 super. ft. | 1s. per 100 super. ft. |
| Wood:— | | |
| Timber, viz.:— | | |
| Timber, undressed, n.e.i., in sizes of 7 in. x 2½ in. (or its equivalent) and upwards, and less than 12 in. x 6 in. (or its equivalent) | 2s. per 100 super. ft. | 3s. 6d. per 100 sup. ft. |
| Timber, undressed, n.e.i., in sizes less than 7 in. x 2½ in. (or its equivalent) | 2s. 6d. per 100 sup. ft. | 3s. 6d. per 100 sup. ft. |
| Timber, undressed, cut to size for making boxes | 4s. per 100 super. ft. | 5s. per 100 super. ft. |
| Timber, undressed, in sizes less than 7 ft. 6 in. x 10 in. x 2½ in. for door stocks | 2s. per 100 super. ft. | 3s. per 100 super. ft. |
| Timber, dressed, n.e.i. | 3s. per 100 super. ft. | 4s. per 100 super. ft. |
| Architraves, mouldings, n.e.i., and skirtings, of any material | 5s. per 100 lineal ft. | 6s. per 100 lineal ft. |
| Shingles | 3s. per 1,000 | 5s. per 1,000 |
| Pickets, undressed | 2s. 6d. per 100 | 3s. 6d. per 100 |
| Pickets, undressed | 6s. per 100 | 7s. per 100 |
| Laths, n.e.i. | 7s. 6d. per 1,000 | 10s. per 1,000 |
| Laths for blinds | 25 p.c. | 30 p.c. |
| Spokes, dress or prepared (not being of hickory), 2 in., or under in diameter | 10s. per 100 | 12s. per 100 |
| Palings | 15s. per 1,000 | 15s. per 1,000 |
| Prepared hubs, n.e.i. | 1s. each | 1s. 3d. each |
| Rims, n.e.i. | 1s. 3d. each | 1s. 3d. each |
| Staves, dressed or partly dressed, but not shaped | 2s. 6d. per 100 | 4s. per 100 |
| Three-ply veneer | 5s. per 100 super ft. | 7s. 6d. per 100 sup. ft. |
| Veneers, n.e.i. | 3s. per 100 super. ft. | 5s. per 100 super. ft. |
| Timber, for making boxes or doors, being cut into shape, and dressed or partly dressed | 5s. per 100 super. ft. | 6s. per 100 super. ft. |
| Picture and room mouldings | 30 p.c. | 35 p.c. |
| Broom stocks, being square timber rough sawn into sizes suitable for the manufacture of broom handles | 20 p.c. | 20 p.c. |
| Timber, bent or cut into shape, dressed or partly dressed, n.e.i. | 25 p.c. | 30 p.c. |
| Hickory spokes, dressed 2 in. and under in diameter | 10 p.c. | 15 p.c. |
| Hickory, undressed | Free | 5 p.c. |
| Logs, not sawn | Free | 5 p.c. |
| Spars in the rough | Free | 5 p.c. |
| Spokes of hickory, roughturned, but not shouldered or tenoned | Free | 5 p.c. |
| Felloes of hickory, cut, shaped or bent, plain, in the rough | 10 p.c. | 15 p.c. |
| Rims of hickory, bent, squared, plain in the rough | 10 p.c. | 15 p.c. |
| Staves undressed | Free | 1s. per 100 lbs. |

The duty upon furniture is increased from 35 p.c. to 45 p.c. A duty of 10 p.c. is placed upon wooden tool handles attached to the tools. These formerly entered free. The duty on tool handles of wood unattached is increased from 20 p.c. to 25 p.c. The duty on woodware for vehicles remains unchanged at 30 p.c. for bars, shafts, whiffle-trees, etc. All other articles of wood, whether partly or wholly finished including sash and frames, window screens, split pulleys, washboards, etc., remain at 35 p.c.

# Will Form Board of Trade Section

### Toronto Lumbermen Decide to Affilliate with Board in its New Quarters—Proposal Unanimously Approved

A meeting of the lumbermen of the city of Toronto was held at the Board of Trade in its new quarters in the Royal Bank Building, on Friday, January 22nd. There was a large attendance and an interesting discussion took place upon the proposal to form a lumbermen's section of the Toronto Board of Trade; the result being that steps were taken with this object in view.

An excellent luncheon was served by the Board of Trade, after which Mr. J. L. Campbell was appointed chairman of the meeting and Mr. H. Boultbee Secretary. The Secretary then explained the objects of holding the meeting and outlined the events which had preceded it, since the formation of the Lumbermen's Club of the City of Toronto in the spring of 1914. This club had held a number of interesting luncheons and discussions and had finally passed a resolution in favor of affiliating with the Toronto Board of Trade, with the idea of forming a lumbermen's section of the Board.

The chairman then called upon several of those present to express their views in connection with the situation. Among those who spoke were Messrs. W. J. Lovering, John Donogh, J. B. Reid, J. G. Cane, W. C. Laidlaw, W. J. MacBeth, G. W. Boake, and J. E. Chamberlain. All the speakers referred with approval to the proposal for joining the Toronto Board of Trade and forming a section. Mr. F. G. Morley, Secretary of the Board of Trade, spoke, briefly outlining the necessary preliminaries to be attended to in the formation of a section. In accordance with Mr. Morley's suggestion a committee was appointed consisting of Messrs. John Donogh, J. B. Reid and the Secretary, to attend to the preliminary arrangements which involve the drawing up of a set of by-laws. When these are settled they will be submitted to the Council of the Board, accompanied by the signatures of the members wishing to form the lumbermen's section.

Considerable discussion also took place in connection with the disposal of the funds now in the hands of Mr. G. W. Boake, treasurer of the former Toronto Lumbermen's Club. A number of those who had subscribed to this fund were present and after the discussion they decided that the balance on hand should be returned pro-rata to all those who had subscribed.

During the discussion upon the proposal for forming a lumbermen's section it was made clearly evident that such a step would be of great advantage to the lumber trade in Toronto. Mr. J. B. Reid, who voiced the general opinion clearly, said that he was most emphatically in favor of such a step. From the business standpoint there was no doubt at all that the lumber trade in Toronto was desparately in need of some sort of an association to protect the lumbermen against one another and against the public. He spoke of the troubles which members of the trade often had and which became very apparent at the end of the year when it was found that the books contained a good many bad accounts. There were other troubles also of considerable importance, many of which might be removed by the formation of a lumberman's section of the Board of Trade. Mr. Reid's remarks were typical of those of the other members present, the general conviction being that with the endorsation of the Toronto Board of Trade behind the lumbermen's section, they would be in a position to introduce and carry through important and beneficial undertakings.

The meeting was adjourned, subject to the call of the chairman. The next meeting will be held shortly after the committee referred to above have completed their work.

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Building operations in the United States during the year 1914, as indicated by reports from 68 of the principal cities show a decrease of only 9 per cent. as compared with those of previous years. Up to August 1st, when the war began the construction work was almost identical in volume with that of the first seven months of 1913. The loss occurred entirely during the last five months of the year, and was the result of the disarrangement of the financial market. The total value of building permits issued in 68 cities was $634,177,323, as compared with $697,594,916 for 1913. A few cities show substantial increases and all the others a small decrease.

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The Canadian Lumbermen's Association have decided to postpone their annual meeting and banquet which was to have been held early in February. This decision was reached on January 19th, but the date for holding the postponed meeting was not then decided upon.

# Ontario Production Shows A Decrease

## Output of Lumber During 1914 Less Than in Previous Year by Fifty-seven Million Feet—Log Output Reduced This Winter

The following tables show the quantity of lumber, lath and shingles produced in the Georgian Bay and Northern Ontario district during 1914 and during 1913, according to reports which have been sent to the Canada Lumberman by the manufacturers. In conformity with the belief which prevailed throughout the year, the figures show that there was a decrease in the output of lumber in this district. The actual decrease was 57,644,326 feet, which is not so great when one considers the conditions which prevailed during the two years. The output for 1914 was 776,664,941 feet, which is only about 16,500,000 feet short of the output for 1912. Compared with 1911 when the output was 831,472,640, the output of 1914 shows a reduction of a little over 54,800,000 feet. Among the more important decreases shown during 1914 are the following:—Blind River, 2,600,000; Fesserton, 2,500,000; Fort Frances, 12,000,000; Gravenhurst, 2,300,000; Haliburton, 2,600,000; John's Island, 3,000,000; Kenora, 11,400,000; North Bay, 16,000,000; Parry Sound, 6,600,000; Peterboro, 1,000,000; Port Arthur, 10,000,000; Sarnia, 2,000,000; Waubaushene, 3,500,000. Among the more important increases were the following:—Biscotasing, 4,000,000; Bracebridge, 3,000,000; Byng Inlet, 38,000,000 (this mill having been out of commission on account of fire during 1913); Chapleau, 6,300,000; Cache Bay, 2,000,000; Lindsay, 2,000,000; Marksville, 3,700,000 (this being a new plant); Nesterville, 8,000,000; Otter Lake, 4,000,000; Owen Sound, 2,000,000; Severn, 6,700,000; Spragge, 4,000,000.

The majority of the reports received by the Canada Lumberman from manufacturing points in Ontario state that logging opefations this winter are being reduced to a great extent.

The decrease in operations this winter in Ontario applies practically to all districts with the exception of the Georgian Bay district. On account of the large quantities of timber which were blown down in the fall of 1913-14, the operations in this district will be much heavier than in former years according to reports which have been received from a number of the larger manufacturers. This excess of production is regretted by most of the manufacturers concerned, but is compulsory in order to save this large quantity of timber. To some extent, therefore, the increased output of the Georgian Bay district will offset the decrease in other districts. It is even reported, by the Department of Lands & Forests of the Province of Ontario that logging operations in the province generally this winter will be heavier than last winter. In a statement recently made public by Mr. Aubrey White, Deputy Minister of Lands & Forests, the production of pine logs on Crown lands this winter will be 375,000,000 feet. Last year the total was 360,000,000 feet. The cut of spruce is estimated at 18,000,000 feet, hemlock 27,000,000 and other varieties of timber 39,000,000 feet, a total of 84,000,000 feet, compared with an output of 65,000,000 feet in 1914. The estimated output of railway ties during the present winter is only about 1,000,000 pieces, whereas last year 6,000,000 were produced. This reduction is the result of the cutting down of railroad construction operations.

The output of pulpwood is expected to show a large increase on account of the greatly increased consumption of paper, particularly newsprint, since the commencement of the war. The cut of pulpwood on Crown lands during the present winter is estimated at 425,000 cords. Last year the cut was 131,000 cords.

### Georgian Bay and Northern Ontario Lumber Production

| | 1914 Ft. | 1913 Ft. |
|---|---|---|
| Ahmic Harbor | 225,000 | 1,225,000 |
| Barry's Bay | 200,000 | 300,000 |
| Berkeley | 2,250,000 | 1,750,000 |
| Berriedale | ..... | 4,000,000 |
| Biscotasing | 5,000,000 | 1,000,000 |
| Bigwood | ..... | 6,000,000 |
| Blind River | 18,283,641 | 20,810,506 |
| Bridgeworth | ..... | 500,000 |
| Boakview | 3,769,000 | 3,395,000 |
| Bracebridge | 9,300,000 | 6,250,000 |
| Burks Falls | 7,400,000 | 5,500,000 |
| Bear Lake | 2,000,000 | 3,500,000 |
| Byng Inlet | 38,000,000 | ..... |
| Bala | 3,036,213 | 3,161,807 |
| Chapleau | 9,300,000 | 3,000,000 |
| Cache Bay | 32,000,000 | 30,000,000 |
| Callander | 9,863,000 | 8,000,000 |
| Chatham | 642,000 | 1,120,000 |
| Chesley | 400,000 | ..... |
| Colpoy's Bay | ..... | 2,500,000 |
| Charlton | 5,547,000 | 6,475,000 |
| Canonto | 1,029,935 | 1,175,925 |
| Caldwells Mills | 1,500,000 | 1,000,000 |
| Coehill | 3,200,000 | 1,600,000 |
| Cockburn Island | 500,000 | 500,000 |
| Englehart | 900,000 | 500,000 |
| Earlton | 770,000 | 645,000 |
| Exeter | 50,000 | 500,000 |
| Fesserton | 4,500,000 | 7,000,000 |
| Falding | 500,000 | 750,000 |
| Fenelon Falls | 4,000,000 | 3,200,000 |
| Field | 1,000,000 | ..... |
| Fort Frances | 81,273,004 | 93,382,216 |
| Gravenhurst | 11,000,000 | 13,320,000 |
| Golden Lake | 225,000 | 250,000 |
| Goderich | 500,000 | 500,000 |
| Gowganda | 200,000 | 450,000 |
| Hanover | 4,000,000 | 1,500,000 |
| Hepworth | 1,100,000 | 600,000 |
| Haliburton | 2,766,000 | 5,384,532 |
| Huntsville | 11,700,000 | 10,400,000 |
| Havelock | 75,000 | 80,000 |
| Holland Centre | 1,750,000 | 1,200,000 |
| John's Island | 13,000,000 | 16,000,000 |
| Jacksonboro | 6,000,000 | 2,000,000 |
| Kearney | 9,500,000 | 7,000,000 |
| Kenora | 9,418,634 | 20,892,600 |
| Kinmount | 2,500,000 | 2,500,000 |
| Lakefield | ..... | 7,000,000 |
| Leeburn | 100,000 | 130,000 |
| Lion's Head | 4,000,000 | 4,000,000 |
| Lindsay | 8,000,000 | 6,000,000 |
| L'Orignal | 2,091,802 | 1,891,538 |
| Little Current | 30,000,000 | 46,000,000 |
| Longford | 5,175,000 | 6,000,000 |
| Lanark | 920,000 | 1,026,310 |
| Lavant | ..... | 400,000 |
| Magnetewan | 2,556,958 | 1,921,162 |
| Marmora | 3,800,000 | 3,050,000 |
| Midland | 43,957,231 | 42,987,927 |
| Mindemoya | 200,000 | ..... |
| Massey | ..... | 1,050,000 |
| Marksville | 3,732,238 | ..... |
| New Liskeard | 8,112,000 | 8,450,000 |
| North Bay | 3,500,000 | 19,349,242 |
| Nesterville | 28,184,769 | 22,000,000 |
| Otter Lake Station | 10,000,000 | 6,000,000 |
| Owen Sound | 19,500,000 | 17,500,000 |
| Parry Sound | 15,940,980 | 22,595,000 |
| Penetanguishene | 28,716,636 | 28,639,501 |
| Peterboro' | 11,000,000 | 12,000,000 |
| Port Arthur | 20,000,000 | 30,000,000 |
| Powasson | 6,226,900 | 11,500,000 |
| Rosseau Falls | 2,000,000 | 1,500,000 |
| South River | 2,420,000 | 3,000,000 |
| Sarnia | 24,400,000 | 26,445,448 |
| Sauble Falls | ..... | 400,000 |
| Shawanaga | 1,000,000 | 1,000,000 |
| Sprucedale | 5,000,000 | 10,000,000 |
| Severn | 10,935,000 | 4,200,000 |
| Southampton | 1,000,000 | ..... |
| Sucker Lake | 1,500,000 | 2,500,000 |
| Spragge | 23,000,000 | 19,000,000 |
| Spanish Mills | 32,000,000 | 33,500,000 |
| Sudbury | 1,500,000 | 750,000 |
| Snow Road | 2,100,000 | 1,250,000 |
| Thessalon | ..... | 2,820,471 |
| Thunder Bay | 3,700,000 | 2,225,000 |
| Tobermory | 822,000 | 816,800 |
| Tomiko | ..... | 11,920,607 |
| Trout Creek | ..... | 2,500,000 |
| Utterson | 750,000 | 600,000 |
| Walkerton | ..... | 410,000 |
| Waubaushene | 19,500,000 | 23,000,000 |
| Wiarton | 5,500,000 | 6,000,000 |
| Other Places | 60,900,000 | 80,158,155 |
| Total | 776,664,941 | 834,309,267 |

### Georgian Bay and Northern Ontario Lath Production

| | 1914 Pieces | 1913 Pieces |
|---|---|---|
| Biscotasing | 2,925,000 | 650,000 |
| Bigwood | ..... | 1,000,000 |
| Blind River | 7,806,950 | 8,388,400 |
| Bracebridge | 3,367,000 | 2,348,000 |
| Burks Falls | 1,300,000 | 400,000 |
| Byng Inlet | 9,000,000 | ..... |
| Chapleau | 5,500,000 | 2,000,000 |
| Cache Bay | 15,000,000 | 12,000,000 |
| Callander | 4,500,000 | 4,500,000 |
| Collingwood | ..... | 2,000,000 |
| Chesley | 10,000 | ..... |
| Canonto | 246,000 | 44,300 |
| Fesserton | 550,000 | 1,500,000 |
| Fenelon Falls | 1,950,000 | 1,500,000 |
| Fort Frances | 17,848,000 | 23,995,300 |

| | 1914 Pieces | 1913 Pieces |
|---|---|---|
| Gravenhurst | 3,000,000 | 3,541,000 |
| Huntsville | 1,423,000 | 1,228,000 |
| Havelock | ..... | 5,000 |
| John's Island | 5,000,000 | 5,000,000 |
| Jacksonboro' | 175,000 | ..... |
| Kearney | 2,500,000 | 2,000,000 |
| Kenora | 2,950,000 | 7,190,000 |
| Kinmount | 600,000 | 600,000 |
| Lakefield | ..... | 2,400,000 |
| Lion's Head | 200,000 | 350,000 |
| Little Current | 12,000,000 | 17,500,000 |
| Lavant | ..... | 25,000 |
| Longford | ..... | 500,000 |
| Marmora | 260,000 | 50,000 |
| Midland | 21,462,200 | 20,555,700 |
| Massey | ..... | 95,000 |
| North Bay | 1,000,000 | 8,626,650 |
| Nesterville | 6,747,050 | 6,000,000 |
| Parry Sound | 6,082,950 | 7,000,000 |
| Penetanguishene | 18,134,350 | 16,244,550 |
| Peterboro' | 5,201,000 | 4,678,000 |
| Port Arthur | 6,500,000 | 7,750,000 |
| Sarnia | 16,200,000 | 16,978,666 |
| Severn | 3,300,000 | 1,365,000 |
| Spragge | 7,500,000 | 8,300,000 |
| Spanish Mills | 9,500,000 | 10,500,000 |
| Snow Road | 250,000 | ..... |
| Tomiko | ..... | 5,417,000 |
| Thessalon | ..... | 840,200 |
| Utterson | ..... | 200,000 |
| Walkerton | ..... | 25,000 |
| Waubaushene | 6,000,000 | 8,000,000 |
| Wiarton | 500,000 | ..... |
| Whitney | 3,300,000 | 2,900,000 |
| Other Places | 22,300,000 | 24,439,880 |
| Total | 232,088,500 | 252,630,646 |

**Georgian Bay and Northern Ontario Shingle Production**

| | 1914 Pieces | 1913 Pieces |
|---|---|---|
| Barry's Bay | ..... | 35,000 |
| Boakview | 770,000 | 747,500 |
| Bracebridge | 1,400,000 | 728,000 |
| Bridgenorth | ..... | 2,500,000 |
| Burks Falls | 1,500,000 | 800,000 |
| Chesley | 120,000 | ..... |
| Colpoy's Bay | ..... | 300,000 |
| Canonto | 235,000 | 722,000 |
| Caldwells Mills | 200,000 | 150,000 |
| Earlton | ..... | 200,000 |
| Fenelon Falls | 1,100,000 | ..... |
| Golden Lake | 150,000 | 50,000 |
| Gravenhurst | ..... | 8,000,000 |
| Hepworth | ..... | 100,000 |
| Haliburton | 1,790,000 | 1,780,000 |
| Huntsville | 300,000 | ..... |
| Havelock | 40,000 | 50,000 |
| Kinmount | 2,000,000 | 2,000,000 |
| Lanark | ..... | 100,000 |
| Leeburn | 85,000 | 100,000 |
| Lion's Head | ..... | 1,000,000 |
| Lindsay | 6,000,000 | 6,000,000 |
| Lavant | ..... | 100,000 |
| Marmora | 650,000 | 600,000 |
| Mindemoya | 100,000 | ..... |
| Meaford | ..... | 150,000 |
| Massey | ..... | 860,000 |
| New Liskeard | 1,800,000 | 1,800,000 |
| North Bay | ..... | 2,856,500 |
| Owen Sound | 2,5000,000 | 6,000,000 |
| Penetanguishene | 1,092,250 | 1,009,750 |
| Peterboro' | 5,881,000 | 7,913,000 |
| Port Arthur | 2,000,000 | 1,250,000 |
| Sault Ste. Marie | ..... | 4,500,000 |
| Sauble Falls | ..... | 200,000 |
| Snow Road | 5,000,000 | 2,000,000 |
| Tobermory | 270,000 | 591,000 |
| Utterson | 500,000 | 50,000 |
| Walkerton | ..... | 50,000 |
| Wiarton | 3,000,000 | 500,000 |
| Other Places | ..... | 910,750 |
| Total | 38,483,250 | 56,703,500 |

## Ottawa Exports to the United States

The declared value of lumber exports, from Ottawa, to the United States during the calendar year 1914, as furnished by the United States Consul General's Office was as follows:—

| | |
|---|---|
| Rough lumber | $1,650,544 |
| Dressed | 137,371 |
| Dressed (Tongued and Grooved) | 19,054 |
| Lath | 79,727 |
| Pickets | 29,184 |
| Shingles (Cedar) | 30,348 |
| Pulpwood (Rossed) | 14,922 |
| Railway Ties | 2,707 |

# Ottawa Valley Lumber Production

### A Decrease of Over 81,000,000 Feet in the Production as Compared with 1913—Shingles and Lath also Show Decline

Ottawa, January 21 (Special to the Canada Lumberman): There were over 81,000,000 feet less of lumber cut in the Ottawa Valley in 1914—81,453,578 feet to be exact—than in 1913, or 119,121,779 feet less than in 1912. The comparative figures are 450,471,255 in 1914; 531,924,833 in 1913, and 569,593,034 in 1912. In the same district the lath and shingle productions were almost correspondingly less in comparison with the two previous years. In 1914 60,650,000 pieces of lath were cut as against 70,597,075 in 1913 and 97,781,475 in 1912; and in shingles the figures are :—33,000,000 for 1914 compared with 41,-170,000 for the year before and 65,805,000 two years ago.

These decreases both in 1914 and 1913 are not surprising in the least to lumbermen who are cognizant of the conditions that militated against the trade in the past two years. The year before last, money was exceptionally tight and the business world at large suffered in consequence. Last year dawned with indications that things would improve. It was not very far advanced however, before impediments, over which the lumbermen had no control, began to loom up in the Ottawa Valley. There was first, less than the average fall of snow during the latter part of the winter. Then followed a record dry spring, with the result that the water in the Ottawa and its tributaries became almost unprecedentedly low. By this time the mills in the district should have been operating to capacity, it was found difficult to get sufficient logs owing to the scarcity of water. Meanwhile the money market was not showing much improvement, but with characteristic optimism the lumbermen hoped for better things. Unfortunately the worst was yet to come. Early in the spring a big flume at the J. R. Booth plant gave way, which put the sawmills and the rest of the plant out of action for some time, and of course had an effect to a certain extent on neighboring plants. Shortly after this, the big timber mill at the same plant was burned down. These two accidents, linked with the low water in the river—the lowest at the end of the summer in the memory of any resident in the Ottawa Valley—resulted in Mr. Booth's mills being idle for more than half of the season, so that his lumber cut last year totalled only 37,000,000 feet as against 75,000,000 in 1913, and 80,000,000 in 1912.

The dry season was not alone wholly responsible for the recent lack of water in the Ottawa. It will be remembered that the Ontario Government's conservation dam at Lake Temiskaming broke away early in the summer and thereby let the reserve supply of water behind the dams into the river in the early summer instead of in the early fall. But it was on August 4th that the worst blow came—a blow that affected not only business in the Ottawa district, but all over the world. This was the declaration of war. The war cloud loomed up in the middle of July.

The outbreak of war sent ocean insurance on all cargoes up exceedingly high. Trade routes on the Atlantic and on other oceans too, were menaced. This, coupled with the taking over of several boats on the Canadian trade by the Dominion and British military and naval authorities, interfered seriously with the export of lumber to Britain and other countries distant from Canada. The political horoscope in the United States was not encouraging to lumbermen in that country to import from Canada on any large scale. Better things from south of the line are expected in the spring. Now that the Atlantic has been cleared of the German battle cruisers, and the Baltic and North Sea trade routes are not open very much, it is expected that there will be a demand for Canadian lumber from Britain and other European countries, especially in the medium and lower grades.

But to return to the figures of the cut for last year. In the appended list it will be seen that only six firms cut more last year than the year before. These are, The Fassett Lumber Company, of Fassett, Que.; Gillies Bros., Braeside, Ont.; Estate James Davidson, Ottawa; Dennis Canadian Company, Whitney, Ont.; the St. Lawrence Company, of South Lancaster, Ont., and M. Bertrand, Masham Mills. W. C. Edwards Company, of Ottawa, cut five million feet less. The Shepard and Morse Company cut about half of what they did in 1913. This was owing to the fact that they did not saw logs at Fraser and Company's mill last year, and owing also to the difficulty in getting logs to their mill through the lack of water, and the serious breakdown in their mill in August. Gilmour and Hughson, of Hull, Que., cut the same as last year.

In addition to the factors opposed to helping trade already mentioned, profits were less last year than they were for sometime previously. Prices were fairly firm, but demand was slow on account of both the export and local business being slack. In a word, trade was much less in 1914 than in previous years.

This year the lumbermen in this part of the country find they have large stocks on hand. Prices are not likely to vary much, unless conditions improve very considerably. As to the outlook for 1915 a diversity of opinion prevails, as the canvass made by the Canada Lum-

berman proves. Some predict a revival, while others do not look for any improvement until the war is over.

The cut of logs in the woods this winter will, it is estimated, run from 25 to 40 per cent. less than that of the previous season. This does not necessarily mean that there will be a falling off in the output of the mills next season, for, practically every lumberman has a big stock of logs in the water. When the war commenced, the prices of camp supplies went higher than they had been for years. It was soon realized that it would prove rather unprofitable to operate extensively in the woods, so only the number of camps deemed absolutely necessary were put in.

Labor throughout 1914 was plentiful at lower wages than had been paid in the three or four years before.

**Ottawa Valley Lumber Production**

| | 1914 Feet | 1913 Feet |
|---|---|---|
| J. R. Booth, Ottawa | 37,000,000 | 75,000,000 |
| W. C. Edwards, Ottawa and Rockland | 70,000,000 | 75,000,000 |
| McLachlin Bros., Arnprior | 50,000,000 | 60,000,000 |
| Hawkesbury Lumber Co., Ottawa | 38,000,000 | 42,000,000 |
| Shepard & Morse, Ottawa | 13,564,000 | 26,564,000 |
| Gilmour & Hughson, Hull, P.Q. | 23,000,000 | 23,000,000 |
| Fraser & Co., Ottawa | 11,000,000 | 12,800,000 |
| J. Lumsden, Lumsden's Mills, P.Q. | 15,000,000 | 15,000,000 |
| Riordon Pulp & Paper Co., Hawkesbury | 10,100,000 | 9,250,000 |
| Petawawa Lumber Co., Pembroke | 5,000,000 | 11,000,000 |
| Fassett Lumber Co., Fassett, P.Q. | 18,525,000 | 13,504,813 |
| Rideau Lumber Co., Ottawa | 2,400,000 | 2,500,000 |
| Pembroke Lumber Co., Pembroke | 15,000,000 | 20,000,000 |
| Colonial Lumber Co., Pembroke | 14,000,000 | 17,000,000 |
| Gillies Bros., Braeside | 30,900,000 | 28,661,020 |
| Ferguson & McFadden, East Templeton | 5,182,255 | 12,000,000 |
| R. & T. Ritchie, Aylmer, P.Q. | 3,000,000 | 9,000,000 |
| Estate Jas. Davidson, Fort Coulonge | 15,000,000 | 7,500,000 |
| Jas. MacLaren Co., Buckingham, P.Q. | 20,000,000 | 20,500,000 |
| Dennis Canadian Co., Whitney, Ont. | 13,000,000 | 6,000,000 |
| St. Lawrence Lumber & Box Co., Sth. Lancaster, Ont. | 3,000,000 | 2,000,000 |
| Papineauville Lumber Co., Papineauville, P.Q. | 5,000,000 | 5,000,000 |
| M. Bertrand, Masham Mills | 1,300,000 | 1,200,000 |
| Smith Bros., Campbell's Bay | 1,500,000 | 1,595,000 |
| Other places | 30,000,000 | 35,850,000 |
| Total | 450,471,255 | 531,924,833 |

**Ottawa Valley Lath Production**

| | 1914 Pieces | 1913 Pieces |
|---|---|---|
| J. R. Booth | 3,000,000 | 5,000,000 |
| W. C. Edwards | 10,000,000 | 12,000,000 |
| Estate Jas. Davidson | 3,500,000 | 2,000,000 |
| Jas. MacLaren Co. | 3,500,000 | 3,280,000 |
| M. Bertrand | 200,000 | 400,000 |
| Colonial Lumber Co. | 3,000,000 | 7,000,000 |
| Dennis Canadian Co. | 2,000,000 | 1,100,000 |
| Fraser & Co. | 4,750,000 | 3,500,000 |
| Gillies Bros., Ltd. | 2,600,000 | 2,055,075 |
| Gilmour & Hughson | 5,000,000 | 5,000,000 |
| Papineauville Lumber Co. | 3,000,000 | 2,000,000 |
| Pembroke Lumber Co. | 5,000,000 | 4,000,000 |
| Petawawa Lumber Co. | 2,000,000 | 4,000,000 |
| Rideau Lumber Co., Ltd. | 700,000 | 675,000 |
| R. & T. Ritchie Ltd. | 2,500,000 | 5,000,000 |
| Shepard & Morse Lumber Co. | 6,500,000 | 10,387,000 |
| Smith Bros. | 400,000 | 300,000 |
| Other Plaecs | 3,000,000 | 2,900,000 |
| Total | 60,650,000 | 70,597,075 |

**Ottawa Valley Shingle Production**

| | 1914 Pieces | 1913 Pieces |
|---|---|---|
| J. R. Booth | 500,000 | 1,000,000 |
| W. C. Edwards | 4,000,000 | 7,000,000 |
| Jas. MacLaren Co. | 5,550,000 | 5,695,000 |
| Estate Jas. Davidson | 1,500,000 | 1,500,000 |
| M. Bertrand | 200,000 | 450,000 |
| Dennis Canadian Co. | 600,000 | 980,000 |
| Rideau Lumber Co. | 1,500,000 | 1,445,000 |
| Riordon Pulp & Paper Co. | 4,700,000 | 5,800,000 |
| R. & T. Ritchie | ..... | 1,000,000 |
| Smith Bros. | 450,000 | 400,000 |
| Other Places | 14,000,000 | 15,900,000 |
| Total | 33,000,000 | 41,170,000 |

## Banker's View of Ottawa Valley Trade

Mr. John Aird, assistant general manager of the Bank of Commerce, in a review of Canadian industry and trade during 1914, referred in the following manner to the lumbering operations of the Ottawa Valley:—

"The cut of lumber in the Ottawa Valley proper during 1914 is estimated to be 375 billion feet as against 475 billion feet for 1913; that is, about 100 million feet less. The shrinkage in the cut is in consequence of the low water in the Ottawa River and its tributaries, of which the Gatineau is the most important. The cut in the other lumbering districts of Ontario will probably show a somewhat larger percentage of decrease as compared with the year 1913. The manufacturers of the Ottawa Valley will, however, have some advantages over the manufacturers at other Ontario points. The latter are practically limited to the home market for their sales, whilst the former have now, and generally have had, not only the home markets but also those of Great Britain and the United States.

"The financial situation has caused a distinct falling off in the demand from the home market and not much change in the situation can be expected until there is a marked revival in Canadian industries and normal conditions are again established. The American market, too, has been affected in a somewhat similar way to our own, and since the commencement of the European war, shipments have been smaller. It is the opinion of the lumber people, however, that a revival of business in the United States will take place in the spring, when they look for distinctly better conditions. As to the markets of Great Britain, it is expected that the closing of the North Sea will shut out to a large extent the supplies which have been previously received from Russia, whilst shipments from Norway and Sweden must also necessarily be materially reduced. These conditions will doubtless bring about a considerable demand for the poorer and lower grades of spruce and white pine, rather than for deals and higher grade lumber.

"The prices of high-grade lumber during 1914 were considerably less than in the two preceding years, but the drop took place before the war and was largely due to the financial conditions in foreign countries. As to the future, we look for a reduction of 10 to 15 per cent. in the price of deals and of the higher grades of lumber. The cut of logs in the woods this winter will, it is estimated, run from 25 to 30 per cent. less than that of last year, but this will not necessarily mean a falling off in the output of the mills, as many concerns have large stocks of logs in the rivers. It is anticipated that the logs, and doubtless the lumber also, will be produced more cheaply this season than for several years previously."

## Reports from Ontario Manufacturers

The following paragraphs are taken from reports upon logging operations and market conditions which have been received from Ontario manufacturers.

We look for a moderate trade in lumber during the continuance of the war. When the war is over we expect a large demand. Free importation from the United States is the hardest thing the lumber manufacturer in Canada has to contend with today. Now that the country is in need of a war revenue, a duty of at least $2 per thousand feet should be imposed upon all foreign lumber marketed in Canada. Canadian lumber manufacturers should get together at once and see to it that competitive lumber from all foreign countries pays its share of our war tax. At present it is hard for us to say how our output of logs during this winter will compare with the previous winter. We think, however, that it will be from 75 per cent. to 100 per cent. of the 1913-14 output. During 1914 we sold more lumber in the United States than for some time past, on account of the light demand in Canada. Ordinarily we can sell in Canada all we can make, without seeking a foreign market. The demand for shingles and lath has been fairly good during the past year, although much less than in the previous year. We are carrying over larger stocks than a year ago because of our small cut in 1913, which was caused by a break in the cement dam as a result of which we had to carry over a large quantity of logs, some of which are still in the water. Stocks in the country generally are lighter than a year ago notwithstanding the small demand of the past six months. We sold elm, ash, maple and birch, at from $1 to $2 per M. less than in 1913. The best grades of shingles were lower this year and sold slowly. Our output of logs this winter will be less than last winter. We do not think the outlook for 1915 trade is good. Last year our volume of trade was less than in 1913, and it was unprofitable. Prices were lower in general. There was a good market for both shingles and lath.

We expect our log output this winter to be about 25 per cent. in excess of our last winter's cut, but this will depend, of course, upon weather conditions. Indications from the United States markets for 1915 are encouraging, but the general situation, of course, is very uncertain. The prices and demand for lath were exceptionally good during 1914.

Our output of logs this winter will be about 40 per cent. less than last winter. We think there is a fair outlook for trade in 1915. The demand from the United States is improving. Last year our volume of trade was greater than in 1913, but profits were on about the same level. Prices had a fair average during 1914. Our present stocks of lumber are larger than a year ago. The demand for lath last year was good.

Our log output this winter will be about the same as last winter. We expect that hemlock will be dull this year, but that it will remain at the same prices as during 1914, as very little stock is going out

and 1914 stock is in the hands of wholesalers who bought it at a high price.

We are taking out less than half as many logs this winter as last winter. So far, we think the outlook for trade this year is very good. Prices during 1914 were about $2 a thousand less than during 1913.

Our log output will be about forty per cent. less than last winter. We think the outlook for trade during 1915 is good for the low end and for lath. All our stock was sold at the close of the sawing season.

We will take out this winter about 35 per cent. of our cut in the previous winter. The outlook for 1915 is not very bright at present. Our trade is almost all cooperage stock, staves, hoops and heading. It is impossible to figure ahead until peace is declared.

Our output of logs this winter will be about 75 per cent. less than last winter. Prices of lumber last year were about $1 per M. lower than in the previous year.

We are taking out no logs this winter.

We will take out this winter about one-quarter of our cut in the previous winter.

Our log output this winter will be about 25 per cent. of that of last winter. Trade conditions ought to improve when the war has been successfully finished. Our profits last year were 15 per cent. less than during 1913. Prices were from $2 to $3 per thousand lower.

We are taking out very little stock this winter. We expect trade conditions to continue quiet until the war is satisfactorily concluded. We have much more unsold stock than a year ago. We found prices lower and the demand less during 1914 than during 1913 in all lines.

Our log output this winter will be about the same as last winter. Our stock of lumber today is 75 per cent. heavier than a year ago.

I am taking out no stock of logs this winter. After the war is over I think the trade will take a year to get back to normal. I have about one-third more lumber on hand today than a year ago.

We are taking out a smaller quantity of logs this winter than last winter, and are not looking forward to very heavy trade during 1915. Our stock of lumber is about 10 per cent. lower than a year ago.

This winter we are taking out about 30 per cent. of our last winter's cut.

We are not taking out any logs this winter. In our opinion trade conditions will remain as they are until a peace treaty is signed. Logging operations are being restricted because of the tightness of money. Profits were better during 1914 than during 1913, and logs were cheaper.

Our log output this winter will be 20 per cent. less than last winter. Our present stocks are larger than a year ago.

My log output this winter will be about 25 per cent. of that of last winter. In my opinion the outlook for trade is not good until the war is over.

I will take out about one-third less logs this winter than last winter. The outlook for 1915 is poor. I am carrying over about twice as large a stock of lumber this year as last year. Prices last year were about $2 per thousand less than in 1913.

Our output of logs this winter will only be about 10 per cent. of our output in the previous winter. We think that the outlook for trade is poor until Germany has been defeated. The trade in lath during 1914 was good. Our present stocks of lumber are about 50 per cent. heavier than a year ago. Prices last year were from $2 to $3 per thousand less than in 1913. The volume of trade was about 60 per cent. smaller than in the previous year.

Our output this winter will be very light.

We will take out no stock of logs this winter.

Our cut of logs will be about half as large this winter as last winter.

I will take out this winter about half as many logs as I did last winter.

Our output of logs during the present winter will be about 25 per cent. of last winter's output. Our stock of lumber on hand is much larger than a year ago.

We intend to take out a very much larger quantity of logs this winter than last. Owing to the present unsettled conditions it is hard to give an opinion regarding the situation during 1915. However, we are hoping that conditions will be nearer normal before the season is through, and that we will have a good trade. Our profits in 1914 were slightly greater than in 1913 and prices were a little higher. We have a larger stock of lumber on hand today than a year ago. The lath market during 1914 was very strong, but shipments fell off a little during the last few months of navigation.

Our log output this year will be about 60 per cent. less as compared with our output of last winter. Our volume of trade during 1914 was about 25 per cent. less than during 1913. Our profits varied from nothing to a fair amount. During 1914 spruce sold at about $18.50 per M. as against $20.50 in 1913, and the demand was poor, whereas in 1913 it was good. Lath were in good demand and shingles were slow during 1914.

Our log output this winter will be much smaller than last winter.

We will take out only half as many logs this winter as last winter. The outlook for 1915 trade is poor. We cannot see anything ahead in the lumber business until the farming community begins to buy agricultural implements, furniture, etc., and this will not commence until after another harvest, regardless of war conditions, and then the harvest must be a bumper one. We intend to go slowly. Last year we sold our stocks at an early date and the prices we obtained were as good as we obtained in 1913. We now have much larger stocks than we had a year ago.

We are not operating in the woods this winter.

We are taking out about about 40 per cent. less of logs this winter than last winter. During December, sales were better and enquiries more numerous, but buyers were looking for a cut in prices. We think that trade will brighten up again in the spring and, with the smaller cuts being taken out, prices will hold firm. During 1914 prices of lumber were about $1.50 per M. lower than during 1913.

Our log output this winter will show a decrease of 30 per cent. as compared with the previous winter. Our present stocks are more than three times as large as they were a year ago. Our volume of trade in 1914 was smaller and our profits were 25 per cent. less than in 1913.

We will not take out any logs during the present winter.

We will cut about two-thirds as many logs this winter as we did last winter. Trade conditions during 1915 may improve both in the United States and in Great Britain if the war is over by spring; otherwise we do not expect any improvement. Our volume of trade during 1914 was less than during 1913. Profits were about the same. Good lumber was lower about $3 per M. and the lower grades were higher last spring by about $2 per thousand.

We will take out about half as many logs this winter as last. The market for lath in 1914 was good. Shingles were slow. We obtained about $1 per M. more for our stocks in 1914 than in 1913 and we had a greater volume of trade, so that our profits were better.

We are not taking out any logs this winter.

Our log output this winter will be a little less than last winter. The export trade to the United States last year was about the same as in 1913. We did less trade and had smaller profits in 1914 than in 1913. High grade lumber was lower and the lower grades were higher. The lath market was good.

Our log output this winter will be about 75 per cent. of that of last winter. The outlook for 1915 trade is just fair. We expect that the demand will simply be for filling immediate requirements and that building operations will be slow. The volume of trade with us during 1914 was 50 per cent. less than during 1913 and there were no profits. Prices were about $2.50 per M. less than in 1913.

We are not doing any logging this winter. We think the outlook for 1915 is very poor. Our stock of lumber today is is 75 per cent. larger than a year ago. During 1914 prices were from $2 to $3 per M. lower than during 1913.

If the money market loosens up there will be a very good demand for spruce bill stuff during 1915. We are taking out about the same quantity of logs this winter as last. Stocks of lumber on hand are larger than a year ago.

Our log output this year will be about one-third of that of the previous winter. The demand from Great Britain is good, but we cannot get tonnage. We do not think the outlook for 1915 trade is very good.

We are taking out practically no logs this winter. We think the outlook for 1915 trade is very uncertain and we do not expect much improvement until the successful termination of the war.

We are taking out about 10 per cent. fewer logs this winter than last winter.

Our log output this winter will be about the same as last winter. Our stocks of lumber on hand today are about 35 per cent. greater than a year ago. The volume of 1914 trade was 40 per cent. less than 1913 and profits were about 15 per cent. less.

We are taking out a smaller quantity of logs this winter than last winter.

We are taking out no logs this winter.

I am taking out about two-thirds as many logs as last winter. I have much more custom sawing at mill and so will have a busy season. I also expect that tourists coming into this district during 1915 instead of going to Europe will cause a good local demand for

lumber. Many wholesale buyers are enquiring for stocks, but will not offer good prices, or promise to take prompt shipment.

The outlook for 1915 at present is not too good; but I hope for better conditions in the near future when the factories have cleared out their stocks. We are not taking out any logs this winter.

Our output this winter will be slightly increased as we are taking out a quantity of down timber. Prices of Norway pine and spruce during 1914 were from $1 to $3 per thousand lower than during 1913. We are carrying over about the same quantity of stock as we did a year ago. The market for good grades of lath during the early part of 1914 was good and the low grades were slow. We think the outlook for 1915 is fair.

Our cut of logs this winter will not be as large as last winter. The outlook for 1915 trade is uncertain. Lath and shingles are in a little better demand now.

In our opinion the outlook for 1915 trade is fair. We will take out fewer logs this winter. We did less business in 1914 than in 1913, but our profits were about the same. Our stocks are heavier than a year ago. We found the demand for shingles and lath poor during 1914.

Our log output this winter will be 10 per cent. greater than last winter. We think the outlook for 1915 trade is fair. Our present stocks are about 1,000,000 feet heavier than a year ago. Our 1914 profits were about the same as those of 1913.

Our log output this winter will be only 20 per cent. of last winter's. We are carrying over 1,500 feet more than we did a year ago.

We will only take out about 60 per cent. as many logs this winter as last winter. Our present stock of lumber is about 40 per cent. less than our stock was a year ago.

Our output of logs this winter will be only about 25 per cent. of the average quantity taken out in previous years. The volume of trade during 1914 was less than during 1913 and profits were slightly lower. Towards the end of the year prices were also lower. Our stock of lumber today is smaller than a year ago. We found a good demand for lath throughout the year.

We will take out only about half the quantity of logs that we took out last winter. We found prices of lumber lower during the last few months of 1914 and we now have about 25 per cent. more stock than a year ago. The trade in lath last year was good. We sold a little more lumber to the United States than in 1913.

## Have a "Feeling" That Trade Will be Good

Editor Canada Lumberman: Toronto, Jan. 5th.

The first half of 1914 was about average with us, that is, when we say average, it was about what it has been for the past six or seven years, which we considered very fair. Of course, there was a feeling during this time that in the Fall there was likely to be a slump in real estate, and it naturally made buyers a little careful. However, up to July 1st we had very little to complain of in the volume and also in the prices obtained. The indications for the second six months of the year, if taking the month of July's business would be any criterion, were good, as July was a really good month with us, but from the 1st of August until the end of the year, business was very slow indeed. So far as we can see, the retailers and manufacturers have been trying to lower their stock as much as possible, therefore, there have been small sales for the wholesaler, which naturally, falls back to the sawmill. We feel that if the war had not come upon us when it did, although the indications were that some slump would take place in real estate, not only in Toronto but throughout the Dominion, still, the trade would have been fair and stock would have been somewhat scarce for the next Spring's trade. However, there have been some fair sales made, and so far as we can see, stock is not overly plentiful, providing, there is any stir in the market in the coming Spring, which we have a feeling there will be. We are unable to give you any particular reasons why we feel this way, but are trying to content ourselves that such will be the case.—James G. Cane & Company

## A Spot Where the Sun is Shining

Editor Canada Lumberman: Stouffville, Ont., Jan. 10th.

Trade conditions were never better than they are at present in this locality. Of course prices are lower than formerly, but that only tends to loosen up the farmer who is the man with the ready cash at these times. We have more prospects ahead for building materials this winter than we had last winter, which was very good. Orders for spring delivery are coming in very nicely, and we look forward to good business from now on. To be caught up with orders is something we do not know, and while we do not employ very many men, we still have all hands at work.—D. M. Heise.

## Business Commencing to Improve

Editor Canada Lumberman: Buffalo, N.Y., Jan 5th.

A review of the past few months we do not think would interest anyone. We would have to go further back and that would be reminiscing.

It is indeed unfortunate that the whole globe is upset at the present time. We begin to feel, however, that it is settling down to a base from which we can find footing to start up again.

Business in the States is brightening up and we really are looking forward to good fair business throughout the year 1915, but trade through Ontario, we regret to say, still remains dull. We are hoping, however, that it will pick up, beginning very soon. We consider the present times warrant careful planning, plenty of backbone and confidence in one another.—New Ontario Colonization Company, Limited.

## Logging Operation Smaller in Northwestern Ontario

Editor Canada Lumberman:— For Frances, Ont., January 21st.

The lumber business has been rather dull since September last but most of the local lumbermen succeeded in disposing of their stocks at fair prices.

The logging has been exceptionally heavy in this district for a number of years past and a good many logs were left in the woods last year, so that, though only about half the camps are going in this year that there were last, the number of logs brought to the mills will average about the same as usual.

Prospects for the spring do not look very bright but the lumbermen are optimistic and will be in a position to take care of all orders.

The tie contractors all have camps in and several contractors have been signed up at slightly reduced prices.

There will be a large quantity of pulp wood cut this winter, most of it for local use at the Fort Frances Pulp & Paper Company, Limited, plant.—Russel Brothers.

## North Tonawanda Lumber Receipts During 1914

Receipts of lumber, etc., by vessel, at North Tonawanda, N. Y., during the navigation season of 1914, amounted to 184,018,400 feet. The season's receipts of all kinds were the smallest in 39 years. Of the lumber received 110,000,000 feet came from Duluth. The Canadian stock received totalled about 25,000,000 feet, which was one-third less than the amount received in 1913. In addition to the lumber the receipts included 80,000 cedar posts and 6,000,000 pieces of lath.

Receipts of lumber, etc., at Buffalo by vessel during the navigation season of 1914 were as follows:—Lumber, 69,957,000 feet; shingles, 625,721,000; lath, 878,000. For the 1913 season the receipts were: Lumber, 113,735,000; shingles, 710,677,000; lath, 2,079,000. There was thus a decline of about 40 per cent, in lumber, of about 12 per cent. in shingles and of 57 per cent. in lath.

## National Association Met the Strain Well

The official bulletin of the National Hardwood Lumber Association, for the month of January, 1915, contains the following reference to the present trade situation and the outlook:—

Nineteen-fourteen, the old, is gone and nineteen-fifteen, the new, stretches ahead. Watchman, what of it? Is it for better or for worse? The National Hardwood Lumber Association believes it has good reason to face the future with equanimity and confidence.

"The latter half of the old year carried a burden of a cast without precedent in the records of the world, and which still weighs heavily everywhere. As a result it has been necessary in the course of our work to deal with a good many new and formidable problems. In some markets local paralysis of the lumber trade has necessitated a prompt re-adjustment of the bearings of our Inspection Service in order to escape set inactivity and its consequent losses. There has been greater depletion in the ranks of membership through failures, withdrawals from business, and the stress and strain on individual finances than could possibly have occurred otherwise. For the same reasons prospects for new members have been fewer and these harder to convince. Then, too, the routine processes of business have been abnormally difficult, and especially so as applied to Association work. The making of a collection, for instance, frequently partaking of the nature of a surgical operation. Despite all this, the National Hardwood Lumber Association finds itself today as physically strong and as structurally sound as a year ago, while its potential financial condition is even better. Its Inspection Staff has been kept intact throughout, and since July 1, 1914, its inspectors have passed forward a total of 57,043,378 feet of hardwood lumber. During the same period forty-two new members have been added to the rolls. On January 1, 1915, the Association did not have a dollar of indebtedness, its bank balance was fully up to the normal mark and its gross assets stood at a higher figure than ever before. These are facts which are worth considering."

# Can You Supply Pit Props?

**ENGLAND CONSUMES 3,000,000 LOADS OF 40 CUBIC FEET EACH ANNUALLY, AND WANTS THEM NOW**

The report which was published in the Canada Lumberman of January 15th upon the demand for pit-props in Great Britain is probably of importance to many Canadian timber owners who can furnish such stocks. There is a demand in Great Britain today for large quantities of pit-props and there is an excellent prospect of any business which is secured during the progress of the war becoming permanent and resulting in an outlet for large quantities of this class of material, which will make it possible for manufacturers to conduct their operations in a more economical manner.

This pit-prop business is now offering. It is of large enough proportions to be exceptionally attractive. Its importance is so great that the consumers of pit-props in Great Britain took the trouble to send a commission to Canada to enquire into all available sources of supply in this country. Their report shows that Canada has an almost inexhaustable supply of pit-prop timber especially the maritime and eastern provinces, and that the working up of this trade is simply a question of cost.

Numerous enquiries upon this subject have been received by the Canada Lumberman, indicating that many manufacturers are ready to consider the business, but reports of actual contracts secured are very few. Does this mean that the manufacturers of Canada, after enquiring into the situation have concluded that the business will not be sufficiently profitable to make it interesting? It is not likely that this is the case. It is possible that one of the reasons is that manufacturers have not yet acquainted themselves sufficiently with the importance of this prospective market. **In order to get at the bottom of this matter we would like to have the names and addresses of manufacturers who are in a position to supply pit props, such as are required.**

The latest information available as to the quantities and dimensions of pit prop timbers required in Great Britain is published in a report just issued by the British Board of Agriculture and Fisheries, in the course of which the following appears:—

"In the extraction of coal large quantities of timber are employed for supporting the roof and sides of the excavations, as well as for tramway sleepers and many miscellaneous purposes. The average annual total coal production of the United Kingdom for the last few years is estimated at 265,000,000 tons, and the amount of pitwood used at approximately 4,500,000 tons, or 1.7 per cent. of the total weight of coal raised.

"The great bulk of the pitwood used in this country during normal times comes from abroad, the amount of the home supplies being probably not more than 20 per cent. of the total consumption. In recent years the quantity of pitwood imported has amounted to about 3,000,000 loads of 40 cubic feet per load. About 55 per cent. of the imports normally come from Russia, Sweden and Germany, 4 per cent. from Norway, and the remaining 41 per cent. from France, Portugal and Spain, the proportion varying a little from year to year; the imports from other countries have been relatively very small indeed.

Pitprops have been declared contraband of war by the German Government, and trade with the Baltic ports has consequently been seriously hampered. . . . .

### Type of Material Required

"The timbers chiefly in demand for pitwood are those which combine strength with lightness. Where the roof of the mine is dangerous, it is also of importance that the timbers should be of such a character that they give warning of impending movements by gradual fracture; brittle woods are in such cases unsuitable.

"As a result of experiments made by Professor Henry Louis at Armstrong College, it has been found that seasoned props have a distinct advantage in strength and durability over unseasoned props; no timber should, in fact, be used for pitprops while it still contains sap. The absence of large knots, or of even slight curves is also of importance, since when present they form points of weakness at which an otherwise sound prop readily gives way.

"The timber which comes from the North of Europe is either Scotch pine (redwood) or spruce (whitewood), and it reaches the mines in the form of clean, straight pieces, sawn into suitable lengths and devoid of bark. It is usually sold at a rate per hundred lineal feet, the price varying with the diameter of the props. The material from France and South Europe is maritime pine. In this case the timber is shipped in sawn lengths which are unpeeled, the larger sizes being sometimes rather rough from being subjected to the process of tapping for resin. This timber is used chiefly in the South Wales coalfields, where it is sold at a rate per ton.

"The three species mentioned in the preceding paragraph represent the bulk of the timber used for mining purposes, but are generally less esteemed than larch. Larch is stronger than any of the other three timbers, is more resistant to fungus attacks and consequently better suited for permanent work, but is, on the other hand, more expensive.

### Dimensions Required

"The extreme diameters of poles used as pitwood are 2-in. and 13-in., but, although a good deal of slender timber is used in some districts and large timber in others, it may be said that as a general rule the minimum diameter of timber for which there is any considerable demand is 3-in., and that it is only in exceptional localities, e.g., ironstone mines, that poles of a greater diameter than 6 in. are used to any considerable extent.

"Pit timber is used in lengths ranging from 1 1/3 ft. to 18 ft. As a general rule the length varies with the diameter in the ratio of approximately one foot to one inch.

"The sizes in greatest demand in various localities are set out in some detail below. It may be stated briefly that in coal-mining districts the greatest demand is for timber 3 ft. to 6 ft. long, although there is considerable demand for lengths as small as 2½ ft. and as large as 7 ft."

**Dimensions Chiefly in Demand in the Principal Coal and Iron-Mining Districts in England and Wales**

| | Diameter (in.) | Length (ft.) |
|---|---|---|
| North of England (Tyne District) | 3 | 3-4 |
| Cumberland | 2½-4 | 2-5½ |
| *Yorkshire (Cleveland) Baulks | 6-9½ | 10-18 |
| *Yorkshire (Cleveland) Props | 5½-9 | 6-15 |
| West Yorkshire | 4½-5½ | 3-6 |
| South Yorkshire | 2-8 | 2½-9 |
| Lancashire and Cheshire | 2-7 | 2-7 |
| Midland Counties (Derby, Leicester and Notts.) | 3-8 | 3-9 |
| South Derbyshire | 4-6 | 3¼-6½ |
| Nottinghamshire and Erewash Valley | 6 | 6-7 |
| Leicestershire | 5-6 | 3½-6½ |
| North Staffordshire | 5-6 | 6 |
| Cannock Chase | 5-6 | 5-7 |
| South Staffordshire and East Worcestershire | 4-8 | 5-6½ |
| Warwickshire | 5-6 | 5-6½ |
| Shropshire | 3-6 | 2¼-6 |
| North Wales | 3-6 | 3-7 |
| South Wales and Monmouthshire | 4½-5 | 6-9 |
| Forest of Dean | 3-6 | 3½-6½ |
| Somerset | 2-10 | 1½-10 |

*Ironstone Mining.

## Railroad Construction in 1914

The year 1914 was away below the average, in the matter of new railway construction in the United States, while the three years previous were also away below the average yearly construction of many past years. However, 1914 construction made the poorest showing of all. Railway construction in the United States for 1911, 1912, and 1913 was practically the same for each year. The 1914 construction was less than half of that of 1913.

The Canadian construction of 1914 was in excess of that of the United States for the same year, and for Canada it can be said that in only 1913 has the 1914 record of new construction been beaten since 1900.

The statistics show a total construction in the United States of main lines, second tracks and long sidings of 2,127.22 miles, for 1914, as against 4,366.63 miles in 1913. The Canadian onstruction for 1914 amounted to 2,130.57 miles, while that for 1913 was 3,366.20 miles.

The close of the year in the United States finds 1.015 miles of first or main line track under construction and uncompleted, with surveys made for 1,229 miles of new lines and 2,031 of projected lines. The same for Canada finds 465 miles of new track under construction, with surveys made for 2,127 additional miles and 80 miles of projected railway.

The amount of orders being placed for new equipment at the beginning of the year 1915, is in excess of what it was far 1914 or any past year since 1911. Several of the leading railway systems are also planning much in the way of double tracking of main lines and if the plans are carried out, it is possible for the record of 1915 to equal if not surpass the best made during recent years.

Panoramic view of the plant of the St. Lawrence Pulp & Lumber Corporation, Limited, Chandler, P. Q.

# Important New Plant at Chandler, P.Q.

## Sawmill With Capacity of 125,000 feet per day and a 110 ton Sulphite Pulp Mill Erected by St. Lawrence Pulp & Lumber Corporation, Limited

SOME time in the month of March of this year one of the most complete sawmills and sulphite pulp mills in Canada will commence operations. This is the plant of the St. Lawrence Pulp and Lumber Corporation, Limited, situated at Chandler, P.Q., on a bay of the Gaspe Peninsula. The buildings are now practically finished, having been constructed by the Aberthaw Construction Company, of Boston. The capital is entirely American, and the promoters have spared no money in securing the very latest form of mills and equipment; the plant is, in fact, the last word in saw and pulp mill construction and practice. It comprises nearly twenty buildings, with arrangements for a further extension of several of them, should occasion arise.

The limits, of 640 square miles, and an old mill, were purchased from the Grand Pabos Lumber Company, owned by American capitalists. The limits comprise balsam and spruce, with a little birch and cedar. The mills will have excellent shipping facilities, by rail and water; transportation by rail is obtained by the company's own double track line running right through the plant, connecting with the Atlantic, Quebec and Western Railway, which has connection with the Intercolonial, while, to facilitate shipping by water, the Federal Government will build a deep water wharf, 1,500 feet long, giving 27 feet of water at low tide.

The plant, which covers, together with the lumber yards, about 16 acres, is separated into two parts, one comprising the saw mill, rossing mill, and hot pond, and the other the pulp mill, offices, boiler rooms, etc. The saw mill is 64 feet by 193 feet, and has a capacity of from 100,000 to 125,000 feet per day. It is equipped with a gang saw, two circular saws, both with steam feed, two edgers and two resaws. The mill is also equipped with two log jacks, one for summer and the other for winter; the summer jack connects with the main pond, in the Bay, and the winter one with the hot pond. There are the usual number of live rolls for cenveying the lumber from the saws to the transfer tables, where the lumber is placed on trucks, and transferred by a small Dake engine to the yard line. From here the lumber is sent to the piling yards, which have a capacity of from 40,000,000 to 50,000,000 feet, by overhead trestles. The method of transferring the trucks by a Dake engine is very economical, as one boy can take care of the entire day's output.

### Equipment of the Sawmill

The log haul is at the south end of the mill. From it, corrugated rolls convey the logs to the double log deck, which is equipped with steam flippers which throw the logs to right or left, the long logs being handled on the west side of the mill, the short logs on the east side. The log deck is also equipped with transfer chains and 3-arm steam loaders to transfer the logs to the carriages. A steam nigger operates before each carriage. The west side carriage has three blocks with 36-in. opening, and a one-block trailer for handling logs up to 53 feet long. The east side carriage is 36-in. opening, three block. Both carriages are provided with Waterous No. 4 Combination Setworks and Receder, and Waterous Steam Setter. They are operated by steam feed. The circular saws on both sides of the mill slab for the gang unless dimension stock is being cut.

Immediately back of the saw frames, chain transfers convey the cants from either side of the mill to the gang, which stands in the centre of the mill floor. The slabs from the saw frames are carried by live rolls toward the rear of the mill where they are handled by circular resaws, one on each side of the mill. After being re-sawn, the lumber is automatically carried forward and transferred to the edgers,

Interior of sawmill of St. Lawrence Pulp & Lumber Corporation, Limited, Chandler, P. Q.

the slabs being forwarded and dropped on the transfer chains which carry them through a four-saw slab slasher and from there to the picking conveyor.

The lumber from the gang is carried by a series of live rolls, and by board flipper and roller transfers is delivered to either or both edgers. Here it meets the boards to be edged which have been transferred from the resaws. The finished boards from the edgers and from the gang are conveyed by live rolls to the trimmer transfer at the rear of the mill and from there are conveyed to the two-saw trimmer and the sorting table.

The slabs and refuse are passed through two large hogs, part of the refuse being conveyed across the mill below the machinery floor to be burned in the boilers of the sawmill power plant, the remainder being used in the power plant for the sulphite mill.

In the boiler room five horizontal return tubular boilers 72 in. by 18 ft. are set in two batteries. These boilers are provided with steel plate Dutch ovens and are suspended in steel settings.

A Waterous Twin 18 x 24 Side Crank Mill Engine, placed in a separate building, operates the entire sawmill machinery with the exception of the vertical gang which is driven by a separate engine.

The greater part of the sawmill equipment was supplied by the Waterous Engine Works Company, Limited, of Brantford, Canada, who also designed and superintended the erection of the sawmill and the power plant. The gang saw was manufactured by Wickes Bros., Saginaw, Mich.

The rossing mill is adjacent to the sawmill, and is a two-storey building. The logs are conveyed by a haul to the mill, rossed and chipped, and then sent on a conveyer belt across the railway track to the pulp mill. The rossing machinery was supplied by the Waterous Engine Works Company, Limited.

A shingle mill is situated across the log pond some distance from the rest of the plant, and was originally the old rossing mill of the Grand Pabos Lumber Company. It has ten Dunbar machines, which will turn out 100,000 shingles per day.

### Hot Pond Provides for Winter Operation

The hot pond is 90 x 160 feet, and is located just south of the railroad tracks. It is separated from the bay by a bulkhead, so that, during the winter logs can be handled without danger of being frozen up. Hot water is supplied from the boiler room and the exhaust, the temperature being kept up by the supply from the condensers.

One of the most interesting features of the operations is the method of transporting the logs from the limits. There is a lack of stream flow in the Gaspe peninsula, and this is unfavorable to the economical driving of logs, while it also leaves untouched many large areas of spruce and balsam. In order, therefore, to secure regular means of supplying the mills it was decided to lay down railway tracks to various portions of the limits. Twenty-one miles have been constructed, the main lines having spurs which radiate at the required points. When the limits have been cut in one district, the lines can be taken up and relaid in other sections. Owing to the peculiar formation of the land and the various gullies, the limits are specially favorable to this method of shipping the lumber; without it, it would be economically impossible to deal with certain parts of the limits. At present, each line taps the limits within a radius of nine miles. A Montreal Locomotive engine of the Mogul type, with side rod, of 90 tons, two Shay engines of 70 tons each, 30 steel logging cars (to be increased by 50), a snow plough and five ordinary cars comprise the equipment. There are four streams on the limits, and these are also used for driving logs; two empty into the bay at Chandler, one a few miles below, and one at Port Daniel, 16 miles above.

### The Sulphite Pulp Mill

The pulp mill is by far the largest portion of the plant, and will have a capacity of from 100 to 110 tons of sulphite pulp per day. Starting from the west end of the layout there is a pulp storage building, 78 x 162 feet, which has a platform upon a railroad siding alongside the double track road. Near this is a building, 78 x 231 feet, used as offices and as a supplies and repair shop. This building also contains a bleacher room, 200 x 78 feet, with nine large concrete bleacher tubs. South of the bleacher room is the machine room, 49 x 269 feet, while east of the latter is the screen room, 150 x 156 feet, divided into two parts, with coarse screens in the southerly section, and fine screens to the north. Next are the four blow pits, 67½ x 81 feet; each pit measures 18 ft. 6 in. by 52 ft., with a depth of 16 ft. 8 in. at one end and 15 ft. 2 in. at the other.

The digester house, to the north, is 35 x 81 ft. and contains four digesters, 16 ft. in diameter by 54 ft. 6 in. high. These are fed by a conveyor in the monitor on top of the buildings. The acid plant is 57 x 58½ ft. It is proposed to install an electrolytic plant at some future date. Between the site of this plant and the digester house is the filter building, 60 x 73 feet, with provision for expansion northward as may be necessary. The power building is east of the main group, and consists of a turbine room 72 x 78 ft., and a boiler room 72 x 164½ ft. Power is furnished by four batteries of boilers of 950 h.p. each, manufactured by the Edgemoor Iron Company, which operate steam turbines, there being provision made for installing a fifth battery. All the water required—about ten million gallons per day—will be pumped from the North River and conveyed 1½ miles by means of pipes. It is proposed to generate all the electricity required for running the plant and for lighting purposes, the Canadian Crocker Wheeler Company, of St. Catharines, Ont., supplying the electrical equipment.

The waste wood, sawdust, is collected and conveyed by a system of belt elevators to the boiler house, where it is used to supplement the coal. The refuse consists not only of the wood room waste, but also of the sawmill waste.

### A New Town Created

The erection of the plant has resulted in the establishment of a new town, which has been laid out by Mr. C. Allbright, of Philadelphia. The company have built about fifty houses, another 125 have been constructed by private owners, while there are 25 stores and a moving picture theatre. The company are the owners of a general store.

The saw mill, shingle mill, yards, and railway were designed by Mr. H. W. Racey, who has just resigned as general manager, but still remains in a consultative capacity with Messrs. Chandler Bros. & Company, the bankers and promoters; Mr. H. S. Ferguson, of New York, designed the pulp mill, Mr. E. W. Prouty being the resident engineer. Mr. J. Henderson was the superintendent for the construction company while Mr. J. E. Hamel, of the Waterous Engine Works Company, was construction superintendent of the saw mill. Mr. Gustave Hansen is pulp mill superintendent; Mr. E. J. Dallaire mill superintendent, and Mr. F. E. Campion bush superintendent.

The plant is equipped throughout with the Manufacturers' Automatic Sprinkler System, supplied and installed by the General Fire Equipment Company, Ltd., of Toronto. This equipment consists of 2,500 automatic sprinklers arranged and spaced according to the latest insurance rules; two 1,000 gallon underwriters' fire pumps which force the water through an extensive hydrant system, and branches from that through various buildings, each building being separately controlled. Supplementing this is an auxiliary supply 40,000 gallon tank on a trestle, the bottom of which is 25 ft. higher than the highest building.

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## A Review of Montreal Exports

An interesting commercial review of the season ending December 4th, 1914, showing the export trade from the port of Montreal in Canadian products has been compiled and published by the Commercial Department of the Montreal Gazette. The book contains a number of interesting illustrations and many valuable articles. Referring to the timber and deal exports of Montreal, the report says:—

"The early arrival of cold weather and snow has restricted building operations which were already greatly curtailed by the general business situation. A fair amount of business, however, is reported by several wholesalers and there is a rather general feeling that, at the beginning of next season, trade will revive considerably. Shipments of spruce and birch to the Old Country continue on a small scale, but very little pine is going forward. Freight rates for lumber are high, the increase since the beginning of the season being from 33s 9d to 60s and as high as 65s per standard. The total exports from Montreal will show a large decrease this year. In the St. Maurice Valley district it is expected that the cut this season will be about the same as last season. Practically all the mills in the Three Rivers district are closed and there are still many logs in the rivers.

"No important changes are reported from St. John, N.B. Indications are that all low grade stocks of rough lumber and much of the merchantable rough stocks will be used up by next spring. There will be from 18,000,000 to 20,000,000 feet of logs carried over the winter at St. John for spring sawing, mostly long logs for American stocks. Prices for English deals continue very firm.

"Owing to the European war and the great scarcity of ocean freight space the export trade in this department from the port of Montreal has been the smallest for some years past."

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## Quebec Cullers' Annual Report

The following comparative statement of timber measured and culled to date at Quebec, is furnished by the Supervisor of Cullers' Office, Quebec, P.Q.

| | 1912 cu. ft. | 1913 cu. ft. | 1914 cu. ft. |
|---|---|---|---|
| Waney white pine | 1,172,720 | 244,280 | 599,800 |
| White pine | 1,760 | 7,560 | ..... |
| Red pine | 12,200 | 960 | 1,040 |
| Oak | 113,840 | 177,240 | 343,480 |
| Elm | 313,640 | 284,880 | 305,760 |
| Ash | 520 | 1,000 | 680 |
| Birch and Maple | 42,920 | 47,680 | 50,800 |

# Review of New Brunswick Trade in 1914

## A Fairly Profitable Year for Mills Sawing English Deals—Good Prices and No Labor Troubles—American Market Poor

Probably the year 1914 will go down in the history of the port of St. John, N.B., as one of the most profitable for the sawmills which had sufficient provincial logs to keep them running throughout the season. Very few of the mills, however, were able to make a complete and full season, on account of the shortage of logs. Just why all the mills did not have plenty of logs to make a full season's sawing, is hard to say; but a year ago, in the fall and winter, men for the woods were hard to get, wages were very high and the mills at St. John, having been tied up with a strike all summer until about October first, and then starting off when the owners least expected, left the mill owners with no chance to plan in the early fall how many logs they would cut for 1914. When the men did not go back to work until October, it was too late to make a good start, as the best yarding season in the northern woods starts with early fall and many plans must be laid before this work is begun. Therefore, instead of having a new cut of one hundred millions of logs, only fifty-five million came through the booms in 1914.

Taking as a basis two hundred days, which is about the average open sawing season at St. John, the mills would cut out the following:

| | |
|---|---|
| Messrs. Stetson, Cutler & Co., two mills | 27 to 30 million feet |
| Chas. Miller | 9 to 10 million feet |
| Randolph and Baker | 18 to 20 million feet |
| Murray and Gregory | 13 to 14 million feet |
| Warner & Company | 8 to 10 million feet |
| Miller, Moore & Company, and J. E. Moore & Company (Three mills) | 24 to 25 million feet |
| Sayre & Company | 3 to 4 million feet |

Or a total of from 102 to 113 million feet of logs.

Messrs. Stetson, Cutler & Company as a rule run well into the winter and sometimes all winter and would increase this cutting to 125 to 130 million feet. This year there was a shortage of about 25 million feet of logs, and therefore many mills did not make a full season. Randolph & Baker finished very early in the fall, as did Sayre & Company. Messrs. Stetson, Cutler & Company, Warner & Company, and Murray & Gregory, with one of the J. E. Moore mills, were the only ones to complete a fair year's sawing, finishing about Christmas time. Therefore, as far as the sawing season was concerned, it was not an ordinary one, but fell below the average at least 25 per cent. A few logs are being held over, about 15 million. These are all in the hands of Stetson, Cutler & Company. This quantity of held-over logs is much below the average, and, had Messrs. Stetson, Cutler & Company known early in the season that the English deal market would have improved as it has, they would probably have piled these logs and sawn them up this winter.

The cut of logs for 1915, to come through the booms will probably be about 70 million for St. John, made up about as follows:

| | Feet |
|---|---|
| Stetson, Cutler & Company | 26,000,000 |
| Murray & Gregory | 14,000,000 |
| J. E. Moore & Company | 12,000,000 |
| Randolph & Baker | 13,000,000 |
| Chas. Miller | 4,000,000 |
| F. E. Sayre & Company | 1,000,000 |
| Total | 70,000,000 |

besides which there will be about 10 million feet from below Fredericton in the lower country, which, with 15 million held over will make a total of from 95 to 100 million feet for sawing next season.

Up to date, it has been one of the best seasons for getting logs, as the swamps all over the country are well frozen. Snow delayed in coming and gave the operators a fine chance to yard up their logs. Of course, all depends on the spring driving as to just how many logs will come out.

### English Deals in Strong Demand

As we said before, it has been a fairly profitable year for the mills sawing English deals, prices for which were pretty good, starting last February, when the mills sold out at $17.50 per M. for specifications 50 to 60 per cent. 7 x 8 x 3 in., balance 9 in. and up, with scantlings at the price of about $15 per M. No labor troubles came to mar the season, and men worked well, the best of good feeling having come to both operators and men. It is to be hoped, if the mill business is to continue at St. John, that this same spirit will predominate. All through the summer these prices held, and after the war broke out prices took a further rise, until today, persons who have deals for sale can get about $20 per M. and $18 per M. for the scantlings. These are the highest prices ever paid for deals in the history of the business. Of course, it is all the outcome of the war. The admiralty are calling for the stock for repair work and they must have it at any cost.

Local business was good all through the season. A lull came at the start of the war, but during the fall a fair trade continued and this season's reports show an increase over last in local sales. At the present time the whole bottom has dropped from under local business but this is nothing more than is expected at this time of year. Of course, it is furthr aggravated by the war troubles. Prices for local goods remained firm all season. Refuse of all kinds was selling from yards at about $12 per M. all around.

### Present Stocks of Deals Light

Stocks of deals at the mills at St. John are not heavy. There would be very little stock now on hand had tonnage been available to carry it, but that has been, and is, the most serious trouble which the shippers are finding. From early in the fall to the present time vessel after vessel which was to come to this port to load has been cancelled and taken for transport work, leaving the shippers in a bad fix. Freights have advanced from 50s. two months ago, until today 100s. is being offered with little or no space at that price. About seven to eight million feet of deals are on the mill wharves for shipment. This is only a fair stock compared with former years. With no mills going at the port, and any space offering at all, by spring not a deal will remain.

Laths and boards, which both go to the American market, have been the only stocks which have slumped. These have been in demand only at bargain prices since the early fall. Today, very few buyers can be found willing to pay a profitable price for these stocks. Large quantities of both are on hand and are held largely in the hands of speculators, especially the laths. Many of the mills sold these cuts of laths at from $2.75 to $2.85 per M. on the wharves for summer season in the early year. These prices left a profit for the buyer when shipped, but since August this has not been the case.

Shingles have come through the poorest season for some years and to-day it is almost impossible to find a buyer who will pay the prices asked. While stocks are not heavy here, elsewhere in the east they are extremely heavy, but very little cedar is being cut in the woods this winter and stocks to be manufactured next year should show a tremendous reduction. Town after town is extending its fire districts against shingles. This is one of the greatest causes for the slump, the people being forced to stop using them. While the business was good a few years ago many mill operators added machines to their mills, increasing the output very much, and, of course, this heavy output, with a great reduction in the use of the material, has caused heavy stocks and low prices.

### 1915 a Difficult Year to Forecast

What the new year may bring to the lumber manufacturer of the east is hard to say. It is not an ordinary year which he faces, but a very complex one, and which way to move for the best he does not know. Logs will cost him as much, if not more, than formerly, as supplies are very much higher than before. Labor in the woods is much poorer in quality than before. Seemingly it is growing poorer year by year and wages are increasing. While the English buyers are paying high prices for immediate delivery, they are not gambling to any great extent on the season to come, and not many sales have taken place for next year. In many cases the lumberman thinks this is a year to wait, as prices seem to be soaring. One week he hears of a sale, the next week of a higher one, and so on; which keeps him guessing. He feels that he wants as much as his neighbor and also, if the war should continue, with the Baltic ports closed, no deals can reach England from that source, which has been our greatest competitor and a growing one for some years. Also, with the destruction that is going on, and which will take place, a demand for lumber must be created, and we cannot see why good prices will not continue.

As to the United States market, there is really no practical change. There is talk, but when one tries to sell, it is quite a different matter. About all the American two-inch and such sizes are going to the English market, and all the mills here, both American and Canadian, will undoubtedly saw English deals on the opening of navigation, unless some great change takes place. This should have a stiffening tendency on this market.

No sales of laths have yet taken place for 1915 cuts. Three dollars is the asking price.

Locally, the outlook for 1915 is not promising. No large buildings of any kind are being promoted and people are simply holding on to what they have and awaiting developments.

It is reported that Messrs. Randolph & Baker will place a band mill in one of their mills at St. John, taking out an old live gang mill, and replacing it with the band. All other mills are under repairs.

## New Brunswick Exports Decreased

The exports of lumber from St. John to transatlantic ports last year amounted to 84,027,826 superficial feet of spruce, and 7,651,181 superficial feet of birch plank with 1,411 tons birch timber, compared with 80,714,861 superficial feet spruce, 5,823,761 superficial feet birch plank, and 2,307 tons birch timber in 1913.

The following table gives the shipments from New Brunswick ports during the last three years.

| Port | 1912. Ft. | 1913. Ft. | 1914. Ft. |
|---|---|---|---|
| St. John | 76,846,726 | 80,714,861 | 84,027,826 |
| Dalhousie | 15,909,671 | 16,000,000 | 12,000,000 |
| Bathurst | 7,615,378 | ..... | ..... |
| Newcastle | 33,494,529 | 22,103,758 | 26,126,424 |
| Chatham | 45,623,040 | 52,384,955 | 35,945,187 |
| Richibucto | ..... | 1,594,990 | ..... |
| Buctouche | 287,556 | ..... | 253,354 |
| Campbellton | 35,152,226 | 54,351,943 | 37,370,151 |
| Out Ports of Sackville | ..... | 8,527,876 | ..... |
| Sackville | ..... | ..... | 392,198 |
| Albert | ..... | 15,669,408 | ..... |
| Shediac | ..... | 3,792,069 | ..... |

Four years ago the total exports from the Province to trans-Atlantic ports amounted to over 280,000,000 feet compared with less than 200,000,000 feet this year. The names of the shippers from St. John last year, with the amounts of spruce lumber shipped were as follows:

| | 1913. | 1914. |
|---|---|---|
| W. Malcom MacKay | 32,668,873 | 37,703,517 |
| J. E. Moore & Co. | 22,868,067 | 19,548,966 |
| George McKean | 17,943,693 | 22,417,059 |
| Other shippers | 7,234,228 | 4,358,284 |

The exports of lumber, pulp and pulpwood to the United States last year showed a slight decline in value over those for 1913. The statement by quarters follows:

| | 1913. | 1914. |
|---|---|---|
| First quarter | $ 297,539.34 | $ 195,255.95 |
| Second quarter | 452,141.61 | 531,509.33 |
| Third quarter | 405,647.40 | 539,876.41 |
| Last quarter | 370,140.24 | 203,388.41 |
| Totals | $1,525,468.59 | $1,470,030.10 |

The following is a statement of the items and their values for the last quarter:

| | |
|---|---|
| Lumber | $58,489.59 |
| Wood pulp | 89,968.95 |
| Pulpwood | 13,284.00 |
| Lath | 25,114.33 |
| Pine boards | 9,002.25 |
| Shingles | 7,093.20 |
| Staves | 436.09 |

The following table shows the destination of the St. John trans-Atlantic shipments during the past three years.

| Ports | 1912. Deals Ft. | 1913. Deals Ft. | 1914. Deals Ft. |
|---|---|---|---|
| Liverpool | 19,178,393 | 16,885,275 | 12,203,237 |
| Manchester | 25,832,652 | 21,218,201 | 14,889,863 |
| London | 14,725,768 | 15,273,694 | 15,883,968 |
| Glasgow | 3,899,740 | 10,161,757 | 13,800,737 |
| Sharpness | ..... | 3,693,560 | 2,035,221 |
| Cardiff | 322,050 | ..... | 1,514,721 |
| Newport | ..... | 2,925,286 | 3,085,927 |
| Swansea | 2,690,420 | ..... | 2,384,957 |
| Barrow | 2,802,336 | ..... | 775,421 |
| Preston | ..... | 842,173 | 2,920,318 |
| Cork | ..... | 1,983,231 | 4,251,282 |
| Dublin | 1,403,803 | 3,559,565 | 3,568,501 |
| Belfast | 4,324,142 | 3,240,621 | 1,860,544 |
| Coleraine | 274,823 | 192,024 | ..... |
| Sligo | ..... | 735,305 | 98,194 |
| Clare Castle | 200,040 | 179,624 | ..... |
| Fownes | ..... | 1,621,240 | 1,085,211 |
| Kenmare | ..... | 183,165 | ..... |
| Galway | ..... | 1,020,764 | 289,415 |
| Plymouth | ..... | ..... | 805,670 |
| South Africa | 1,002,731 | 2,823,137 | 2,463,823 |
| Australia | 3,042,647 | ..... | 110,000 |
| Continent | ..... | ..... | 979,149 |
| Bristol | ..... | ..... | 55,204 |
| Whitehaven | ..... | ..... | 945,174 |
| Maryport | ..... | ..... | 813,647 |
| Port Talbot | ..... | ..... | 890,933 |
| Birkenhead | ..... | ..... | 1,814,040 |
| Limerick | ..... | ..... | 1,060,888 |
| Skibbereen | ..... | ..... | 224,051 |
| Llanelly | ..... | ..... | 668,811 |

## Shingle Association Had a Good Year

The annual meeting of the North Shore Shingle Association was held at Bathurst, N.B., recently, and was well attended, practically all the shingle mills of Eastern Canada from Chatham to Gaspe being represented. The executive elected for the ensuing year was as follows:—Angus McLean, Bathurst Lumber Co., President; W. F. Napier, Shives Lumber Co.; D. E. Richards, Richards Mfg. Co.; R. B. Ross, Forest Reserve Pulp & Paper Co.; W. P. Eaton, Miramichi Lumber Company, and F. E. Blackhall, Secretary-treasurer.

The North Shore Shingle Association was formed early in 1912 so that this meeting was the third annual and afforded a good opportunity to compare records and note results.

Each year has shown marked improvement both as to volume and quality of business handled, and notwihtstanding the money stringency that prevailed during the latter part of last year, sales kept up as usual and collections were excellent.

The total output of the mills forming this association reached approximately 250,000,000 shingles during the season.

The value would approach $600,000 at the mills.

The stocks at most of the mills were pretty well cleaned up, except where winter sawing is being done. In these cases the wintered stock is greatly appreciated by the trade as it enables them to take care of early demand in the spring before the mills start.

The demand for extras has been exceedingly good so that there is but little of this grade to carry over.

The demand for second clears usually exceeds the quantity turned out. The past season has been no exception in this regard. Since the association was formed, standard grading rules have been adopted and the quality of shingles at association mills has been much improved.

Along with uniform quality, uniform prices and terms have been maintained and with such large supply to draw from the mills are in a much better position to handle large contracts promptly. This is something that is appreciated by large buyers.

Considerable publicity in the way of newspaper advertising will be done during 1915 as the association feel that the merits of white cedar shingles should be placed before the consumers. Particular buyers all over Canada as far west as Ontario and over the eastern States insist on New Brunswick or eastern Quebec white cedar shingles, but at the same time they specify well-known brands that they know to be well manufactured.

In regard to the output for 1915 it will be fully up to, or exceed that of 1914 and stocks in dealers' hands are practically nil. Stocks at the mills are lower than they were this time a year ago so that, taking the situation altogether, things should work out pretty satisfactorily during the season of 1915.

## Reports from New Brunswick Manufacturers

The following paragraphs are taken from reports received from New Brunswick manufacturers:—

We are taking out about 10 per cent. more logs this winter than last winter. The outlook for trade during 1915 is good. The demand from the English market is the best that it has been in years. The United States market must respond or go without Canadian lumber. Prices last year averaged from 5 to 10 per cent. less than during 1913 and profits showed a reduction of about 20 per cent.

Our log output this winter will be much larger than in previous years. The outlook for 1915 is good.

Our log output this winter will be the same as last winter. The outlook for the lumber business during 1915 is exceptionally good. Lumber and shingles are rather dubious. The trade with Great Britain last year was excellent, but that with the United States was very bad. Profits last year on long lumber were better than in 1913 and on short lumber they were poorer.

We will take but 20 per cent. more logs this winter than last winter. The market in Great Britain during 1915 will depend entirely upon the war situation. The prospects in connection with the United States market are that prices will be low. Our profits last year were about the same as in 1913.

Our log output this winter will be about 90 per cent. of that of the previous winter. The outlook for 1915 is favorable at present for shipments to Great Britain. United States and western Canada markets are weak. Profits in 1914 were about the same as in 1913. Prices were probably 10 per cent. better. Our stocks now are a little lower than a year ago.

We will take out twice as many logs this winter as last winter. We consider the outlook for 1915 pretty good. The market in Great Britain last year was characterized by increasing values and the United States market was a weakening one. Our profits were better for 1914 than for 1913 and the volume of our trade was greater. Long lumber was 50c per thousand higher. Laths were 15c per M. better, but shingles were not so good.

# Trade of Quebec Province During 1914

## Large Decrease in Exports to Great Britain—High Freights and Scarcity of Vessels Prevented Shipments—Paper and Pulp Benefitted by War

Montreal, January 25th (Special to the Canada Lumberman):—The past year was an unsatisfactory one for the lumber trade. The home demand fell away and the foreign business was hampered by a number of handicaps. The war was responsible for a great deal of the depression, but the set-back was not wholly due to this cause. The collapse of the real estate boom accompanied by tight money was a strong factor in the compartive decline of trade during the early part of the year. It was not, however, until the war commenced, that business became really dull. Up to that time, orders were fair, with a tendency to decrease gradually. The cities felt the brunt of the smaller turnover, the towns and villages, owing to a bountiful harvest and good prices, being in a better position to bear the burden. In the cities, many large industrial plants, such as those building cars, which were large consumers of lumber, were practically bare of orders, which naturally had a bearing upon the lumber trade.

There were complaints during the year of the dumping of the lower grades of Georgia pine. Wholesalers now state that this has practically ceased, owing to the lumber being found unsuitable for this market, and to the fact that although low in price it was relatively dear, when its poor quality was taken into account.

The New York market was a good buyer, especially of spruce, during the first four months, but then it fell away.

The dullness spread to the production of pulpwood, following the smaller demand from the United States, where the paper mills were free buyers of pulp in place of the wood. A considerable amount of wood is still on hand throughout Quebec, and there is likely to be a diminution in this winter's cut as a consequence.

During the latter part of the year the position of spruce underwent a change. Quite a strong demand for the English market set in, and after the close of navigation, in spite of the high freights, a considerable quantity of lumber was shipped to the other side. The shutting off of European supplies was the cause of this buying. Several mills have already sold their entire cut for the English market at prices which show a substantial advance. It is probable that a slightly lower grade of lumber will be sent to the Old Country. This buying will mean a more limited supply for home consumption and will also have an influence in keeping prices strong.

### How Local Trade was Affected

Almost throughout the year the local trade compared unfavorably with the preceding twelve months. This was due to the slump in the contracting business, naturally accentuated by war conditions. In spite, however, of the small buying, prices were maintained in a surprising manner. The opening months were fairly satisfactory, considering the reaction in general commerce, but at no time was there anything approaching briskness. It was seen early in the year that several contemplated large building projects would be laid up, owing to the financial position, although there was a decided increase in the number of flats and small residences constructed. How serious was the decline in building operations will be gathered from the city permits issued. In 1914 the total was $17,638,466 as against $27,037,297. A considerable portion of this may be set down to the war, as, directly hostilities were declared construction work was stopped on many jobs and contemplated work was postponed.

Collections were difficult at times, owing to the general tightness of money. The failure of many small and two large contractors hit several lumber firms.

The sash and door factories were only fairly well supplied with orders, and naturally felt the decline in building operations. Box factories did not have a satisfactory year. One of the principal firms, however, was helped out by a very substantial order from the Government for ammunition boxes.

### The Timber Situation

With regard to the timber section, the following statement by Mason, Gordon & Company, Montreal, sums up the situation: "At the opening of 1914 we looked for business to fall off as compared with the preceding two years, but up to the declaration of war we were agreeably surprised, as sales were pretty well up to the average mark. With the opening of war, however, all public works were stopped, with the exception of those actually in course of construction, and the railways and other large industrial corporations shut down on all construction work which was not absolutely necessary, the result being that the demand for timber stopped entirely.

"The outlook for 1915 is anything but bright, as there is practically no new work being considered, and unless the war is brought to a finish in the early part of the year, of which there seems to be very little probability, the prospects are that the timber business in Canada will be poorer than it has for many years past. Notwithstanding the claims made by Old Country timber and lumber merchants that they have ample supplies on hand, the writer's belief is to the contrary. Information derived from outside sources leads to the opinion that the stocks are not large, and that it will be only a matter of time until the trade will have to come to this market for large supplies and make up their minds to pay the additional and very heavy freights being asked by all classes of shipping men."

### Prospects for the Current Year

The outlook is uncertain, much depending upon the course of the war. Whatever may be the volume of business transacted, the chances are all favorable to quotations keeping firm. There has been a considerable decrease in the cut, and this will tend to maintain a buoyant market. Should the freely predicted boom in the United States materialize, Canada will no doubt feel the effect, and the lumber trade will participate in the better business, thus making up for any loss in the home trade. So far as Montreal is concerned, the building business is not likely to exhibit any great recovery. Office accommodation is more than sufficient, and the demand for small houses is not equal to what it was a year ago. On the other hand, local yards are pretty bare of stock, and even a moderate demand by consumers will mean good orders going to the wholesalers.

### Serious Decline in Exports

It is many years since exporters to Great Britain and the European Continent experienced such a trying season as that of 1914. Every shipper lost business as compared with the corresponding period a year ago, which in its turn showed a decline of just over 3½ million feet. The following table gives details of the exports:

| | 1914 Ft. B.M. | 1913 Ft. B.M. | 1912 Ft. B.M. |
|---|---|---|---|
| Watson & Todd, Limited ... | 26,165,790 | 34,596,642 | 33,217,881 |
| R. Cox & Company ... ... | 11,336,151 | 18,326,191 | 17,316,113 |
| J. Burstall & Company .... | 6,708,937 | 8,905,256 | 9,149,894 |
| W. & J. Sharples ... ... ... | 6,296,006 | 13,571,128 | 12,943,460 |
| E. M. Nicholson ... ... ... | 5,284,731 | 7,695,305 | 7,670,003 |
| E. H. Lemay ... ... ... ... | 3,339,582 | 3,522,941 | 8,857,349 |
| Dobell, Beckett & Company. | 2,677,768 | 3,527,783 | 4,267,930 |
| Cox, Long & Company ... .. | 474,818 | 1,878,741 | 2,211,896 |
| Railway Steamship Lines and small shippers ... ... ... | 9,117,618 | 13,795,180 | 13,736,236 |
| | 71,401,401 | 105,819,167 | 109,370,762 |
| Decrease for 1914 ... ... | 34,417,766 | | |

| The destination of the lumber was as under: | Ft. B.M. |
|---|---|
| South Africa ... ... ... ... ... ... ... ... ... ... ... | 1,543,053 |
| Great Britain and Continent ... ... ... ... ... ... ... | 69,858,348 |

During 1913 101,543,392 feet were sent to Great Britain and the Continent; 4,011,701 feet to South Africa, and 264,074 feet to Australia and New Zealand.

The falling off, shared in by nearly all classes of lumber, was due to a combination of untoward circumstances, the war, of course, being the predominant factor, but even before the commencement of hostilities there were indications of a shortage in the shipments. The season started in rather poor shape, the deterrent influence being the high prices asked; consequently the earlier shipments were small in quantity. When the war started there was a decided lessening of exports, as, apart from the natural disinclination to buy under such conditions, the steamship companies put up rates to such an extent that business was seriously handicapped. Following the outbreak, the Government commandeered a large number of vessels on the Canadian route thereby lessening the tonnage available and preventing shipments which would otherwise have been made. Towards the end of the season space was in great demand, but practically none was to be obtained, and whereas, in former years, firms were rushing goods to the other side, during the latter part of the past season trade was practically at a standstill. Had the Government taken the needed vessels from other than Colonial routes, it would have considerably helped the lumber business so far as Canada was concerned, spruce in particular being in great request just prior to the close of navigation. This demand has continued. The closing of the Baltic resulted in Canadian red pine being ordered in larger quantities than usual, but owing to the scarcity of space, it was impossible to fill all the orders. Birch was only a moderate market.

As to the outlook for next season, almost everything depends up-

on the war. Freights just now are exceptionally high, 90s. being refused for London, and if this condition continues it is almost certain that British buyers will only purchase for immediate requirements. Ships are in great demand, and until the war is over and tonnage released, there seems little chance of rates dropping to reasonable figures. Freights, indeed, are likely to be the all-important factor in the export section. Should the unexpected happen, and the rates come down, there is the prospect of a satisfactory opening next season, as Canada will be relieved from Baltic and other competition, for the time being, and thus have a much freer market than in past years. With cheaper labor available, manufacturers may be able to help the trade with lower cost of production, although very little relief can be expected from this quarter. The increasing price of lumber is an influence to be reckoned with in the open market of Great Britain.

### Pulp and Paper Trade Improved

The European situation, so unfavorable to many branches of commerce, stimulated the Canadian pulp and paper industries, in most lines. The outbreak involved the cutting off of certain pulp supplies from Europe for the United States and also resulted in an increased demand for newsprint from this market. The mills over the border were handicapped by a serious shortage of water, and this compelled certain buying orders of pulp to come to Canada. Under all these circumstances prices ruled very firm, especially since the war, although there has been a drop from the highest quotations.

The ground wood market showed a distinct improvement as compared with the preceding year, but production would have considerably increased had not the Canadian water powers been low during a portion of the period. The United States were very good customers, the exports of 188,612 tons from January to November inclusive being 18,000 tons more than the entire exports for 1913.

Sulphite was in strong demand, owing to the war, and stocks were cleaned up. Gradually, however, the orders eased off, and these are now on a normal basis. Under the stress of the large buying, prices advanced materially, and notwithstanding a subsequent decline, it is expected that they will hold firm throughout the current year. Canada exported to the United States from January to November 19,000 tons of unbleached and 11,000 tons of bleached chemical pulp. A considerable portion of this was kraft pulp, and there are now three mills engaged in the export of this description of pulp to the United States.

When the war opened there ensued an extraordinary demand for newsprint, many good orders coming to this country both for the United States and British possessions. Since then there has been a slackening but there is still a large amount of buying. Canadian mills were able to dispose of their entire output for last year and to run their plants to the full capacity. The exports to the United States were from 23,500 tons in January to 27,000 tons in November. The prospect is that during 1915 these exports will be materially increased. Only one additional news mill will come into operation and that in the latter half of the year.

Other lines of paper and boxboard were adversely affected by general conditions, with the result of considerable curtailment in the manufacture. The made-in-Canada movement may not unnaturally be expected to help this industry.

In connection with the low water conditions, such important rivers as the Ottawa and St. Maurice fell so low that the average quotas of logs were not floated down, and many saw mills and pulp mills experienced a considerable shortage in their timber. A Government dam at Lake Temiskaming gave out. This had been built as a reservoir for the Ottawa River, to hold back the water until required during the dry season, thus maintaining the level at such pulp and paper making points as Ottawa and Hull. It is understood that the dam is to be put into first-class condition, which will, of course, tend to improve the condition of the Ottawa River.

New pulp and paper plants continue to be erected. Some were opened during the past year and others will be put into operation during the current twelve months. The following additions were made to 1914 production: St. Frances Mill, Fort Frances, Rainy River, 150 tons of newsprint per day; Brompton Pulp and Paper Company, East Angus, P.Q., 50 tons of newsprint; Abitibi Company, Iroquois Falls, Ont., 200 tons of ground wood; Montreal Box Board and Paper, 35 tons of box board; Hinde and Dauche Company, Toronto, 40 tons of box board; the Beaver Board Company, Thorold, Ont., 50 tons of wood board for beaver board purposes; and the Partington Pulp and Paper Company, St. John, N.B., 20 tons of bleached sulphite.

During 1915 it is expected that the Abitibi Company will manufacture 200 tons of news pulp, commencing in July, while the St. Lawrence Pulp and Lumber Corporation, Chandler, P.Q., will market 100 tons of sulphite fibre, and the Bathurst Lumber Company, N.B., 60 tons of boxboard and 25 tons of bleached sulphite. The Belgo-Canadian Company, Shawinigan Falls, P.Q., will add 50 tons of sulphite, and the Riordon Pulp and Paper Company have made an addition of 25 per cent. to their capacity at Hawkesbury, and have also made extensive improvements to their sulphite plant at Merritton. The Laurentide Company are adding 60,000 horse power to their development at Grand'Mere, P.Q., the scheme including a new ground mill and other additions. At Ottawa the Booth Company have added two digesters to their plant, doubling the capacity of the mill. It will thus be seen that there are plenty of mills to take care of any increase in orders.

One of the circumstances which will probably have to be taken into account during 1915 is an increase in railroad rates for all shipments to the United States, the companies having decided to add five per cent. to those now in existence. This arises out of the judgment of the Interstate Commerce Commission allowing the United States lines to raise their rates. It remains to be seen whether our Railway Commission will allow a corresponding increase to be made on this side.

During the year the Canadian Pulp and Paper Association has widened its borders, and is now developing into an aggressive organization. Most of the large companies and firms are members.

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## Price Brothers Had a Successful Year

The annual meeting of the shareholders of Price Bros. & Company, Limited, Quebec, P.Q., was held on January 28th. A favorable report was presented upon the operations of the year 1914. Profits were shown to the extent of $692,830, an increase of $180,303 over the previous year. After all charges were deducted, a balance of $233,779 remained to be brought down as compared with $173,788 in 1913. This balance would represent 4.7 per cent. on the $5,000,000 common stock, on which no dividends have yet been paid, as compared with 3.5 per cent. in 1913 and 4.3 per cent. in 1912. With the balance brought forward the total at the credit of the profit and loss acount would reach $1,260,031, but the directors decided to set aside a sum of $250,000 to depreciation reserve, leaving $1,010,031 at the credit of profit and loss, which is $16,220 less than at the end of 1913. Sir Wm. Price, president of the company, in his report expressed satisfaction with the company's operations in the paper business, he stated that pulp had been affected by low prices and lumber by slowness in the general demand. On account of the low prices for pulp, the company's ground wood mill at Rimouski had been shut down during the year. The lumber department, while proving as profitable as formerly, had suffered in common with similar undertakings, particularly in the domestic market, but the outlook was now considered better, owing to the increased demand from the United Kingdom.

Referring to the Kenogami paper mill, the president said that this undertaking had added considerably to the company's earning power. The directors were satisfied that 1915 would show even better results from this source. The mill was now operating at full capacity and contracts had been made for the output of the year 1915.

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## Outlook is Decidedly Hopeful

Editor, Canada Lumberman:— Montreal, Que., January 18th.

I feel that, considering the severe shock which the lumber trade sustained with the outbreak of war and the immediate and consequent restriction of financing, following the year of depression preceding, the lumber business has withstood well the demand made upon it. There has been no slaughtering of prices, not more than the number of failures ordinarily expected, and there has been shown, to my mind, everywhere, a desire on the part of those engaged in the trade (which by the way, is the best business in the world) to stand by one another. I do not know of one single instance where one lumberman has sued another to enforce payment of a debt which the other party was unable to pay.

Undoubtedly there is, and will continue to be an increasing demand for Canadian lumber in the British Isles, parts of Europe, and other parts of the world, due, in the first place, to the extraordinary demand for lumber now prevailing in these countries, and, in the second place, to the curtailment of supply from northwestern Europe. Our seaboard markets are the first, naturally, to benefit from this demand, but undoubtedly this will have a reassuring effect throughout the trade in Canada. I am advised that many eastern manufacturers have sold their entire output of spruce to be cut this season at prices higher than have yet been known. I understand, on good authority, that a cut of thirty million feet of spruce to be sawn this season was sold at approximately $20 per M. f.o.b. the vessel. Undoubtedly, with the opening of spring, whether there is an improvement in the war situation or not, there will be a great demand for lumber at increased prices.

I consider the outlook for 1915 decidedly hopeful.—C. A. Spencer.

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Hon. John Hall Kelly, M. L. C., of New Carlisle, P.Q., in a recent interview, stated that business conditions in the county of Bonaventure and along the coast of Quebec were, in comparison with other parts of the province, very good. So far this season, he says, there has been a decrease in the cut of timber, owing chiefly to the fact that money has been very tight.

# Nova Scotia's Lumber Trade During 1914

## Output Considerably Greater Than Generally Supposed—Outlook for 1915 Exceptionally Promising—Some Comparative Estimates

IT is almost impossible to obtain complete statistics of the annual lumber cut of Nova Scotia. It is true that the yearly shipments of lumber from the numerous ports of the province may be obtained from the Custom houses, but this method of acquiring information is a tedious one, involving considerable correspondence and requiring lots of time, for some of the Collectors of Customs are in no hurry to answer questions. But, assuming that returns of all shipments have been secured, the seeker for statistics is still far from knowing the exact amount of the annual lumber cut. He has no reliable figures concerning the quantity of lumber required for home consumption. No accurate records are kept of the quantities used every year for building purposes, for railway ties, for pit timber and for making barrels and boxes. The character of the material used for some of these purposes precludes the possibility of keeping correct measurements, and even the census taker is unable to get anything better than approximate figures. These, however, may be fairly correct, and while any consumption of the quantity of lumber used for home consumption must necessarily include some guesswork, yet it is quite possible that a reasonably accurate estimate may be made.

It is generally supposed that newspapers like to make a good showing concerning the products and resources of their own country. It is even hinted that some of them are slightly inclined to exaggeration when dealing with these subjects in order to make a good story. But some of our provincial papers are entirely free from any suspicion of exaggeration so far as the lumber trade of 1914 is concerned. One leading paper makes the astounding statement that "the export in Nova Scotia was 200,000,000 feet as compared with a normal of 225,000,000." The same paper just one year before announced that "information from all available sources indicates that the lumber cut for this province for 1913 would total about four hundred million feet, which is a fairly average cut." One year earlier the same paper said: "The average output from our forests is half a billion feet of lumber." This agrees very well with a statement made by the Deputy Crown Land Commissioner and Chief Provincial Forester, who should know what he is talking about, and who said a year ago: "For many years the annual timber cut has been in the vicinity of 500,000,000 feet."

### Popular Estimates of the Cut Much Too Low

Not content with cutting off "at one fell swoop" at least one-half of the average yearly output, without giving any adequate explanation, the paper proceeds "to note the lumber cut from Nova Scotia by counties." This is, perhaps, fortunate, for it gives a better opportunity to compare the figures with the facts. Take the county of Cumberland, for instance, which was allotted 30,000,000 feet as its share in the cut of the province. The facts are that the shipments from Parrsboro alone to Great Britain, last year totalled 32,972,489 feet, or more than the total allotment of all kinds of lumber to the whole county, while the shipments from Pugwash to the United Kingdom aggregated 19,369,829 feet. When to these figures are added six million feet shipped by one operator at Apple River to the English market, 400,000 feet shipped by a Parrsboro operator to the same market via St. John, and the shipments from River Herbert and other ports not included above, it will be found that the shipments to Great Britain alone from this county are more than double the total cut assigned to it by the newspaper statistician. Probably somewhat similar results might be obtained in nearly all the counties by careful investigation. The cut of Queens and Shelburne was put at 15,000,000 feet. Mr. Charles F. Wright, Collector of Customs at Liverpool, assures me that, from the best information he can obtain and from his own personal knowledge, "the cut in the two counties last year was not short of 26,000,000 feet." Lunenburg, according to the newspaper authority, had a cut of 45 million feet last year. The returns from the port of Bridgewater were 35 million feet of lumber, valued at $612,000; 3,708 cords of pulpwood worth $22,224, and 6,617,000 laths, valued at $18,633. In the opinion of Mr. N. C. Owen, Collector of Customs, the shipments of long lumber would have reached forty millions but for the unusually early closing of navigation. With the shipments from all the other ports in the county uncounted, it looks as if the newspaper allotment were somewhat under the mark.

Another startling statement, which would be important if true, is contained in the article which makes such a slashing cut into the lumber cut of Nova Scotia. The statement is in effect that New Brunswick spruce commands over two dollars per thousand more than the price Nova Scotia lumber is bringing, "the reason for the difference being that the wood from the sister province is larger, longer and of a more even quality." This statement, as it stands, is a base libel on the lumber of Nova Scotia. The truth is that while some New Brunswick lumber is better than some of the Nova Scotia product, some Nova Scotia lumber is superior to some of the lumber cut in New Brunswick. In other words, some grades of lumber in both provinces are better than some other grades. The only basis for the statement about the difference in prices, which as a whole is entirely false and misleading, is found in the fact that on the North Shore of New Brunswick there are some mills fitted to cut lumber of any required dimensions, and this dimension lumber commands from fifty cents to one dollar per thousand more than the average price for lumber in other parts of New Brunswick and in Nova Scotia. Why a leading newspaper should take the trouble to reduce by at least one-half the output of an important provincial industry, and at the same time depreciate the quality and price of what is left, is something that passeth understanding.

### The Shipments From Parrsboro

The shipments from the port of Parrsboro last year were fairly satisfactory, and, in comparison with the output of the preceding year, give some indication of the condition of the lumber trade in the greater part of the province. The deals, scantlings and battens shipped to the United Kingdom last year totalled 32,972,489 feet, valued at $531,710. The corresponding shipments in 1913 aggregated 18,186,656 feet, with a valuation of $278,910. The exports of spruce boards and scantlings to the United States last year amounted to only 6,165,807 feet, valued at $121,972. This was a considerable falling off in comparison with the exports of 1913, which showed a total of 7,830,071 feet, valued at $117,695. The decrease last year was due to the slump in the United States market, for fully three million feet of lumber intended for that market is being held over, but it will be noted that the export for 1914 had a larger valuation than the greater quantity exported the preceding year. The number of laths exported to the United States last year was 9,134,500, valued at $23,082. This was a large increase compared with 1913, when the number shipped was 4,677,600, and the valuation was $10,769. The piling exported last year numbered 42,963 pieces, valued at $82,620. In 1913 the pieces numbered 38,353, and the valuation was $69,871. The total amount of sawn lumber shipped from Parrsboro last year was 40,965,196 superficial feet, and the valuation was $676,765. The valuation of the piling added makes a total of $759,394, which is the largest valuation for many years. In 1913 the quantity of sawn lumber shipped was 26,951,289 feet, valued at $407,374, with the value of piling added the estimated value of the total lumber shipments from Parrsboro that year was $477,245. In 1912 the total value of the output was estimated at $530,419.

The difficulty that must be found in getting anything like correct returns of the output of even one county is well illustrated by one item in the output of the mill of Chas. T. White & Sons, Limited, East Apple River. The item reads as follows: "3,400,000 pieces of dowels, 12 inches to 48 inches in length." The most accomplished guessers would be likely to come a few feet out of the way if they attempted to reduce that number of dowels to board measure with no other guide than the item quoted above. Another puzzling problem will be found in any attempt to estimate the quantity of lumber contained in the pit timber cut and used in this county. Possibly the exact number of the pieces may be obtained, but as the props used in the mines differ greatly in size and length, and as there may be many more of one size than of any other size, or of one length than any other length, it is obvious that it would be no easy task to fix upon an average standard by which the dimensions of all pit timber may be measured. Large numbers of pit timbers are cut in this county, and should be counted in the lumber output, but it is almost impossible to get any more than an approximate idea of the amount of lumber they contain. The same is true in a limited degree of railway ties, of which large numbers are cut in this county and in other parts of the province, and of boat masts, flagstaffs and clothes props, of which considerable quantities are sometimes shipped to the United States from the western part of this county, and yet all of these things form a part of the lumber output of this county and should be counted in it. If this were done the lumber cut of this county would be much nearer to one hundred million feet than to the thirty millions assigned to it so glibly by the newspaper before mentioned.

Probably the same thing would hold true with regard to all the counties in the province with the exception of Yarmouth, Digby and Annapolis, where a falling off amounting to many millions has been caused by the closing during last year of the mills of three large operators. This temporary suspension will result no doubt in a larger output in the future, and will cause no permanent loss to the province,

but it has caused a reduction in last year's output amounting to perhaps forty million feet.

### Forest Fires Caused No Serious Losses

With regard to forest fires the past season was decidedly exceptional. Not a single large fire was reported. Whether this was due to increased activity on the part of the forest rangers or to other causes, or to a combination of careful watchfulness and good luck, the result is certainly highly satisfactory. Mr. G. W. Smith, representing Chas. T. White & Son, Limited, writes with regard to forest fires as follows: "We keep fire rangers in the woods during the dry season, and have steel towers 75 to 80 feet high erected on the highest land overlooking the forest. We find these of great value." Chas. T. White & Son, in addition to their large mill at East Apple River, control several other mills on the New Brunswick side of the Bay of Fundy, and their combined output amounts to about twenty-five million feet of lumber annually. They evidently appreciate the importance of preventing forest fires, and are willing to spend good money to secure that result.

The outlook for the lumber trade in this province was never better than it is at present. The great war has increased prices by cutting off the supply from northern Europe, and when the war is ended the demand will probably be greater than ever. It is evidently to our interest to let the nations which will require much lumber know that we are in a position to supply it, and it surely is the height of folly to represent our lumber cut at this particular period as very much smaller than it really is.

## Nova Scotia Trade Expecting a Good Year

A Nova Scotia newspaper recently published the following reference to the lumber industry of that province during the past year:—The total lumber cut in Nova Scotia and New Brunswick in 1914 was scarcely up to that of 1913, but the deal shipments were larger. The total trade in deals was estimated at 400,000,000 feet, and prices averaged $16.75 per thousand feet, ranging from $14.50 to $19, the latter being the outside high price for a good specification. This return is better than that obtained in average years, and is $2.50 per thousand above that of 1912. Owing to the shutting off of the Baltic supplies on account of the war, the market in England at the present time for deals is very firm, and is almost certain to continue so, at least throughout the first half of 1915. Our expectation therefore is that a larger cut of deals than usual will be made this winter. The American market, excepting in April and May, was not satisfactory at any time during the year, but the local trade kept up very well until the end of August. Throughout 1915, especially in connection with the large public works in progress, we expect the local demand will be very fair. All the manufactured stock of 1914 has been well cleaned up and the industry is in a sound condition. The usual quantity of mechanical pulp was manufactured and produced fair profits, but the English market is at present extremely depressed and the immediate outlook is not bright. There is some prospect of a trade in pit props, but as the price which the mine owners of Great Britain have been paying for European supplies delivered is about the same as the minimum price at which our people can afford to sell them f.o.b. Halifax, we do not look for any considerable business in this line unless the war is a long one. There was no damage to speak of from forest fires during the year.

## The Track Being Cleared for Progress

Chase, Talbot & Company, New York, in a recent lumber market letter, say in part:—"Building operations in Manhattan last year fell off about $50,000,000. A good omen for this year. The steel trade is improving. Prices are hardening. The new Federal Banking System is an aid to all industry in extent difficult of calculation. The final grant of the five per cent. increase in railroad rates to the fifty-two eastern roads will stimulate their purchase of much needed supplies. The status of the money market is normal and the opening of the Stock Exchange has shown that no considerable liquidation need be feared.

"Our opportunities can only be measured by our energy. If there is any nation in the world justified in hopefulness during this period of European war it must certainly be our own. We shall have no regrets if we first see clearly and then summon the maximum of courage. Endeavor to differentiate between emergency conditions, necessary measures to correct such, and the fundamental soundness of commercial enterprise. We shall all find it necessary to employ our best effort to work up hill, but we must do it or fall into the pit, upon the brink of which we all stand. The path is clear, there are no dark clouds, conditions augur well for a realization of our fondest hopes, the most encouraging of which perhaps is that the present administration bespeaks fair treatment for all business interests that may come into contact with the government."

## Personal Paragraphs from the Trade

Mr. Frank Pauze, vice-president of U. Pauze & Sons, lumber merchants, has been elected president of the Montreal Chambre de Commerce.

Mr. W. K. Grafftey, of the Montreal Lumber Company, has been re-elected an Alderman of the Westmount Council. There was no opposition.

Mr. E. W. Tobin, M.P., who is largely interested in lumber in the Eastern Townships, has been elected Mayor of Bromptonville, P.Q., by acclamation.

Mr. A. G. Rose, of the Estate James Davidson, Ottawa, is on a business visit to England. He left by the Vaterland from Halifax and will be away for several months.

A branch of the Home Guards has been formed by the employees of the Estate James Davidson, Ottawa, under the command of Major Henderson, a member of the firm.

Mr. A. C. Manbert, of the firm of Graves, Bigwood & Company, Traders Bank Building, Toronto, left early in January with his family for a two months' visit to his brother in South Pasadena, Cal.

Mr. J. K. Muir has retired from the firm of Muir, Terry & Gordon, wholesale lumber merchants, Confederation Life Building, Toronto. The business will in future be carried on by Mr. H. J. Terry and Mr. A. E. Gordon, under the name of Terry & Gordon.

Mr. John D. Mershon, President of the John D. Mershon Lumber Company, of New York, N.Y., Saginaw, Mich., Kansas City, Mo., and Chicago, Ill., announces the retirement of Mr. Wm. D. Mershon, who has been manager of the New York office. The New York office hereafter will be under the management of Mr. Harry J. Strong, who has been Mr. John D. Mershon's assistant in Saginaw for several years. Mr. W. J. Denning and Mr. P. M. Gerhart will continue to look after the Canadian trade, Mr. Gerhart looking after Ontario, while Mr. Denning will call upon the trade in the Province of Quebec, as he has been doing in the past. Mr. John D. Mershon reports business very good at the present and is very optimistic over redwood business conditions in 1915.

## Sudden Death of W. H. Rowley

William Horsley Rowley, president of the E. B. Eddy Company, Hull, P.Q., died recently at the King Edward Hotel, Toronto, during a business visit. Mr. Rowley's death was very sudden, occurring as the result of heart trouble, while entertaining a friend in the tea room at the hotel.

The late Mr. Rowley was in his 54th year and was one of the most prominent and successful financial men in Canada. He was possessed of remarkable executive ability, and as president of the E. B. Eddy Company was the head of the largest industry of its kind in the British Empire.

Mr. Rowley was born in Yarmouth, N.S., on March 21st, 1851, his parents being U. E. Loyalists of English descent. At the age of 16 he entered the Bank of Yarmouth as a clerk, having already graduated from the Royal Military College, Halifax. He remained with the bank until 1871 and then joined the Merchants' Bank of Canada. In 1880 he was appointed manager of the Ottawa branch of the Merchants' Bank and continued in this position until 1887 when he became secretary-treasurer of the E B. Eddy Company, a position which he held until the death of Mr. Eddy in 1906. Mr. Rowley was then elected president of the company and joint general manager with Mr. Geo. Millen.

The ranks of New York City wholesale lumber salesmen lost one of their sterling members recently when Michael E. Courtney succumbed to a stroke of paralysis. He had suffered a similar attack about two years ago. Michael E. Courtney was born at Huntington, P.Q. When very young he moved to Burlington, Vt., where he first entered the lumber business as a boy not yet in his teens. He began with the firm of Bronson, Weston & Dunham, receiving a thorough education in the practical end of the business through active experience. This connection was continued for many years, and when it terminated he became associated with the A. C. Dutton interests at Menominee, Mich. Following this he was for ten years with the Shepard & Morse Lumber Company in the New York branch of that company's business. This association was concluded in 1908, when C. E. Kennedy entered the wholesale business on his own account, and he had since been identified with this business in a selling capacity, operating in the Metropolitan District and part of Long Island.

The Herbert Morris Crane & Hoist Company, Limited, Peter Street, Toronto, have issued an interesting illustrated bulletin describing "The Morris Belt-driven Friction Hoist," a simple but effective hoist for small loads, which is easily applied and seldom requires any special construction for its erection. This hoist can be driven either from an existing line shaft or by means of a special engine or motor.

# Survey of Prairie Trade During 1914

## The Course of Events and the Prospects for 1915 Reviewed and Discussed by Leading Manitoba Lumbermen

In reviewing the conditions of the lumber trade of the Prairie Provinces during 1914, it is unnecessary to say that the trade has not been in a flourishing condition. It is certain however, that conditions of the past season compared with 1910, present very interesting figures. It will be seen that the decrease is not so large as would be expected. The succeeding three years 1911, 1912 and 1913 were however, exceptional good years in all lines of business, the climax being reached in 1912. In 1913 trade, although poor compared with the preceding two years, was yet ahead of 1910. Most people are in the habit of measuring their prosperity by comparing it with the past two or three years. We should however, take sufficient of the previous years to make a fair comparison, before coming to any decision regarding last year's trade.

The past season started with the banks and loan companies conserving their credit to an unprecedented extent, a state of affairs which continued until the end of the year. In addition to this, the financial situation was made infinitely worse by the plunging into war of the British Empire. The result of this financial stringency soon made itself very apparent. The value of building permits throughout the west decreased at an alarming rate. Municipal bodies postponed the carrying out of further expenditures, private enterprise became practically nil; in fact, almost the whole work of construction was postponed pending such time as would see the situation cleared. This financial stringency has caused numerous embarrassments to those engaged in many branches of the lumber industry; more especially in British Columbia than in the Prairie Provinces.

Western Canada as a whole will benefit from the lessons which are now being learned in economics, finance and business, and when normal conditions return, these lessons will prove of great service to the community, inasmuch as wild-cat speculation will probably be a thing of the past and sounder business will be the keynote of the future.

The outlook for 1915 presents a difficult problem. There still remains the difficulty of obtaining loans and it is certain that this trouble will be with us until the end of the war. The whole of the west will curtail expenditures for 1915. Construction work in civic, government, and private enterprise will all be much less than during last year, unless some unforeseen circumstance arises to upset present calculations. Much depends upon the success of next year's crops, and upon the speedy termination of the war in the allies' favor. It is quite possible that, were success to come to the allied army soon, we would find a larger amount of money circulating in Canada.

The stocks now held by retail lumbermen are being kept at a very low level. When trade improves, the mills will therefore find an increase in their business. A gratifying feature of the situation is the fact that throughout the year collections have been reported good.

Surveying the outlook from all points, it appears that the lumber trade will benefit by the war. Business will be done on a much sounder and healthier basis than in the past. The companies which weather the present storm will reap reward when conditions return to a normal basis. Those whose existence depends upon speculation, and those who are established by huge credits and very little cash will probably suffer.

### Western Conditions Analyzed

Editor Canada Lumberman: Winnipeg, Man.

In response to your request for a letter on the lumber situation, I may say this is rather a difficult subject to discuss intelligently owing to the demoralization of the trade at present. It is no news to state that 1914 has been an unsatisfactory year to all branches of the trade and it would take someone with more of a prophetic nature than I claim to possess to say what 1915 holds out for us. We are too prone, however, to contrast the situation now with that of 1912 when the entire West was in the throes of a boom and manufacturers as well as retail dealers have overlooked the fact that the commercial development of western Canada the last few years has been really abnormal. Railroad building of main and branch lines was at its height and new townsites opened every few weeks, to cover the demands of which trainloads of lumber were required and immense orders were placed by the railways for construction purposes and I venture to say it will be, at the least, five years until this condition again exists. Our immigration to the West has been unprecedented in any other country: Our cities such as Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and the Coast cities filled up and built up and unfortunately anticipated the requirements too far ahead and over built. All this caused a greatly increased demand for lumber and induced the manufacturers to extend their operations until in a normal year, or in a period like the last six months, a condition below normal, it has resulted in over-production which forced prices down to such a point that producers, on the Coast especially, were manufacturing and shipping lumber at an actual loss of two or three dollars per thousand. The base price at the mill kept getting lower and lower while the freight rate remained stationary. Many mills have closed down voluntarily, others have been closed down by the sheriff, while the few mills at the Coast running to-day are doing so owing to the fact that they have secured a meagre offering of export business and are forced to market their side lumber and commons at a loss.

The cessation of business and tightness of the money market is generally attributed to the war but in my opinion it is a moot point if western Canada has suffered to such an extent from this cause. It is generally conceded that our crop this year was away below normal and if the war had not helped prices to the extent it did, our farmers would be taking in the neighborhood of 40c per bushel less for their wheat than they had received in former years. It is generally conceded that the value of the light crop this year was as great, or nearly so, as the value of the big crop last year. This money would, of course, not be as well distributed, as large returns for grain does not help a district with nothing to sell. Did the real estate boom not reach the crest of the wave, however, before there was any thought of war, and had not the farmers and city men who had speculated in farm lands which still lie idle, in town lots where the weeds are now growing, and in buildings in cities, which buildings are mainly unoccupied, reached a point where the money they had taken from their business or the money they are owing the retail merchants in all lines for supplies would have to be repaid and no means to do so

Whether we will benefit at the cessation of the war (which we all trust will be soon) is something that admits of diversity of opinion but unanimity of sentiment. That we will get funds to continue our city building, municipal bond work, sewers and all the purposes, for which we are necessarily (being in a growing stage) a borrowing nation, is a point of consideration. Our money comes mainly from Great Britain, France, Belgium and Holland who are all lending nations. Whether the devastation in some of these old lands will not be so great that they will need their money to loan on rebuilding projects in the Old World is something I am sensible of my limitations to pass an opinion on. That we will have a much increased immigration of skilled farmers, masters of mixed farming and that a great deal of our fertile soil placed under cultivation is something it does not take a rose-colored imagination to predict. When this happens and the stream of immigration comes in countless thousands, the mill saws will buzz merrily again and the country retail lumber dealers will begin to hire extra men to help handle their business. At present the one bright gleam of sunshine in the horizon of the manufacturer is that while there will not be a large volume of trade in the cities as the building will necessarily be light, stocks in the country yards are generally much lighter than ever before at this time of the year and good orders will be placed for present requirements. The fly in the honey to the retail dealer is that while country building should be brisk the insidious mill to consumer artist is rapidly gaining ground and methods of figuring this unfair competition are well worthy of the careful consideration and co-operation of every dealer.

We all realize this West is, and will be, more a producing country than anything else; our hope of prosperity lies in the production of cereals from the soil and in stock to feed on the fallow and grazing lands of the different farms. We have in the cities, as shown in the recent census of unemployed, many thousands of able-bodied men who are in destitute circumstances on account of the lack of work to give them employment. Many of these men have been engaged in railroad work and the railroad development is over until the land fills up more and new freight is created to demand transportation. What are these men going to do? Many of them are Galicians and peoples from the countries of South-Eastern Europe who, in their own land, are essentially farmers and land tillers. We want men on the farms and do not need them in the cities. These men, given experience, would make good farmers but they have not the means or the wherewithal to go on the land. Both governments have been in favor of assisted immigration but after they have assisted the immigrant to get here their interest in him ceases until election time. Could money be better employed than for the government to set aside a large sum of money to put these people on farms in districts or colonies and take all the agricultural graduates they can secure, put them in charge of a district to teach these new settlers to farm properly, allot the settlers sufficient implements to farm with and make farmers out of them; fill up the country; become good citizens and large users of lumber. I would venture to say that in ten years ninety per cent,

of these settlers would have paid back to the government with interest all the money expended on them, and the country as a whole would be that much better off with the prosperity which would ensue from turning bare prairie into waving golden fields of grain.

It is much easier to write a letter boosting conditions than one taking the above viewpoint and my object in this is to see, if by co-operation we cannot build up our market by devising some scheme to build up our farm lands and populate it with potential lumber users. —H. S. Y. Galbraith, President H. S. Galbraith Co., Ltd.

### The Banking Problem a Great Factor

Editor Canada Lumberman: Winnipeg, Man.

So far as the general lumber situation is concerned, I think it is impossible for me to say anything other than what is already known. The saving features of the situation are, that stocks are low everywhere, and that there has been, and will be during the coming year, a material reduction of lumber output from all the mills. We are interested more particularly in the Northern spruce mills, and I do not believe that there will be over twenty per cent. of the usual cut taken out this year.

So far as the city trade is concerned, we cannot expect any improvement until after the war is over and financial matters can be settled. In country trade, the situation is only a reflection of the general sentiment that these are hard times, and that everybody should go slow. As for the farmers—outside of those who expected to get loans through on their properties—I cannot see that they have been injured by the European war—but their state of mind is the same as that of the merchant or manufacturer whose business has been severely affected.

I think that the present situation in the west is perhaps due more particularly to the spotted, or light crop which we had last year; and also to the extreme conservatism which is being shown by the banks throughout the west. Through the retail yards in which I am interested, I have had occasion to note the great handicap under which the farmers and other residents of the western country are placed by reason of their banking facilities being in the control of managers who have comparatively little interest in the community itself.

These are times when the bankers are rightly conservative in regard to loans, but this conservatism reaches an extreme state after it has been strained through the general manager's office in the east; also through a western manager—with headquarters in Winnipeg; and finally reaches the local manager in one of our little western towns. To make himself secure at the head office he is much inclined to err on the side of conservatism, and many individual cases have come to my notice, where men who were entitled to credit were unable to secure any; or, if they did manage to secure a small loan, the bank took over from them as security practically everything that they had, thus embarrassing them when security was asked of them by lumber dealers or some other creditors.

It seems to me that this is a great problem in our country, and, although the banking system here has its advantages, at the same time we lose a great deal in not having a system whereby the man who controls the bank is identified with the community, and has an individual and personal interest in the community itself, and in those who reside there.—W. P. Dutton, Dutton Wall Lumber Co.

### War the All Important Factor

Editor Canada Lumberman: Rivers, Man.

It is well known and recognized that the trade of the past season was extremely poor in the lumber business owing to crop conditions. The depressed state of the financial markets was acutely accentuated by the outbreak of European hostilities. Around this district there appears to prevail a feeling of pessimism regarding future conditions, which may or may not be warranted. The future conditions wholely depend upon how quickly the war terminates in our favor, then we may expect a slow revival in the lumber trade.—Jas. Allen, North American Lumber and Supply Company, Limited.

### End of War Will Bring a Good Demand

Editor Canada Lumberman: Winnipeg, Man.

The lumber trade of the Prairie Provinces during the past year has gradually dropped to a very low level. This has been greatly accentuated by the outbreak of hostilities in Europe. The present is a splendid time in which the trade may—as it were—gather wind, in order to meet the situation when the war is over. The majority of the mills are curtailing their output, and the retailers are keeping their stocks very low, so that when things start to pick up, it is confidently expected that there will be a brisk demand for all kinds of lumber.

As soon as the war is over, there should be a good demand and it is quite possible that prices will go up. Of course it is well known that our prices are governed by those across the line. The lumbermen of this country anticipate a large increase in the foreign trade in lumber. This will not affect the prairie mills so much as it will the eastern and western mills, especially those situated near the water. Building operations in the city will be very slight next year. Very few business blocks will be erected. One good feature of the situation is the fact that speculative building will be almost nil. This will put business on a much sounder basis all round. Taking everything into consideration, it was not to be expected that we could go on as we were during the past few years, and it is obvious that the business which will be done in the future will be more stable and more permanent than that which has hitherto been transacted.—W. G. Maconnel, Commonwealth Lumber Company.

### Expects Improvement Even if War Continues

Editor Canada Lumberman: Winnipeg, Man.

Although the 1914 trade in lumber was disappointing, we can hardly see how any other result could have been expected. This was caused of course, chiefly, by the upsetting of the world's finances by the European war.

For the year 1915 we have hopes that conditions will improve somewhat, even if the war does not come to an end. Were the spring to open up early and the farming portion of the west to feel optimistic, there is no doubt but what business would be stimulated.

We think it is only necessary for every lumberman in the west to make the best of conditions as they are, and if they do not improve as rapidly as we hope for, still to do their best and be inspired with confidence in the situation. Then we will find that business eventually will resume its normal basis, and we will forget our present troubles.—Tomlinson & Mitchell.

## Logging Operations in the Prairie Provinces

Mr. E. F. Stephenson, chief inspector of the Dominion Government Timber Agencies, while on a recent trip in the province of Saskatchewan stated that very few of the large operators in the three prairie provinces were carrying on logging operations this winter. He thought that the city of Prince Albert was very fortunate in that the Prince Albert Lumber Company and the Ladder Lake Lumber Company, which is controlled by the former, had shown sufficient courage to enter the woods and thus provide employment for a large number of men.

## Building Operations in the United States

Building operations throughout the United States for the year 1914, as indicated by the reports from 68 of the principal cities, show a decrease of only nine per cent. as compared with those of the previous year. Up to August 1, when the European war began, the construction work was almost indentical in volume with that of the first months of 1913.

The loss occurred entirely during the last five months of the year. The cause was apparent to everyone concerned in the building trades, namely, the disarrangement of the financial market. Building operations, on account of the large units involved in this work, compared with most other industrial activities, are peculiarly sensitive to money conditions. The unfavorable comparison is therefore not an index of anything intrinsically reactionary in the building industry itself, but simply represents the insuperable obstacles in the way of activity. Thousands and tens of thousands of plans have been held back by the unresponsiveness of the banks and this accumulated work will be renewed with the general easement of loans.

The official reports of building permits by 68 cities for the year 1914, total $634,177,323, as compared with $697,594,916 for 1913, a decrease of 9 per cent.

December naturally makes the poorest showing of the year, since by common consent new undertakings have been carried over into 1915. The December figures are $34,310,848, as compared with $58,661,519 for December, 1913, a decrease of 44 per cent. Twenty-one cities show gains, some of them quite notable.

## Army Will Now Use Canadian Stocks

A cable from London, Eng., says that the War Office, as the result of representations made by Sir G. H. Perley, has intimated that it will remove the embargo hitherto imposed on the use of Canadian white pine or spruce in army tenders. Sir George Perley convinced the authorities that no better timber was available than Canadian. One of the largest wood importers states that the chief War Office supplies for huts, etc., have hitherto come from the Baltic, and says the Admiralty has been large buyers for years past of Canadian white pine and spruce.

Graves, Bigwood & Company, Traders Bank Building, Toronto, report that their woods operations in Northern Ontario are making good progress. According to latest reports the frost and snow which came during the third week in January was very welcome and made the outlook promising for logging operations during the rest of the season.

# Resumed Activity Predicted for B. C.

## Readjustment in Progress Which Will Enable Province to Improve its Situation—Prosperity for the Farmers will Stimulate Trade

By E H. Newton

One year ago I was accorded the privelege of writing an article for your annual number. To make anything like an intelligent forecast for a year opening up as last year opened calls for a thoughtful consideration of many things, almost any one of which may have much to do with the shaping of the program, as well as with the changing of it as time goes on. In reviewing my letter of a year ago, and then reviewing the events up to the time when the enemy of peace and civilization made a thrust at the world, thereby upsetting the equilibrium of trade and commerce, I find that my predictions were in every case justified by events. Indeed, and might I not, without posing, or laying any claim to being a prophet, go further than this and say, that it seems as though a veil of mystery which was spread over us at that time and for some time before and which I tried to find words to describe, has since been lifted, making plain that which was then obscure? Let me quote from that letter, written January 9th, 1914. "We tried hard to be optimistic, but is was of no use, there was a condition which must be met. We had gloomy forebodings of something that seemed in the air. We knew not what it was, but it was there like Ceasar's ghost, and we could not get away from it, and even at this date it is impossible to properly describe it. It seemed as though some impending calamity was coming upon us, and we worked the whole year through under the disagreeable feeling which one experiences when it is believed that the worst is yet to come."

### The Cloud of Mystery Clearing Away

That cloud, which had been hanging over us obscuring the light and which has perhaps had more to do with holding up the wheels of progress than most of us were at that time aware of, and which mystified us for months, has burst. The thunder clap has been heard; the world has been shaken; we have all felt the jolt, and much uncertainty has existed where an over-confidence but a short time before had so permeated our being that we imagined we were up against such mountains of prosperity that it had become a scramble to see who could climb the fastest, and any such things as profits that chanced to be in our way were pulled up by the roots or trampled down in our eagerness to get to the mountain quickly, all choosing the road of broad gauge and high speed. The sane man was not in the running, and the pessimist had flown to a place of safety. None dared even to look back upon such a commonplace thing as experience, remembering, I suppose, Lot's wife; while such philosophy as Longfellow's was mythical. (This reasoning applied to all manner of men, and not to lumbermen alone). Now we sit down, and, while we try to get a view of the mountain in our imagination away in the distance, we wonder if it is not really the myth, and we take a copy of Longfellow from our pocket and read:

"The heights of great men reached and kept,
Were not attained by sudden flight;
But they, while their companions slept,
Were toiling upward in the night."

The task before every Canadian is plain, now that we have awakened from our dream. We must remove all trace of that uncertainty which exists, and must do everything in our power to hasten the complete return of confidence, which is the advance agent of thrifty action. Have we not already many signs to show that confidence is again quietly slipping back and settling down in our midst? Show me the man who, a few months ago did not think about his bank account, if he had one, and wonder if it was safe in the bank, or if the bank was really safe? Where has that feeling gone to now? Confidence has returned and crowded it out, and it is going to crowd out many other things that have no place in a country like ours. We are going to awaken more fully before long, to realize that we are not so badly off as we had imagined, and then it will no longer be a question of whether our money is safe in the bank, but what use are we going to make of it by way of investments. Our fields are not being trodden down by invaders, nor is the ground being plowed up by their bullets, and yet perhaps we have been guilty of displaying less courage than have those whose country has been thus beseiged. It is said that the darkest hour is the one just before dawn, and so, since many things have already happened which throw unmistakable rays of light and hope upon the horizon, have we not sufficient reason for believing that we have already passed through that darkest hour, and that the dawn of a new era of prosperity is becoming visible? If you had been using all your energy and tact for the past five or six months in a vain effort to surmount or break down an unsurmountable and indestructible wall, and if, when you had become pretty well exhausted, you discovered that the wall was higher and stronger than ever, and exceedingly dangerous, what would you be thinking about doing next? Well, sir, that is just exactly what the aggressor is thinking about, but need we wait for this before we can welcome a return of confidence? I believe that when peace is restored we will see such a revival of trade as would justify the most sanguine hopes. But with our country unbroken and untrammelled, and with the necessary machinery and equipment lying idle, what are we waiting for? Are we going to allow others to reap the harvest which is soon to come, and which is rightfully our own? We have unlimited resources in our forests and our government needs the revenue from it, and, as a matter of fact, must have it. Is it reasonable, then, that we should be reconciled to let our mills remain idle while this timber is being shipped out of the country to be manufactured by our competitors and then perhaps shipped back into our own market, or if not, then into others which are within our reach? Never will we submit to such a thing. This is our opportunity to find our level, and if salaries, wages, or other expenses have been forced too high by the wave of optimism, as has been stated, to allow us to compete, then we must get them back again to a level with those of our neighbors. All extravagances, if such there are, must be sought out and eliminated, and whatever other obstacles stand in the way of our enjoying our full share of the trade which should come to us from other parts of the world, as well as from markets closer home, should now be removed. We never had such an opportunity as this for readjustment, for now that the eyes of the world are focussed upon something else we can make the adjustment quite unobserved.

### Resumption of Activity Expected

With the changes that must be brought about by the present unsettled conditions in the world, the extent to which we will be able to extend our trade is somewhat problematical at this time. I believe, though, that every indication points to a resumption of business at home with the opening up of the season, and while the volume may not be so large that it will startle us to begin with, yet I believe that the season will go out with much more reason for gratification than it begins with.

The farmers' wave of prosperity is now rolling toward them, and it is likely to roll high. This bids fair to stimulate them to such action as they have never been known to take for the production of a record crop. The prices which they are likely to realize for this crop, much of which will be shipped out of the country will bring new capital in, and we know that with this prospect before the farmer, or rather this certainty, he is going to take advantage of the situation and make improvements calling for large quantities of lumber. Then also, should we have an influx of people to the country, as some predict we will, if they are the right class, and settle upon the land, their requirements must be reckoned with, without making any calculations which are not fully warranted, though, I think that we have ample reason to believe that there is going to be a good demand made upon lumber before the season is out. Stocks in the yards are known to be exceedingly low, while at the mills they are not heavy. This, considered along with the fact that the eastern mills will probably not take out anything like their average cut of logs this winter, is bound to augur in favor of the coast mills, for we do not have to plan ahead for our logs, but can obtain them at any time of year, as the business comes, and indeed some of the larger logging operators are holding themselves in readiness for just this kind of an exigency.

But whatever may be done in the lumber business this year, caution will form a greater part of our discretion than it has ever done, and thus we are going to be led carefully and safely out of the wilderness. I believe that we are now pretty well agreed that it is stability that we want, and we are going to see more "working together" in the future, and working along lines of practical economy than there has been in the past, and by a careful working out of the costs of production, and the reducing of them to the lowest practical basis consistent with fair play, and then using a constant and consistent method of advertising, and educating the consuming public, not by depreciation of other materials which are being introduced to replace lumber, but by a meritorious campaign of advertising and making known the advantages which lumber possesses, and they are many, we will find that we do not have to take a second place to anybody in the manufacturing and marketing of lumber.

## Simple Advice Which Has Been Sadly Neglected

Editor Canada Lumberman:— Grand Forks, B.C., January 15.

The way to sell lumber is not to try to sell it at all.

The great difficulty with the lumber business at the present time, and for the last two years, in this province, has been the low prices received for the lumber. The question of most importance is, could the manufacturer have received a better price?

I believe that a better price could have been secured and that the fault rests entirely with the sales managers of the largest concerns. There is no doubt, and nearly every one believes that, the large mills, with immense stocks, and a large selling force, are the dominating factors in making the prices to the retailers.

It is credited to the sales managers of large plants that they have statistics showing the amount of lumber used, the amount manufactured, and the consumption of building material in different localities; also that their representatives advise them regularly of the stocks on hand in the yards of their customers. Why then should not the sales managers, when trade begins to develop, play a waiting game, instead of which, wires are sent to the travellers to grab everything in sight. In consequence of this the retailers stop buying.

The way to sell lumber is not to try to sell it at all.

The great problem is to obtain a profitable price for lumber.

The mill men of British Columbia are on a par with any lumbermen in the world. Large numbers of them have varied experiences in other countries, and, conditions being equal, the operating and manufacturing costs are so low as it is possible to make them.

The majority of them know to a cent exactly what each operation costs and can tell you in five minutes the costs of any operation to date. They use every endeavor to reduce the costs on each operation, but is it not disheartening to labor strenuously day and night to save ten cents per thousand feet on the operating costs, only to find that through the short-sightedness of the salesmen in trying to push sales too far, the price has dropped two dollars per thousand feet.

What is the remedy?

All the universities of today, and numerous technical and engineering schools are training men to reduce the costs of operations, which at the best could only be reduced a few cents per thousand feet. But how many of the universities and schools are training men to be the most successful organizers of selling campaigns, men who will seek out the competitive and non-competitive channels of trade, to gauge the consumption of lumber and attempt to create a market; men of highest caliber in the promotion of sales, and men imbued with the idea that the way to sell lumber is not to try to sell it at all.

The lumber business is like a ship sailing without a rudder. Lumber is a staple article, the same as steel and coal, and requires the same intensified salesmanship. There is no staple article which has more diversified uses. Let the sales managers take the wheel, and guide the ship to a safe harbor. Let them get together and form new charts of salesmanship. Let them exploit and market our lumber intelligently with this as their guiding star; quit trying to sell if you want to do business.

The manufacturer of today is necessarily a skilled bushman and mill man, and a good accountant, but he has no opportunity of telling the consumer about his particular kind of lumber. His chief aim has been confined to supervising the manufacture of lumber and to reducing the costs of operations to a minimum. This is no longer sufficient to meet the needs of the consumer. It is absolutely necessary to give the consumer information about wood and lumber in its various forms. This is specifically a department by itself. Here is the opportunity for the salesman. Let him first understand that he is selling a valuable product, then know what kind of grades are suitable for certain work, tell the consumer of the good and bad points about his particular kind of lumber, and keep constantly before him this one idea; if his firm is going to continue to operate, he must sell at a profit, not persist in forcing his lumber on the consumer and thereby cutting the price; remembering that he will ultimately sell more lumber by not trying to sell it at all.—W. Mark de Cew, Vice-President and Manager of the Western Pine & Lumber Company, Limited.

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Reports from Vancouver state that the lumber business enjoyed quite a boom, comparatively speaking, during the month of December last, when business is said to have shown an increase of 500 per cent. over the same month of 1913. There was also during November and December a heavy export of cedar logs to the United States, which had formerly been prohibited. It is estimated that 25,000,000 feet of cedar logs were sent to United States Pacific coast ports during that period.

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## B. C. Lumbermen Seeking Wider Markets

At a special meeting of the lumber committee of the Board of Trade, held recently at Victoria, B.C., it was decided that a memorial should be sent to the Provincial Government, laying before it the importance of finding markets for the higher grades of British Columbia lumber. One of the recommendations made is that samples of British Columbia lumber should be sent to the United Kingdom, Australia, Eastern Canada, China and elsewhere in charge of competent persons, who are familiar with the trade. It was also recommended that a commission should be appointed by the Board of Trade and that appropriations should be asked for from both governments and from lumbermen's associations to be used in securing greater publicity for the merits of British Columbia lumber.

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## Mountain Lumber Manufacturers' Output Reduced

The 1914 output of lumber in the territory covered by the Mountain Lumber Manufacturers' Association in British Columbia, comprising most of the mills of the Kootenay-Boundary district, is estimated at 225,000,000 feet. Shipments during this period amounted to 180,000,000 feet. The stock remaining on hand after shipments is estimated at 280,000,000 feet. The output of this district during the year 1913 was 385,000,000 feet and the shipments of that year were 335,000,000 feet. In the production of poles and ties the output was not so greatly interferred with by the developments of 1914, as in the other branches of the lumber industry.

The value of the total lumber output of the district for the year is estimated at about $8,000,000. Logging operations during the present winter are reported as being light in comparison with those of previous winters.

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## B. C. Trade has a Good Outlook

In the annual report of the chairman of the British Columbia Electric Railway Company, Limited, presented in December, the following reference was made to the lumber industry of that province:— "As soon as the seas are free of German cruisers and ships can be found to carry lumber at reasonable cost, British Columbian lumber exporters will be able to take advantage of the large demand existing for timber. The British Columbian lumber trade would also be beneficially affected by the successful marketing of a good grain crop in the prairie provinces, and as it is certain that the acreage under cultivation will very largely exceed that of any previous year, and fairly certain that high prices will prevail for wheat and oats, there are grounds for hope in this direction. Other industries in British Columbia are also similarly affected by the same or kindred causes. Whenever the revival comes it will, I feel sure, be found that this period of depression has been for the permanent good of the province, and that in several important ways new conditions have been established, enabling its sounder and more rapid development.

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## The Market for Car Stock—B. C. Ready for Trade

Regarding your inquiry as to possibility of the coast mills supplying material for the railroad car builders, we will say that the supplying of this material is not a new thing on the Coast, as the mills here have been manufacturing this class of stock for many years, and in such quantities that the British Columbia Lumber & Shingle Manufacturers' Association saw fit some time ago to publish a sheet showing the standard dimensions, and have from time to time, as the market has changed, published what they call the Standard Railroad List, giving the list prices on all kinds of car material. This list gives prices f.o.b. the coast on car sills, standard car roofing and sheathing, car decking, car flooring, car lining, besides quoting on railroad ties and all kinds of timbers for railroad construction work.

The market on this character of stock has been very quiet for some time, and orders for car material have been so scarce of late that we are not surprised that there have been inquiries as to whether this stock is manufactured on the Coast. We have not had a speaking acquaintance with an order for this material in so long that we would probably pass as strangers if we should meet.

When the railroads start building again and are in need of rolling stock, we, like a great many of the other lumber people on the Coast, will be after their business, and we think that a large percentage of the orders will be placed on the Coast.

If any one doubts that the Coast mills can furnish car material let him shake something that looks like an order, and at the present time he would be swamped with replies.—Mainland Lumber & Shingle Company (A. C. Hannon).

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The chief log scaler for the Province of British Columbia reports that the total quantity of logs scaled during the year 1914 was 612,533,720 feet, which is a decrease of about 200,000,000 feet, from the total of the previous year. During December the amount scaled was 40,214,889 feet or about one million more than during December, 1913.

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Computed at average local market prices the values of Canada's crops in 1914 were as follows: wheat, $196,418,000; oats, $151,811,000; barley, $21,557,000; rye, $1,679,300; peas, $4,895,000; beans, $1,884,300; buckwheat, $6,213,000; mixed grains, $10,759,400; flax, $7,368,000, and corn for husking, $9,808,000.

# Great Britain Trade During 1914

## Declaration of War Created Memorable Situation in Wood Goods Business—High Prices and Strong Demand—Imports from Canada Benefitted

Churchill and Sim, London, Eng., in their annual wood circular say: The early days of August, 1914, will ever be memorable in the annals of British trade through the sudden outbreak of what is proving to be the greatest war which has ever been waged in the history of this, or, indeed, of any country. The first impression upon a trade drawing its supplies largely from Baltic ports liable to be blockaded, or through channels made dangerous to navigation was seen in the fear that the usual autumn and late summer supply of wood from these ports must be seriously restricted. At the same time the issue of large Government requirements fell upon the stock of wood stored in this country, which began to rise quickly in value. The uncertainty of the financial situation prevented buyers from entering into fresh commitments ahead, and it was not until early in September that, through the intervention of the Executive, and by means of the moratorium, stability, and consequently confidence, were re-established. Buyers then took heart of grace and began to operate freely. Thereafter purchases from the White Sea and from Swedish sources continued in enormous volume. Assisted materialy by the closing of the Russian Baltic ports, and feeling practically independent of Finnish competition, shippers were able to contract for vast quantities at ever increasing rates which were promptly acquiesced in by buyers, backed up as they were by an insistent demand, the result of an apparently insatiable consumption. While there was no hindrance to shipments from neutral countries, business continued to expand, but towards the end of November the German Government suddenly added both prepared and sawn wood to their lists of contraband, which had hitherto only affected the trade in firewood and pit props. Had this step been taken earlier a vast proportion of Swedish export would have been held up and great inconvenience would have resulted to buyers on this side. As it is, although several loaded steamers have been unable to sail, and many charters have been cancelled, a sufficiency of stock for winter requirements is assured, partly owing to the energetic action of the Russian Government in keeping the White Sea ports free of ice for some two months later than usual, and also to the fact that a considerable supply of spruce from the lower ports of Canada is still available for shipment. Except in some few cases, the principal sufferers will be the Swedish shippers, and as, apparently, diplomacy has been unequal to the task of getting the ban removed, a neutral nation, wishing to live at peace with both belligerents, will stand to be the greatest loser through her inability to market her productions of wood for the remainder of the season.

The quntity of wood imported into the United Kingdom in recent years was as follows:—

| | 1912. Loads. | 1913. Loads. | 1914. Loads. |
|---|---|---|---|
| Colonial Deals, Battens, etc. | 895,496 | 961,539 | 847,392 |
| Colonial Timber and Hardwoods | 53,109 | 39,656 | 37,051 |
| Foreign Deals, Battens, and Boards | 4,872,093 | 5,674,598 | 3,993,186 |
| Foreign Timber and Hardwoods | 3,783,423 | 4,340,665 | 3,091,597 |
| Colonial and Foreign Staves | 169,295 | 182,131 | 93,439 |
| Total, in Loads | 9,773,416 | 11,198,589 | 8,062,665 |

London buyers experienced a satisfactory year's business in 1914. At the close of the previous season, finding themselves heavily stocked, they were in no mood to contract largely ahead, and the buying power which was shown in the earlier part of this year was not so strongly in evidence as usual, except for prepared boards, which were freely sold at shippers' full prices. The available quantities of these never looked like congesting the market at any time. Intermittent sales to satisfy requirements as they arose continued throughout the spring and early summer months, but there was nothing in the state of the demand, coupled with the high range of values prevalent at that time to warrant the adoption of war completely altered the whole position, which immediately became very confused, and innumerable questions arose in connection with the cancelment of contracts, charters, etc., so that it was not until well into September that those in the general commerce of the country were able to adjust themselves to the new conditions. When importers had grasped the situation, however, it became clear that one of the finest results of the raising of new armies, the provision of vast quantities of material of all kinds, the protection of stores at the various depots, and the defence of the coast line, would be a call for huge quantities of sawn and unplaned wood, floated timber, etc. Experiencing gradually a ceaseless demand during the last four months of the year, the values of the sizes of stock particularly required have risen to what would be considered very dangerous levels in ordinary times. Scantlings especially were in great request, and sawmills have been working at high pressure and using large quantities of other dimensions to produce them, an expensive process which has had the effect of accentuating the rise in prices of red and whitewood of all sizes. The year ends with no appreciable relaxation in the demand, and practically no arrangements have yet been made between shippers and their customers for forward supplies from the north in 1915. The trade and the prospects for the future are entirely dominated by the one material consideration, that of the duration of the war. Such a position of uncertainty is bound to make importers very cautious of operating at the levels of prices established at present through the shutting off of great avenues of supply on the one hand, and an unprecedented rate of consumption on the other. The position of the market is, in a sense, unnatural, in that prices have been driven up owing to these special, and more or less temporary, circumstances.

Should the war last through another year, with Germany still in a position to enforce this disability, the position will become very intolerable for the Swedish shippers. The course of the wood trade in 1915 depends on the duration and intensity of the war, and expert opinion on that question will not be sought among its members. So long as it does last supplies must be restricted and extra demand will continue. When it comes to an end there must still be a period during which supply will be hampered by the dislocation of its machinery. During this period also an abnormal demand may be looked for for repairs of every description. After this the traders of the country must look forward to a period of financial exhaustion and the strictest economy, both national and individual. It seems probable that prices will be high in the first two of these periods and low in the third, so that the passage from the second to the third will be the difficult time.

Imports of Canadian stocks into London during recent years were as follows:

| | 1911. Pieces. | 1912. Pieces. | 1913. Pieces. | 1914. Pieces. |
|---|---|---|---|---|
| Pine Deals, etc., from the St. Lawrence | 400,000 | 590,000 | 508,000 | 249,000 |
| Spruce Deals, etc., from the St. Lawrence | 970,000 | 804,000 | 1,155,000 | 1,084,000 |
| Birch Deals, etc., from the St. Lawrence | 320,000 | 342,000 | 303,000 | 185,000 |
| Spruce Deals, etc., from New Brunswick, etc. | 436,000 | 490,000 | 468,000 | 835,000 |
| Birch Deals, etc., from New Brunswick, etc. | 249,000 | 400,000 | 373,000 | 385,000 |

| Timer. | 1908. Loads. | 1909. Loads. | 1910. Loads. | 1911. Loads. | 1912. Loads. | 1913. Loads. | 1914. Loads. |
|---|---|---|---|---|---|---|---|
| Yellow Pine from Quebec | .... | 74 | .... | .... | .... | 420 | .... |
| Red Pine from Quebec | .... | 118 | 2 | 27 | 154 | 15 | .... |
| Elm from Quebec | 1,162 | 1,397 | 1,611 | 1,718 | 1,059 | 2,952 | 601 |
| Ash from Quebec | 210 | 151 | 10 | 16 | 69 | 52 | .... |
| Oak from Quebec | .... | 69 | 112 | 108 | 34 | 210 | .... |
| Birch from Quebec | 899 | 1,524 | 1,215 | 1,619 | 1,246 | 1,761 | 806 |
| Birch, Nova Scotian, etc. | 310 | 487 | 238 | 138 | 225 | .... | 30 |

The season's importation of pine deals shows a marked falling off in quantity as compared with that of the year preceding. The scarcity of the best stock in Canada continues to drive prices higher year by year, until the point was reached some time ago when the rate of consumption was affected, and substitutes began to be sought for. The usual tests do not apply to this market, in that high values have not produced additional output, because the quantities available for export tend to diminish rather than to increase. The London trade, in the absence of strong competition, has been profitable to those endowed with the patience of engaging in it, and prices are practically free from even temporary set backs, being more or less independent of the vagaries of the freight market, which so intimately affect the values of other but lower-priced Canadian wood shipments.

Spruce deals, principally from the lower ports, have been more freely imported than usual. Early in the season, the expectations of shippers as to values were found to be over sanguine when put alongside Russian exporters' figures, and especially so when compared to quotations from Riga. Partly as a consequence of cheaper tonnage, holders have been able to take a stronger hand in catering for the whitewood requirements of the market than at one time seemed probable. When it was seen that the output from Riga was falling short, prices moved up until they began to feel the effect of Petrograd and White Sea quotations. The shutting off of the Russian Baltic competition caused by the outbreak of war was the signal for a pronounced rise in spruce values, which became sharply intensified by the holding up of Swedish shipments in the late autumn, by the great increase in consumption, and by a sudden rise of some 30 to 40 per cent. in tonnage rates. The close of the year, consequently, shows a strong and active market, with a still rising tendency.

There was no great enquiry for elm throughout the year, and the London trade in ash, birch and yellow pine timber is a small one, on account of the reduced stocks of these woods manufactured in Canada nowadays. Birch planks have sold well, the supply being smaller from the St. Lawrence, and amout the same as usual from the lower ports.

### British Columbian and Oregon Pine

British Columbian and Oregon Pine timber has made some progress in general favour during the year, and the London importation has been larger than usual. Purchased at a time when market conditions seemed settled, and the stock of long timber in the country required replenishing, rather more than was apparently wanted found its way to the United Kingdom in the first half of the year. The difficulty of forecasting the trend of the demand in other trades for large sailing ships, limited in numbers, which alone can carry the extreme lengths shipped from these sources of supply, gives to this market also a somewhat speculative character. Towards the end of July buyers found themselves with heavy stocks on hand, which, fortunately, the outbreak of war relieved them of the necessity of holding indefinitely, or of sacrificing at heavy losses. The great advance in grain freights in an indirect way has brought the value of the stock of Oregon Pine, large as it was, to a point more than corresponding to its cost, and the inability of steamers to handle the extreme lengths, coupled with a vigorous demand for the use of the wood from various sources, including that of coast defence, has established a strong market, which is still rising. The wood is liked for its consistent quality; the state of war, and the high values of north of Europe stock have driven its employment into channels of consumption monopolized hitherto by the cheaper and more accessible avenues of supply.

The stock of Colonial timber, deals, etc., at the public docks in London was as follows, at the close of the following years:—

| | 1910. | 1911. | 1912. | 1913. | 1914. |
|---|---|---|---|---|---|
| Pine Deals & Battens, pieces | 541,000 | 440,000 | 508,000 | 575,000 | 453,000 |
| Red Pine & Battens, pieces | 73,000 | 48,000 | 25,000 | 20,000 | 44,000 |
| Spruce & Battens, pieces | 704,000 | 640,000 | 543,000 | 884,000 | 688,000 |
| Red Pine Timber, loads | ..... | ..... | ..... | ..... | ..... |
| Yellow Pine, Timber, loads | 277 | 346 | 940 | 1,025 | 225 |
| Oak Timber, loads | 51 | 32 | ..... | ..... | ..... |
| Elm, loads | 1,095 | 775 | 433 | 1,730 | 2,006 |
| Ash, loads | 1 | 3 | 12 | 41 | 25 |
| Birch Timber, loads | 340 | 338 | 212 | 282 | 292 |
| Birch Planks, loads | 3,429 | 5,284 | 5,355 | 6,556 | 4,399 |

## CANADIAN PINE

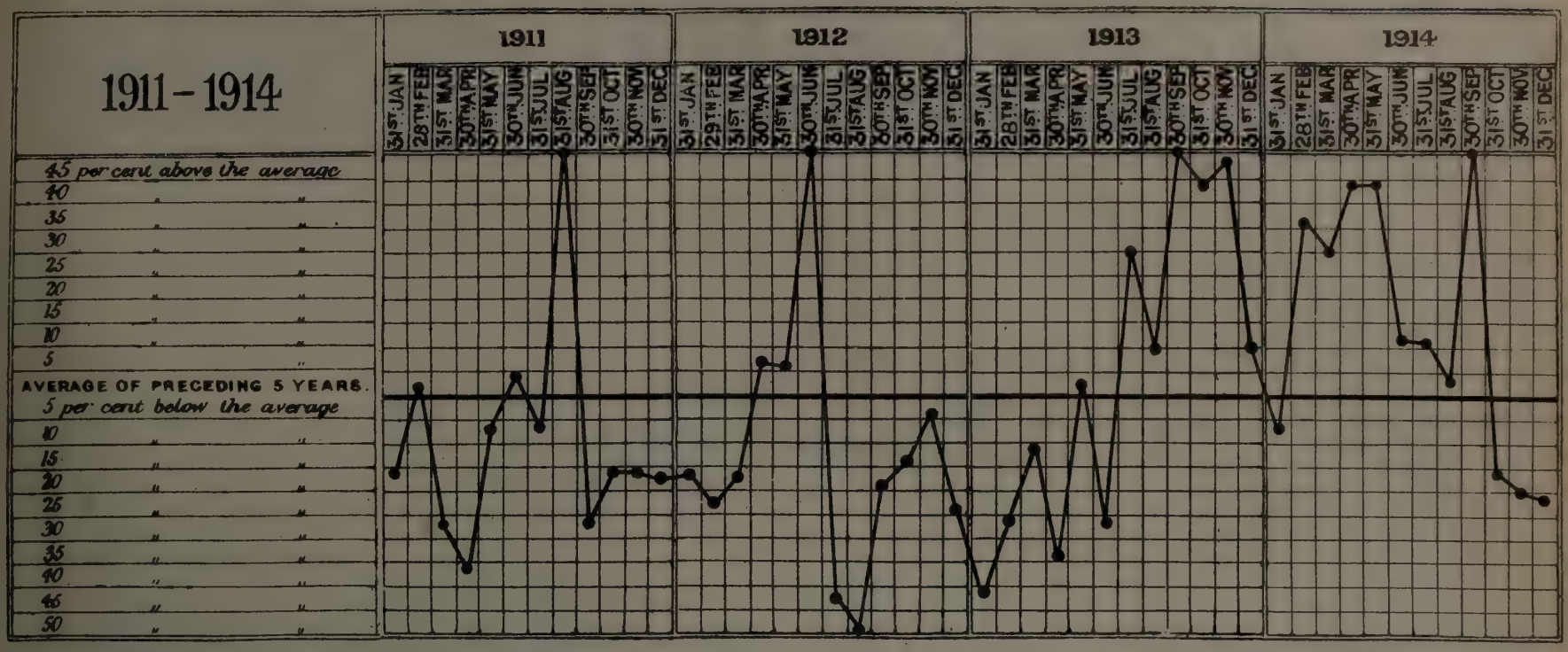



Diagram showing estimated duration of supply in comparison with averages of the same, at the same time in previous years—Foy Morgan & Co , London.

### Manchester Statistics for the Past Year

The stock, consumption and import of Canadian timber, deals, etc., at Manchester docks, etc., was reported by Alfred Dobell & Company, Liverpool, on December 31st, as follows:

| | Stock | | Consumption | | Import | |
|---|---|---|---|---|---|---|
| | 1913 ft. | 1914 ft. | 1913 ft. | 1914 ft. | 1913 ft | 1914 ft. |
| Quebec Board Pine | 177,000 | 277,000 | 250,000 | 21,3000 | 94,000 | 313,000 |
| Quebec Square Pine | 5,000 | 5,000 | 6,000 | ..... | 3,000 | ..... |
| Quebec Red Pine | 3,000 | 500 | 4,000 | 2,500 | ..... | ..... |
| Oak, Canadian and U.S.A. | 55,000 | 54,000 | 136,000 | 106,000 | 172,000 | 105,000 |
| Elm Square | 13,000 | 15,000 | 42,000 | 49,000 | 48,000 | 51,000 |
| Birch Logs | 17,000 | 32,000 | 84,000 | 85,000 | 78,000 | 100,000 |
| Birch Planks | 94,000 | 104,000 | 144,000 | 226,000 | 149,000 | 236,000 |
| | Stds. | Stds. | Stds. | Stds. | Stds. | Stds. |
| Spruce Deals | 17,840 | 7,430 | 46,520 | 51,510 | 56,740 | 41,100 |
| Pine Deals | 2,280 | 970 | 6,350 | 7,010 | 6,690 | 5,700 |

### Clyde Shipbuilding Very Active

Calder, Henderson & Livingston, Glasgow, in their annual timber market report, say:—The result of the year's trading has on the whole been satisfactory, and it is a matter for congratulation that there has been no financial trouble in the trade notwithstanding the unprecedented crisis experienced in the early autumn.

Spruce was the chief item of interest concerned with the increased consumption, and values rose to record figures, the extra demand, caused through the uncertainty of supplies from the Baltic and the remarkable advance in freights, contributing.

The high freights subsequent to the opening of hostilities checked c.i.f. purchasing, pitch pine being the chief sufferer, but they helped spot values and also created further shipbuilding orders.

### Liverpool Statistics for the Past Year

The stock, consumption and import of Canadian timber, deals, etc., in Liverpool Birkenhead and Garston, was reported by Alfred Dobell & Company, Liverpool, on December 31st, as follows:

| | Stock | | Consumption | | Import | |
|---|---|---|---|---|---|---|
| | 1913 ft. | 1914 ft. | 1913 ft. | 1914 ft. | 1913 ft. | 1914 ft. |
| Quebec Square Pine | 9,000 | 8,000 | 3,500 | 9,500 | ..... | ..... |
| Quebec Waney Pine | 25,000 | 19,000 | ..... | ..... | 14,500 | 2,500 |
| St. John and Other Ports Pine | ..... | ..... | ..... | ..... | ..... | ..... |
| Red Pine | 4,000 | 3,000 | 1,000 | 1,000 | ..... | ..... |
| British Columbia and Oregon Pine | 390,000 | 265,000 | 176,000 | 246,000 | 472,000 | 121.000 |
| Oak, Canadian and U.S.A. | 91,000 | 74,000 | 115,000 | 45,000 | 187,000 | 28,000 |
| Oak Planks | 326,000 | 153,000 | 1,737,000 | 1.300,000 | 1,972,000 | 1,127.000 |
| Elm | 4,000 | 4,000 | 4,000 | 1,000 | 4,000 | 1,000 |
| Birch, Logs | 15,000 | 7,000 | 118,000 | 103,000 | 90,000 | 95,000 |
| Birch Planks | 148,000 | 144,000 | 446,000 | 454,000 | 483,000 | 450,000 |
| Ash | 15,000 | 26,000 | 140,000 | 216,000 | 144,000 | 227,000 |
| | Stds. | Stds. | Stds. | Stds. | Stds. | Stds. |
| N.B., etc., Spruce Deals | 7,730 | 4,520 | 34,710 | 37,740 | 38,690 | 35,540 |
| Quebec Yellow Pine Deals | 9,240 | 9,040 | 10,050 | 7,240 | 10,980 | 7,530 |
| Quebec Red Pine Deals | 1,540 | 830 | 2,600 | 8,580 | 2,310 | 1,690 |
| Quebec Spruce Deals | 1,850 | 2,570 | 3,530 | 1,540 | 4,100 | 2,320 |

## CANADIAN SPRUCE

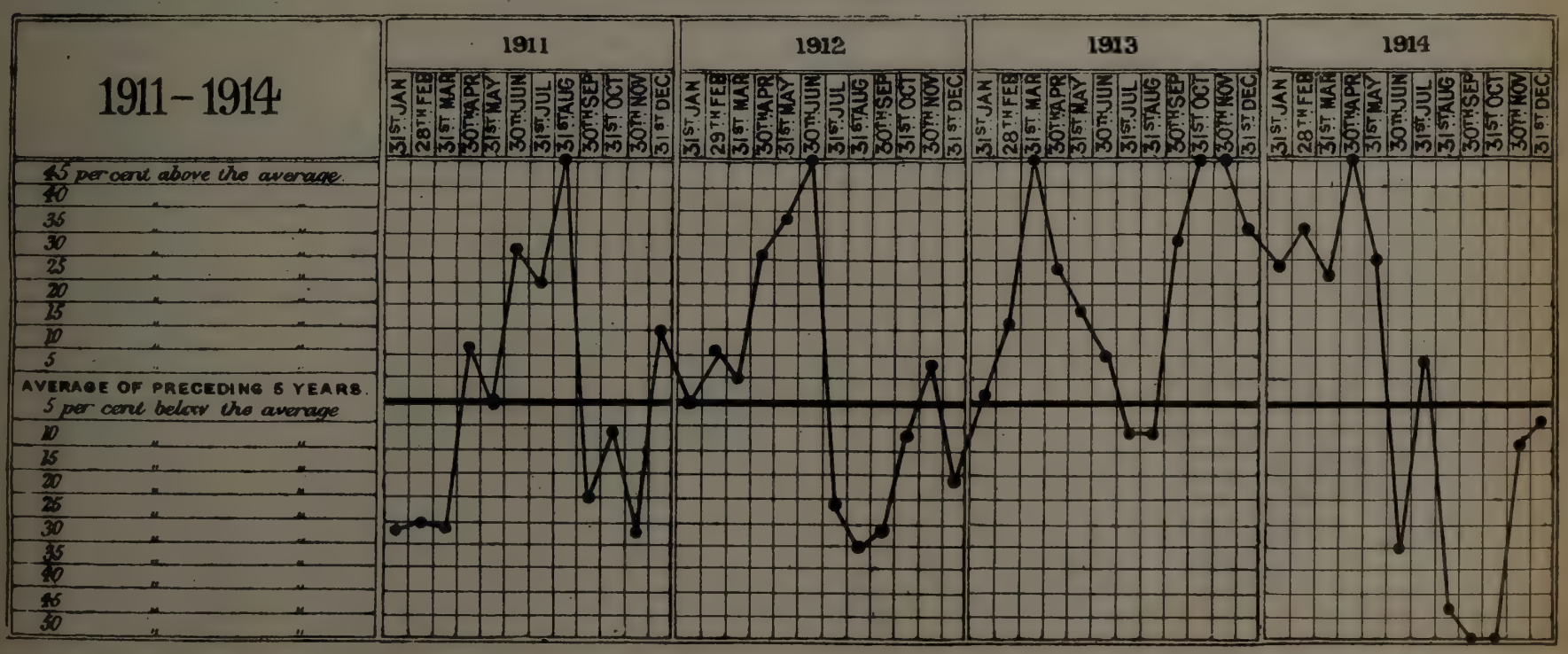



Diagram showing estimated duration of supply in comparison with averages of the same, at the same time in previous years—Foy Morgan & Co., London.

# WANTED & FOR SALE DEPARTMENT

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 15 cents per agate line (14 agate lines make one inch.) ($2.10 per inch) each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word net. Cash must accompany the order. Minimum charge 50 cents.

Advertisement must be received not later than the 10th and 26th of each month to insure insertion in the subsequent issue.

## Wanted-Lumber

### Wanted

Ten cars clear maple strips, 1¼ x 3 inches, 18 inches and 27 inches long. Box 128, Canada Lumberman, Toronto. 3

### We Want to Buy

1¼ Birch, No. 1 C. & B, dry.
1½ S. Elm, No 1 C. & B., dry.
The Manufacturers' Lumber Co.,
3-4 Stratford, Ont.

### Basswood Wanted

No. 2 Common and Mill Cull. Winter cut preferred. Apply Firstbrook Brothers, Ltd., Toronto, Ont. 7-tf

### Wanted

2,000,000 ft. White Birch Sqs. ⅞-in., 1-in., 1⅛-in., 1¼-in. up to 2-in. Lengths 2-ft., 3-ft., 4-ft. and 6-ft. Clear stock. Write M. Mitchell, Lucknow, Ont. 1 t.f.

### Birchwood Wanted

5-in. thick, 6-in. wide and up. Must be air dried 1912 cut.

LAMONTAGNE, LIMITED,
338 Notre Dame Street West,
1-3 Montreal, Que.

### Wanted To Buy
### Good Merchantable Spruce

| | |
|---|---|
| 100,000 ft. 2 x 6 | 50,000 ft. 3 x 8 |
| 100,000 ft. 2 x 8 | 50,000 ft. 2½ x 7 |
| 50,000 ft. 3 x 9 | 25,000 ft. 2½ x 6½ |

all 10 ft. and up long. Terms 75 per cent. cash against B/L; balance on arrival and inspection. Immediate shipment. State price f.o.b. shipping point. Write P. O. Box 1595, Montreal, Que. c

## For Sale-Lumber

### We Have a Full Stock

of Hardwood, Hemlock and White and Norway Pine Lumber, Norway and White Pine Piling, up to 60 ft. Keenan Bros., Limited, Owen Sound, Ont. 3t.f.

### We Can Cut To Order

Spruce or White Pine Timber up to 12 x 12. Inquiries solicited.

H. C. DUNBAR,
1 t.f. Haileybury, Ont.

### For Sale

400 Spruce Spiles, 60 ft. long, 7 in. tops. Also any quantity Spiles 35 to 50 ft. long. Prompt shipment.

The Northern Lumber Mills, Limited,
21-t.f. North Cobalt, Ont.

### Lumber For Sale

200 Pieces 1 x 15 and up 22 ft. Cypress.
375 Pieces 1 x 15 and up 24 ft. Cypress.
Clear for boat building, in stock at Montreal.

GEO. C. GOODFELLOW,
c Montreal, Que.

## For Sale-Machinery

### 75 H. P. Steam Boiler

with usual fittings, all in splendid order. Band rip saw, Fay & Egan make, shaving exhaust double fan, with quantity of pipes, etc. Flooring matcher, with Sherman flooring boring machine, also shafting, hangers, pulleys. Also a complete saw mill, capacity about 10 M., including good building if wanted. Cheap for cash, or terms, or Hardwood lumber taken in exchange. J. S. Findlay, Owen Sound, Ont. 3-10

### Rebuilt Veneer Machines

We have the following rebuilt Coe veneer lathes and clippers ready for immediate shipment:

Lathe, 50-in. swing, 88-in. knife, 6-in. spindles.
Lathe, 50-in. swing, 64-in. knife, 6-in. spindles.
Lathe, 50-in. swing, 64-in. knife, 5-in. spindles.
Lathe, 50-in. swing, 76-in. knife, 6-in. spindles.
Lathe, 42-in. swing, 52-in. knife, 5-in. spindles.
100-in. power clipper.
64-in. foot power clipper.

These machines are decided bargains and carry the same guarantee as we give our new ones. Prices on application.

THE COE MANUFACTURING COMPANY,
23t.f. Painesville, Ohio.

## Wanted-Employees

**Advertisements under this heading two cents a word per insertion. Minimum charge 50 cents**

### We Want a Manager

for our Woodworking factory. Must be able to figure contracts, take charge of correspondence, direct factory foreman, and know when work is being done at minimum cost. Murray & Gregory, Limited, St. John, N.B. 3

## Wanted-Employment

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents

Mill or General Superintendent wants position. Eastern and western experience. Splendid record. References. Box 131, Canada Lumberman, Toronto. 3-6

Band Saw Filer open for position. Used to cutting hard or soft wood in saw mill or factory. Box 124, Canada Lumberman, Toronto. 2-5

Lumberman wants position as manager of a retail lumber yard. Has had eleven years' experience. 29 years of age, married, sober. Can give best of references. North preferred. P. B. Starmer, 1217 Campbell Street, Kansas City, Mo., U.S.A. 3-4

Position wanted by manager. Have learned the business by practical experience, east and Pacific Coast. Managed all branches; expert on manufacturing, also mill designing and building. Good organizer and cost reducer. References guaranteeing efficiency and character. Box 130, Canada Lumberman, Toronto. 3-7

### Manager or Secretary-Treasurer

Position wanted by married man. Fifteen years' experience in every department of the lumber business. Successful manager of company manufacturing thirty million feet annually. Four years in wholesale and retail business as secretary and manager. Licensed log scaler. Can provide capital and furnish excellent references. Reply to Box 112, Canada Lumberman, Toronto. 24-3

## Business Chances

### Pulpwood Limit For Sale

A fine freehold virgin pulpwood limit for sale. Easy operation, rivers running to railway. For further information write to Box 122, Canada Lumberman, Toronto. 1 t.f.

### Timber Limits For Sale

Can be quickly and profitably disposed of by advertising them on this page. This is where buyers of timber property look for opportunities to invest. If your "ad" is here the investor will see it. Canada Lumberman, Toronto, Ont. tf

### Timber Limits For Sale

Township of Mills, Berth No. 2.
Township of Pringle, Berth No. 3.
Township of Pringle, Berth No. 4.
Township of Lount, Berth No. 1.
Township of Lount, Berth No. 2.

Apply F. T. SHORT,
P. O. Box 763,
3 Barrie, Ont.

### Sawmill For Sale

Saw, Planing and Shingle Mill with lumber yard in connection. Building 46 x 70, steel roof. Capacity of sawmill, 12 to 15 M. per day. Lots of timber. A good retail business and a good business building summer cottages. This is a rare opportunity for a man with some push and a little capital to make some money. Good shipping facilities by water, 10 miles of the best of roads to Brucefield station. Owing to a combination of bad health, other interests and a heavy financial loss, I will accept any reasonable offer and give any reasonable terms. Will keep a half interest with working partner. Come and see this and go over the books. W. A. Mustard, Bayfield, Ont. 3-10

### Stock and Equipment of Retail Lumber Business For Sale

Tenders will be received up to the 8th day of February, 1915, for the purchase of the stock in trade, machinery and equipment of The Webb Lumber Company, Limited, Lumber Merchants, 224 Van Horne Street, Toronto.

Inventory values as of January 15, 1915:—

| | |
|---|---|
| Lumber ... ... ... ... | $18,498.39 |
| Machinery and Tools ... | 7,604.38 |
| Horese and Wagons ... | 2,159.99 |
| Office Furniture ... ... | 758.63 |
| | $29,021.39 |

This is an excellent opportunity to obtain an established lumber business, situated on an attractive site with railway siding. Advantageous terms can be arranged.

Further particulars on application to

RUTHERFORD WILLIAMSON,
Assignee,
3 86 Adelaide Street East, Toronto.

## Miscellaneous

### Tenders Wanted

on Canadian Cedar Poles. Specifications and information from Hydro-Electric Power Commission of Ontario, Purchasing Dept., Continental Life Building, Toronto, Ont. 3

### Wanted To Purchase

200 to 300 boom chains, ½ inch thick and nine feet long, with toggles and rings attached. Name best price for cash f.o.b. cars shipping point.

MONTEITH BROTHERS,
1-4 Rosseau, Muskoka, Ont.

### Agents Wanted

Large United States firm manufacturing steel wheels, farm trucks, handy wagons, logging and traction wagons, dump carts, engine trucks, etc., wants Provincial agents throughout Canada. Write stating what territory you can cover. Box 119, Canada Lumberman, Toronto. 1-3

### Agents Wanted

One of the largest firms on the Continent making motor trucks, wants sales agents for whole or part of Canada. Putting out a truck which represents one of the most important advances in truck manufacture. It drives from all four wheels and likewise steers and brakes on all four wheels. Company very strong financially. Box 120, Canada Lumberman, Toronto. 1-3

### Do You Want to Buy or Sell?

If you wish to purchase or dispose of a particular stock of lumber or logs, a mill property or timber limit, or some second-hand machinery, the CANADA LUMBERMAN AND WOODWORKER will bring quick returns. Use our "Wanted and For Sale Department."

### Saw Mill Machinery For Sale

Sawmill near Sellwood, Ontario, daily capacity 60,000 feet. All machinery including:—Log Ladder, Bullwheel, Steam Kicker, Log Loader, Stationary Steam Nigger, 42-in. Steel Carriage, 10-in. Steam Feed, 8 ft. Double Cutting Bandmill, Cast Iron Lumber Table, 5-Saw Slab Slasher, 48-in. Big Champion Edger, Trimmer, Transfers to Edger and Trimmer Tables, Sorting Tables, etc. Also, Independent Lathmill, Filing Room Outfit and Power Plant complete. This machinery is of the latest design, practically new and in excellent condition. Offers will be accepted for all or any part of this machinery, where it stands or F.O.B. cars Sellwood.

The Waterous Engine Works Company,
22-t.f. Brantford, Canada.

### Feed-Water Heaters

Feed-water heaters when properly constructed and applied undoubtedly effect a considerable economy of fuel, but as some more or less faulty ones are still in use it may be of interest to consider briefly a few of the points to be desired in their design, says the Timber Trades Journal. There are two kinds of feed-water heaters in general use. In the first, exhaust steam is employed, and in the second chimney gases. The former system is chiefly used in the smaller non-condensing plants, and with a well designed heater the feed-water can be heated to some 200 degrees before it enters the boiler, and at the same time it precipitates many of the impurities found in it. In the construction of heaters, bent and complicated forms should be avoided, straight pipes of ample capacity are to be preferred, and these should be arranged so that they can be readily cleaned and examined. They should also be arranged so as to have a rapid circulation, and have freedom to expand and contract.

In the form of feed-water heater for difficult waters which is in successful use, the water is heated to the precipitating point, and a chemical separation of impurities takes place. In accomplishing this exhaust steam is at first used.

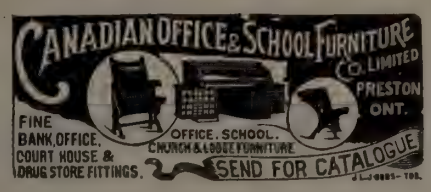
after which the temperature is raised to the precipitating point by means of a live steam coil. After precipitation the water is passed through charcoal or other suitable material, by which a mechanical separation of the impurities is effected, the purified water then passes out of the heater into the boiler.

Whatever form of feed-water heater is employed it is important that provision be made to prevent any back pressure on the engine. This can be done by fitting a relief valve, so that when the pressure of the exhaust exceeds that of the atmosphere to any appreciable extent the valve opens a communication between the inlet and the outlet. The writer has know several cases of back pressure arising from the above cause, which remained undetected for some time. In conclusion, it should be borne in mind that the more wasteful a boiler is, the greater is the advantage of a good feed-water heater or economiser.

---

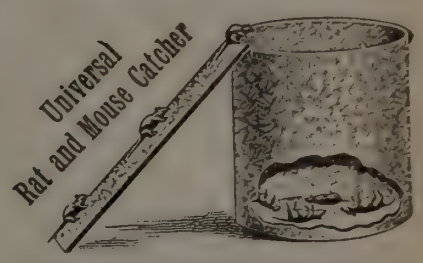
The largest forest in the world is in Canada. It is in the Labrador and Hudson Bay district, and is, roughly, one thousand by seventeen hundred miles.


**WASTE ELIMINATION**
IN LOGGING OPERATIONS
My reports show where the waste is, and how it may be eliminated.
**D. E. LAUDERBURN,** Forest Engineer
1 Madison Ave., NEW YORK, N.Y.


CANADIAN OFFICE & SCHOOL FURNITURE CO. LIMITED
PRESTON ONT.
FINE BANK, OFFICE, COURT HOUSE & DRUG STORE FITTINGS.
OFFICE, SCHOOL, CHURCH & LODGE FURNITURE
SEND FOR CATALOGUE

**J.M. & D.M. Croteau**
Civil Engineers, Quebec Land Surveyors and Draughtsmen
81 St. Peter St., Quebec, Que.
Phone 2718
are prepared to examine and report on forest properties anywhere. Forest surveys, Logging maps, Timber estimates, Water Power, Water Storage, Topographical plans, Water supplies, Park Works, General plans for village sites and Private Estates. Railroad location and construction. Roads and Rivers improvements. Good information concerning Quebec Timber and Mining lands, cheerfully given.

**RATS AND MICE**
Eat the meat out of oats and corn and horses get the husk.




RATS ARE DISEASE CARRIERS: ALSO CAUSE FIRES. Device resets itself; always ready; catches daily. Made of galvanized iron; can't get out of order; cheese is used, doing away with poison; 12 rats caught one day in one catcher. One sent any place in U. S. upon receipt of $3. Catcher 10 in. high, for mice only, $1. On account of shipping charges being prepaid, remittance requested with order.

**H. D. SWARTS**
Inventor and Mfr., Scranton, Pa.

H. J. Terry A. E. Gordon

# TERRY & GORDON

*Wholesale Lumber Merchants*

**704 Confederation Life Bldg. - Toronto, Ont.**

## We Are Here With the Goods

The very best White Pine Lumber Bill Stuff and Lath.
" Red Pine Lumber Bill Stuff and Lath.
" Spruce (both Quebec and Ontario) Lumber and Lath.
" Jack Pine Lumber and Bill Stuff.
" Hemlock Lumber and Bill Stuff (mill now sawing).
" Douglas Fir Lumber and Bill Stuff up to 60 ft. lengths.
" British Columbia Red Cedar Shingles and Lumber.
" New Brunswick Cedar Shingles.
" Yellow Pine Lumber and Bill Stuff up to 20 ft. lengths.

All Lumber Dressed or Rough. Our prices are right. Write, wire or phone for quotations.

# Hardinge Watchman's Clock

Considering that 70% of the lumber fires start in the yards, is it not good business to employ a night watchman and a Hardinge clock?

Stations may be placed in your yard at the end of each alley—they are weatherproof, tamperproof, and can be put up by your own men. No wiring is necessary and the clock is shipped with a certified guarantee from the factory for one year. **Every danger point in your plant is inspected hourly every night and you have your watchman's record of his night's work.**

No part of this clock is made in Germany—it is made in the United States. The clock is $36.80 and stations $3.90 each, F.O.B. Toronto. The Canadian Western Lumber Co., New Westminster, B.C. have 40 stations in their plant.

WRITE US

**Lintz-Porter Co.,** 27 Yonge St. Arcade, **Toronto**

# Review of Current Trade Conditions

## Ontario

The most interesting and probably the most important feature in connection with the lumber industry in Ontario today is the extent of the logging operations at present being carried on in the woods. Up to date the weather has been favorable both for cutting and hauling. In the Georgian Bay district, the outlook is for an increased production on account of the great quantity of timber which was blown down in the fall of 1913, and which has to be taken out in order to avoid decay. Throughout the rest of Ontario, manufacturers are making extensive reductions in their operations and it looks as though one may balance the other. One hears from most manufacturers that the general output of Ontario will show a reduction. On the other hand the Department of Lands and Forests has made public an estimate to the effect that the output of pine on Crown Lands will be about 375,000,000 feet as compared with 360,000,000 feet last year, and that the output of spruce, hemlock and other varieties will total 84,000,000 feet as compared with 65,000,000 feet a year ago.

The present situation in connection with the trade in Ontario is that retail yards, and large consumers of lumber are getting along with small stocks. Enquiries, however, are becoming fairly numerous and are pointing to the probability of an active movement in the early spring. In southwestern Ontario activity is already commencing. A Toronto wholesaler reports that during the third week in February he had the best week's trade in southwestern Ontario that he ever had in that territory.

Much interest is taken in the probable action of the railway companies in regard to freight rates. An application is likely to be made in the near future to increase freight rates in eastern Canada to the extent of 5 per cent. in conformity with the increase which was recently permitted by the Interstate Commerce Commission of the United States in connection with the railroads east of the Mississippi River. Such an increase, although likely to be contested vigorously by shippers, might have the effect of inducing railway companies to spend liberal amounts on equipment, which would be an important factor in the return of normal trade conditions.

No one at present seems to be inclined to do more than express a hope that next summer will see an active demand for lumber. Yet the opinion is frequently expressed that one would not be surprised if such development actually came to pass. Unquestionably the situation, so far as stocks on hand, the probable output of the mills next summer, and the present prices of stocks are concerned, is one which will assist any development in the direction of trade betterment.

## Eastern Canada

According to a number of reports which the Canada Lumberman has received from manufacturers in the province of Quebec, the output of logs in that province during the present winter will show some reduction as compared with last winter. A few manufacturers report that they are taking out the same quantity of logs, while a number of others report that their output will show a decrease varying in different cases from 15 to 50 per cent. One of the most important manufacturers in the province advises us that in his opinion the outlook for trade in 1915 is good. Practically all of the reports agree in expecting a good demand from Great Britain and in looking upon the situation in connection with the United States and Canadian markets as rather doubtful. Stocks on hand at mill points are, if anything, somewhat heavier than a year ago, though in many important cases they have practically all been sold, but not moved. One of the most prominent and successful manufacturing concerns between Montreal and Quebec states that it expects that the 1914 average of prices will at least hold good and the same firm reports that the prices last year showed an increase of eight per cent. over those of 1913. This particular firm is taking out only two-thirds as many logs as last winter.

Most of the New Brunswick manufacturers report that they are taking out a heavier cut of logs this winter than last winter and that the outlook for 1915 trade in connection with the English market is the best that it has been in many years. It is believed also that the United States market, on account of the situation in Great Britain must show a similar upward tendency or go without Canadian lumber. Reports in regard to stock on hand at mill points vary greatly, but indicate a reduction in general as compared with last year. Nova Scotia manufacturers are looking for a good year's business in long lumber.

The demand for spruce at Boston is light, but prices continue firm. Frames are quoted at $24 for 8-in. and occasionally $25 for prompt delivery. Desirable sizes of random are selling at $21 for 2 x 3, $22 for 2 x 4, $20.50 to $21 for 2 x 5, 2 x 6 and 2 x 7, $22.50 to $23 for 2 x 8, $23.50 to $24 for 2 x 10 and $24 to $24.50 for 2 x 12. No improvement is reported in the demand for spruce boards. The demand for shingles at Boston is slow and prices are uncertain. A few large manufacturers of fancy white cedar shingles are asking $3.50 to $3.60 for their choice brands. Most of the business in extra grades of white cedars is at from $3.35 to $3.40. Clears are quoted at $3.80 to $3.90 and second clears at $2.50 to $2.65. The demand for lath has fallen off a little.

## United States

Indications of improvement in trade conditions are fairly plentiful in the United States. Large orders which are being received from Europe and the revival in the placing of contracts for rails and equipment by railroad companies are resulting in a much better general feeling. Throughout the country, business men are looking forward with greater confidence to the immediate future. Increased movement is continually noted in lumber, and, although margins are very small, the indications are that the demand will increase as the year advances. No actual business boom is looked for, however, until after the war is over. Many large lumber manufacturers are preparing for increased operations in anticipation of business which has not yet developed. Inventories have shown that there are no very large stocks anywhere, either at the mills or in country or city yards, or at factories, and accordingly spring is expected to introduce a brisk movement of stocks. The trade in northern pine and hemlock has been handicapped by severe winter weather. Retailers and manufacturers, however, are putting in some stock to fill up their assortments. Orders for spring delivery have been secured in quite encouraging volume, consumers apparently being of the opinion that current prices are as low as they will ever be.

Pacific Coast manufacturers are again commencing to saw, anticipating a return to normal trade conditions. A good deal of curtailment, however, is still noticeable, and stocks are likely to diminish if a fair movement develops.

Reports from Minneapolis state that the lumber trade is picking up in an encouraging manner. Optimism is spreading and there is a steady conservative growth in the volume of business. Retailers are commencing to consider the purchase of stocks for spring requirements. A much healthier tone is shown throughout. Merchants are counting upon good spring business as farmers have sold their grains at good prices. The hemlock market has shown no particular activity, but the outlook is considered reasonably favorable. Stocks are not over large and curtailment in the woods is quite general. Prices are well maintained.

## Great Britain

Encouraging reports are published in the leading English financial papers of recent date, all indicating that experts in the financial world of Great Britain are expecting a good year during 1915. Most of these expectations are based upon a favorable turn in the war situation in the near future. Under such conditions they feel confidently that prospects are excellent for this year's commercial and industrial progress.

An immediate result of anything in the form of a decisive action in the western theatre of war, involving a withdrawal of German forces, would be a great demand for commodities in France, and as France is a rich country this would be a very encouraging factor in the renewal of trade activity. The same authorities consider that even with the heavy demands which are to be expected from Belgium, France and Great Britain for the use of capital after the war, the price of money will not be sufficiently high to hamper business.

Fairly active trade is reported in the London spot market. Exceptionally mild weather has prevailed, and at latest reports goods were still arriving from the north of Europe as well as Canada, although in limited quantities on account of the very high freight rates. It is expected, however, that lower freight rates will prevail before very long. Prices still continue to show an upward tendency and it is an easy matter to dispose of stock of almost any size. Deliveries are still above normal, particularly planed goods. Packing case makers are very busy with special orders, in addition to home trade requirements. Everything combines to produce a very satisfactory and hopeful trade situation at present. The demand, moreover, is expected to increase whenever stocks commence to arrive more plentifully. The deliveries at London docks for the week ending January 9th amounted to 4,128 standards as compared with 3,422 standards during the

(Continued on page 62)

View of Mills in Sarnia.

# BUY THE BEST

Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

***"Rush Orders Rushed"***

## Cleveland-Sarnia Sawmills Co., Limited

**SARNIA, ONTARIO**

B. P. Bole, Pres. F. H. Goff, Vice-Pres. E. C. Barre, Gen. Mgr. W. A. Saurwein, Ass't. Mgr.

# Edward Clark & Sons

## TORONTO

***Manufacturers and Wholesalers of***

## *Canadian Hardwoods, White Pine and Spruce*

***Specialties Birch, Brown Ash and Basswood***

WE are forced to admit that business is not all that we would wish it to be. But we are more than pleased with the marked improvement in trade situations and sales since the New Year.

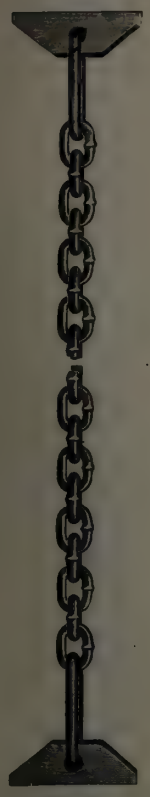
Let us figure with you on your requirements now while we still have such a choice assortment of stock.

***Below we note a few of our choice items:—***

**200,000 ft. 4/4 Birch 1st and 2nds wide and Log run for color**
**500,000 " 4/4 Birch No. 1 Common**
**200,000 " 6/4 x 10" and up Birch Stair stepping**
**1,000,000 " 5/4, 6/4 and 8/4 Birch No. 1 C & B**
**300,000 " 10/4 Birch No. 1 C & B**
**300,000 " 12/4 Birch No. 1 C & B**
**50,000 " 4/4 Basswood 1st and 2nds**
**50,000 " 5/4 Basswood 1st and 2nds**
**1,000,000 " 4/4 Basswood No. 2 C & B**
**75,000 " 6/4 and 8/4 Brown Ash No. 1 C & B**

We have a few cars of choice dry virgin growth Soft Corky White Pine in 4/4, 6/4, 8/4 and 12/4 at our Trout Creek plant and in addition are trying to do our best toward keeping business moving in our own country by running our plant there as usual this winter.

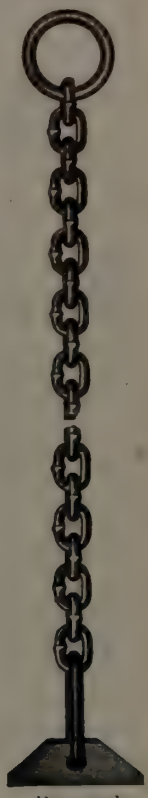
We solicit your enquiries for dry stock or stock cut to your order and can promise you our usual close attention.



With Two Sheared Toggles

McKinnon Electric-Weld

McKinnon Swell-Weld



Ring and Sheared Toggle

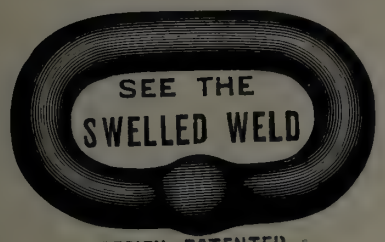
# "Dreadnaught" Steel Loading Chain

## Does not break at the Weld

MADE IN CANADA

MADE IN CANADA

5-16 in. Dreadnaught Steel Loading Chain, pulled to stock break at 9230 lbs., proving the weld the strongest part of the link. Tested at Syracuse University, September 27, 1912.

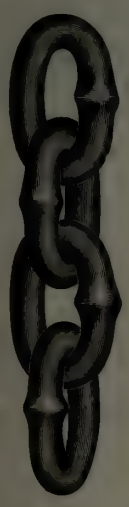



DESIGN PATENTED

Note the increased material at the weld, strengthening the only possible point of weakness, by the addition of 25% more stock and thereby adding 25% more strength. In our chain the weld is actually the strongest part of the link.

DESIGN PATENTED

The strength of a chain is that of its weakest link, therefore, a chain for loading purposes is required to have all links perfectly welded and of uniform strength. Our chain is formed and welded on automatic machines, with pressure and current so regulated to give each weld exactly the proper amount to assure a perfect joint.



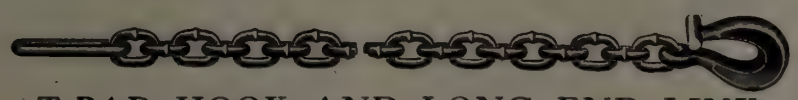
The material used in the manufacture of Dreadnaught Steel Loading Chain is the highest grade of steel, made to special analysis to meet our requirements. Samples of chain are constantly being taken from the welders and tested to destruction. Unless samples show a stock break, that run of chain is rejected. Every pound of chain is actually proof tested before being shipped, this test being higher than the safe working load.

All chain is sold under our absolute guarantee of weld perfection, with replacement free of charge if it breaks at the weld.

Combined tensile and distortion test, proving weld perfection

## Made in Canada at St. Catharines, Ont.

Boom and Rafting Chain



T-BAR HOOK AND LONG END LINK

Log and Binding Chain

corresponding week of last year. At Churchill & Sim's recent auction sale, 3 x 11 third Quebec yellow pine sold at £17 15s. and £17 10s. Fourths brought £14 5s. and £14 10s. Quebec yellow pine, 3 x 10 and 9 sold at £16 15s. and 3 x 8 at £15 15s. and £15 10s.

At Liverpool there continues a steady demand for spruce deals. Recent arrivals are finding a good market. A large proportion of the current business is for government requirements. An unsatisfactory condition exists in connection with the railroads which are not able to deal with traffic as fast as it presents itself. At a recent date forty large steamers were lying in the north end docks waiting for berths to discharge their cargoes. The explanation given is that there is a shortage of labor. No transactions in spruce deals "to arrive" are reported as yet, chiefly because of the difficulty in securing tonnage. There is very little to report in connection with cargoes of spruce deals on a c.i.f. basis. The chief arrivals of late have been small parcels by liners, which are disposed of readily at full values.

# Market Correspondence

**SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD**

### Ottawa Trade Expecting a Fair Year

Ottawa, January 25 (Special to the Canada Lumberman):—Many of the men who have been in the lumber camps since early last fall are now leaving and in their places are going teamsters and others necessary to haul the logs down to the lakes and rivers preparatory to the thaw in the spring. The roads in the woods are fairly good. Recent heavy falls of snow have helped conditions there. Though trade is fairly quiet in the Ottawa district at present lumbermen are setting their machinery in order, so as to be ready for business later on, which they hope will be fairly good in spite of the war.

A matter that is interesting lumbermen here and elsewhere is the announcement, from authoritative sources, that the Canadian railways will shortly apply to the Railway Commission for permission to increase their freight rates by five per cent. Recently the Interstate Commerce Commission of the United States allowed the railways in that country east of the Mississippi to advance their freight rates by five per cent. However, if the application is made here next month, as reported, a vigorous protest will be made by manufacturers in general of whom lumbermen form a considerable part.

There is considerable dissapointment felt here over the action of the Australian Government in advancing the tariff on a number of articles imported from Canada, such as timber and manufactured woodenware, etc. Two years ago Canada offered to make a reciprocity pact with Australia and Sir George Foster, Minister of Trade and Commerce, visited that country with a view to putting the machinery in motion that would result in the completion of the arrangement. Now that Australia has increased her tariff on many articles imported from other countries; in some cases as high as 50 per cent., there is considerable surprise and disappointment felt in official Ottawa; also among manufacturers throughout the Dominion.

Mr. George H. Millen, formerly joint manager of the E. B. Eddy Company, of Hull, was appointed president of the company at a meeting of the directors a few days ago, to succeed the late Mr. W. H. Rowley, who died suddenly in Toronto two weeks ago. Mr. John Taylor, formerly assistant secretary of the company, has been made secretary and elevated to the board of directors.

Matters of interest to lumbermen were discussed at the annual meeting of the Commission of Conservation and the Canadian Forestry Association held in Ottawa last week. In spite of the war it was decided by the directors of each body that the good work they exist for must be continued without any curtailment.

### Barbados Market Report

S. P. Musson, Son & Company, Barbados, report under date of December 28th, as follows: Lumberstuffs—White pine—Since our


Logging and Flat Cars

Always have on hand a full line of

Rails–Yard Locomotives–Cars

NEW AND SECOND HAND

*12 to 80 Pound Rail Carried in Stock*

Logging Locomotives

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TORONTO, - ONT.

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**Buy It To-day, Use It Always**

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TARPAULINS

**Satisfaction Guaranteed, Or Money Cheerfully Refunded**

TEAMSTERS, Warehousemen, Shippers, Salvage Companies and Fire Chiefs all over Canada unite in their praises of "Bulldog Tarpaulins."

Manufactured under special secret process and sold under special guarantee, "Bulldog Tarpaulins" offer the greatest protection at the lowest minimum of cost. Right now—is the time to investigate. DO-IT-NOW, TO-DAY.

**Manufacturers of:-- Workmen's Shirts, Mackinaw Clothing, Underwear and Socks.**

**Smart-Woods LIMITED**

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last there have been three arrivals, viz., the Schrs. "Inga" from Bear River, "F. C. Lockhart" from Shelburne, and the "Maple Leaf" from Halifax, with cargoes of 85 M., 348 M., and 253 M. ft. respectively. These had all been sold some months previously to arrive: the first two at $34 for merchantable and $26.50 for second quality, and the last $34 and $27, this latter cargo being mainly composed of second quality. These receipts have fully supplied the market for the time being, but other shipments are known to be on the way. Spruce—The "Inga" above referred to also brought some 78 M. ft., and 26 M. ft. hemlock. This was also contracted for, to arrive, at $27 for shippers, and $20 for the hemlock. Further receipts are still required, and we can recommend consignments. Pitch pine—No receipts. Shingles—No arrivals to report during the fortnight, but stocks of all grades are ample for present requirements. Shooks—No arrivals. Wood hoops—Some 761 bundles have come to hand by the London steamer for dealers' account.

## Montreal Trade Expecting Good English Demand

Montreal, January 23rd (Special to the Canada Lumberman): The New Year has not opened very brightly for local firms. Business is quiet. On top of the small turnover, there have been some failures in the contracting and lumber sections which have affected a large number of lumbermen. This is the dark side of the picture. On the other hand, it is more than likely that Great Britain will be a heavy buyer in this market, particularly of spruce, for which there is a considerable demand in the Old Country. The extremely high rates and scarce tonnage are the discouraging features, and the stiffness of the rates may be judged from the fact that 100s. per standard was refused by one of the steamship companies. Nevertheless, prospects are satisfactory.

The Pulp and Paper Association have had under construction the proposed increase in railway freight rates on pulp, newsprint, and lumber shipped from Canadian points to the United States. The increase is at the rate of 5 per cent. and as there is a large quantity of these commodities shipped from Ontario and Quebec, it follows that the additional cost would be considerable. Thus the freight on newsprint would be 18.9 cents per 100 lbs. in place of the present rate of 18 cents. At a meeting of the Association held on January 19 at the Montreal Board of Trade, which was attended by representatives of the Manufacturers' Association and the Montreal and Toronto Boards of Trade, the question was discussed at length, but the representatives of the associations and firms interested decided not to take action pending the receipt of further details as to the effect of the rates upon the industries. The meeting was accordingly adjourned.

# New England Trade—A Trying Year

### Financial and Political Influences Depressed Trade—War Increased Disturbance—Conditions Now More Promising

All we can say about the lumber business for the year 1914 is that we think it has been a series of disappointments to about everyone who has been active commercially in this section of the country. We think the volume of sales has been curtailed in most places from 20 to 35 per cent. Money has, until recently, been tight, and many parties without the best of bank credit have had difficulty in meeting their obligations. Prices on most classes of merchandise have sagged strongly during the year, and we have noticed in the last few weeks there has been a marked drop in the value of foodstuffs, although this class of merchandise has, until recently, held very strong compared to other merchandise.

We cannot help but feel that the Government of the country is to quite an extent to blame for the existing conditions, of course, excepting the war in Europe which had quite a detrimental effect here in the United States; although we think it is quite noteworthy that the United States handled its finances probably better than most any other country in the world during the few months following the outbreak of the war. Nevertheless, credits were curtailed, banks stopped loaning on mortgages and it was very difficult for financiers and large corporations to refund bonds and obligations falling due. However, considering the very troubled times, we think this section of the country is to be congratulated on having handled finances in general business as well as it has.

#### Politics a Source of Disturbance

We attribute the business depression first, to the change of Government at Washington and the inevitable stagnation and trouble which always follows a drastic reduction in the tariff on imports, and of course, later to the European troubles; but we cannot help but feel that the Republican Party is to quite an extent responsible for the stagnation which has been caused, because, when the reading on the wall was perfectly clear, tending to show that the inhabitants of the United States believed that the tariff was too high, and that the existing tariff helped to foster monopolies which took more than their share of the profits, still they were unwilling, as a whole, to meet the issue squarely and put in operation a reasonable reduction in the tariff which would have tended largely to obviate the necessity of a change in Government, which followed their refusal to meet the public demand. In this country it seems to be necessary that the people of the country must from time to time take a dose of physic as it were to clear their constitutions, and it seems to the writer as though this dose of physic is always administered by the Democratic Party. It is unpleasant, but necessary, and we are happy to say, generally lasts only through one administration.

We also attribute the present commercial troubles of this country in part to the unwillingness of some of the railroads to play fair with the public and use their powers in a reasonable and businesslike way for the general good. Instead of that, they apparently, in some cases (we are happy to say not in all cases), took advantage of their power to squeeze the public through combinations which were unwarrantable and which tended to reduce greatly the value of their securities, thus making it necessary for the Government to take drastic measures to prevent anything of this sort in the future, and, as in all such cases, the Government probably went too far and crippled the railroads by their very excessive supervision. We are happy to say that now they seem to be letting up a little and are giving the railroads a little more chance to do business on a paying basis.

#### Monetary Conditions Improving

The monetary conditions have become much easier here. Banks are accumulating surplus which always follows a sharp season of depression, and we have heard of some cases recently where savings banks and other institutions are beginning to place money on real estate mortgages, and in other ways to help legitimate trade, and we have no doubt that there will be a gradual improvement, as there always has been in the past, after a long season of depression; and it certainly seems reasonable to think, barring any further unexpected disturbances like the war, that we ought to see a gradual improvement during the year 1915.

We think that when the annual statements of many corporations come out they will show at least a lack of profits for the year, if they do not show quite a shrinkage. We know quite a number of the banks have thought it proper and desirable to charge off against their surplus account many possible and probable losses which will result from the 1914 business and think it will be a season of general readjustments of values.

There is one thing rather noteworthy in connection with the general happenings of the year 1914 which we have not touched upon, and that is, whereas, there has been so much stagnation and such hard times during the year, there have been in the lumber business at all events, in this section, comparatively few failures. Many people have needed help either from their bank or their creditors, and have gotten that help and have not been obliged to go into insolvency, or probably in most cases, to ask general extensions, and while we feel in a general way that the year has been a very trying and unsatisfactory one, we have found comparatively very few really bad bills which should be charged off on the year's account for 1914. While we do not look for much improvement during the remainder of the winter, we do hope and expect that there will be a gradual improvement throughout the United States during the year 1915.—Shepard & Morse Lumber Company.

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**Spruce, Hemlock and Hardwoods**

**Hemlock & B.C. Timbers**

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Domestic Shortening is saving the largest and best bakers many dollars. Produces better results at less cost. It is pure clean product, a vegetable shortening. Try it now. Send order to any agency or to the Domestic Shortening Dept., Toronto.

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Bacon
Sausages
Cooked Meats
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We make the chains according to any dimensions desired, guarantee splendid workmanship; uniformity; dependability.

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Let us quote for your needs.

Snd for catalogue giving stimated weights of various sizes of chain; prove test; breaking, straining and safe-working loads, and giving hints regarding the care of chain which will prolong a chain's usefulness.

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Board of Trade Building, MONTREAL

**A New Year's Resolution**

I shall carry my patriotism into my business, and so conduct it that every transaction shall, as far as possible, contribute to the upbuilding of national resources.

MY LINE

**PINE, SPRUCE, HEMLOCK**

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GOOD STOCKS PROMPT SHIPMENTS SATISFACTION

**C. A. SPENCER** *Wholesale Dealer in Rough and Dressed Lumber, Lath and Shingles*

Eastern Townships Bank Building, MONTREAL, Quebec

# EDGINGS

## Ontario

The Rainy River Lumber Company, Limited, have changed their head office from Rainy River, Ont., to Fort Frances, Ont.

P. & J. Shannon, Biscotasing, Ont., have purchased the sawmill and lumber business of Booth & Shannon, Biscotasing, Ont.

The H. & H. Box Company, Limited, has been incorporated in Ontario with head office at Pembroke and an authorized capital of $100,000. The provisional directors are A. J. Thomson, W. S. Morlock and R. C. Berkinshaw, all of Toronto.

The Hydro-Electric Power Commission of Ontario, Continental Life Building, Toronto are open to receive offers and quotations for delivery of cedar poles during 1915. The requirements call principally for 35 ft. and upwards, 7-in. tops.

The Canada Furniture Company, Woodstock, Ont., who are putting up a $15,000 addition to their factory report that they have stopped work upon it temporarily. The building will be completed in the spring and will be four storeys, 100 x 60 ft.

Tenders are being called for, by the secretary of the Board of Control, Ottawa, closing February 23rd, for the supply of lumber for 1915. Specifications will be on file at the office of the city engineer and at the office of MacLean Daily Reports Limited, 25 Charlotte Street, Toronto.

Among the Canadian firms which have received orders for saddle trees arising out of the war are the Guelph Lumber Company, Guelph, Ont., who have already manufactured a large number of saddle trees under a sub-contract from one of the firms which contracted for the production of complete saddles.

The Gulf Pulp and Lumber Company, Limited, has been incorporated at Ottawa. Its head office will be at Montreal and it will be capitalized at $250,000. Frederick E. Ritchie, lumber merchant of Montreal, is one of the incorporators. The company will carry on a general lumber, pulp and paper business.

The Hydro-Electric Power Commission of Ontario are calling for tenders for a supply of Canadian cedar poles. They will probably want altogether about 20,000 Canadian cedar poles from 25 to 70 feet in length. The majority of these will be 30, 35 and 40 feet long and must comply with the Commission's specifications which can be had upon application.

## Eastern Canada

The sash and door factory belonging to Gingras & David, 6255 de St. Real Street, Montreal, was recently destroyed by fire. The loss is estimated at about $50,000.

A report from Amherst, N.S., states that the Rhodes Curry Company, Limited, have purchased the Wellington Tillmore property and are now operating a mill upon it.

The Brompton Pulp & Paper Company, East Angus, P.Q., report that they have recently commenced running their 162 in. news machine, which started up well and is running satisfactorily.

The Maple Leaf Lumber Company, operating in the vicinity of Londonderry and Folleigh, N.S., report that they now have over 300 men in the woods and expect to have an output this winter of 12,000,000 ready for shipment in the early spring.

The Wilson Box Company, Limited, St. John, N.B., have recently completed a new sawmill at Bonny River, Charlotte County, N.B., where they have important timber interests and where they intend to saw box boards chiefly. These boards will go to their box plant at Fairville, N.B., over the Shore Line Branch of the C. P. R.

The Graddon Lumber Compny, Limited, Montreal, has been formed with a capital of $50,000, for the purpose of acquiring the assets and liabilities of the Graddon & Owens Lumber Company. The incorporators are Messrs. C. B. Graddon, J. Buchanan, F. Wigg, W. T. Owens, and E. A. Wright. The charter gives power to manufacture and deal in lumber and timber, and also to deal in timber limits.

Application will be made to the Quebec Legislature during the present session for an act to incorporate "La Societe des Reserves hydrauliques du Saguenay." The object of the incorporation is to establish and operate dams, dykes, etc., on the Peribonka, Chicoutimi and au Sable rivers for storing waters and regulating the flow in order to facilitate the floating of timber. The applicants for incorporation are J. E. A. Dubuc, J. E. Cloutier, R. Belleau, A. Bechard, A. Langlais, and J. F. Grenon, all of Chicoutimi, P.Q.

## Western Canada

A report from New Westminster, B.C., states that the Mackie Mill & Mercantile Company intended to commence the erection of their new shingle mill

during the third week in January. The plant will have an initial daily capacity of 200,000 feet and will employ about 35 men.

The Cameron Lumber Company, Victoria, B.C., recently secured a contract for supplying 4,000 tons of box shooks for the English market.

The Erie Lumber Company, Limited, has been registered in British Columbia as an extra-Provincial company. The head office of the company is at Cambridge, Minn., and the provincial head office at Nelson, B.C. Mr. C. R. Hamilton, Nelson, is attorney for the company. The capital of the company is $200,000.

C. Allison Peck, Hillsboro', N.B., is considering the purchase of a hardwood flooring plant at that point. He will equip the plant with woodworking machinery to replace a plant which was recently destroyed by fire. A new engine to run a rotary sawmill will be purchased, also various parts of machinery which were destroyed.

### Calendars for 1915

Graddon & Owens, 11 St. Sacrament Street, Montreal, have sent out a fine office calendar to their friends in the trade. The type is very large and the calendar has attached to it a fine colored picture reproducing a beautiful scene in the Trossachs.

A fine group of photographs reproduced in color, representing various stages in logging operations, with an attractive colored picture of a logger in the centre of the group, decorates the calendar sent this year by John Donogh & Company, wholesale lumber dealers, Traders Bank Building, Toronto, to their trade friends. The calendar is a large one, and very suitable for office use.

The Finger Lumber Company, Limited, The Pas, Manitoba, manufacturers of Saskatchewan white spruce, have sent out a beautiful calendar for the year 1915, to their friends in the trade. The decoration of the calendar is an attractive colored painting of a young lady. The picture is mounted in a buff colored frame on a soft green background, giving an exceptionaly good effect.

West, Peachey & Sons, Simcoe, Ont., have sent out an attractive calendar for the year 1915, to their friends in the trade. The large colored illustration on the calendar represents this company's alligator steam warping tugs at work, showing very clearly how efficient they are either for towing booms of logs or for transporting themselves over portages from one inland water to another.

One of the most attractive calendars that we have had the pleasure of receiving this year comes from the New Ontario Colonization Company, Buffalo, N.Y., whose mills are located at Jacksonboro, Ont. The calendar is decorated with an exceptionally attractive colored picture entitled "Shooting the Rapids," which represents a lumber jack riding a log through a swirl of water, mist and grinding logs. The picture is very stirring and full of human interest, especially to all those who are acquainted with the lumbering industry.

Wistar, Underhill & Nixon, wholesale lumber dealers, Real Estate Trust Building, Philadelphia, Pa., have sent a very practical calendar for the year 1915 to their friends in the lumber trade. A separate sheet is provided for each week of the year and each business day has a generous sized square of blank paper upon which to enter engagements, memos, etc. The number of days from the beginning of the year is also indicated in connection with each date. The pad is neatly mounted upon a red board bearing the company's name and address in white letters.

A handy little souvenir diary has been sent out by F. Reddaway & Company, 595 St. Paul Street, Montreal, the well-known manufacturers of Camel Hair and Camel Brand belting. Those who are fortunate enough to receive copies are certain to appreciate them greatly. In addition to the diary for the year, the book contains interesting information regarding the various products put out by this company and a number of useful colored maps at the back of the diary. A number of pages are included which are ruled off conveniently for keeping a cash account.

### Lumber and Pulp Statistics

J. Grove Smith, of the Canadian Fire Underwriters' Association, in a statement regarding the lumber and pulp industries, states that the capital investment in pulp and paper manufacture in Canada has increased in the last decade from $20,000,000 to $60,000,000, and the value of the product from $9,000,000 to $28,000,000. The amount of pulp manufactured into newsprint in Canada per annum is 480,000 tons, and the finished product would fill 16,000 standard railway cars every year, making a train 110 miles long. The cords of pulpwood consumed in the country amount to 600,000 per annum, and the logs, if placed end to end, would reach a distance of over 34,000 miles.

Circular saws of paper are being increasingly used in England for the cutting of thin plates of wood. Veneers made in this way are so smooth that cabinet-makers can use them without further planing.


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1" x 4" and up x 6/16' sawn July, 1914

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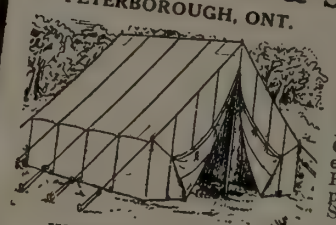

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Can be fitted to burn wood, coal or coke. Special price to lumbermen.

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**Caldwell's Molasses Meal**

Guaranteed to contain 34 per cent. Pure Cane Molasses

Increase the efficiency of your horses, keep them free from Colic and indigestion

Leading lumber camps now using it

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Dundas, Ont.

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**Canada Lumberman & Woodworker**
TORONTO, CANADA

**BELTING**
of every description
**HOSE, AND MILL SUPPLIES**
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**138 York Street, Toronto, Ont.**

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are
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bagged in strong, well-sewn sacks in anticipation of rough handling incident to CAMP USE.
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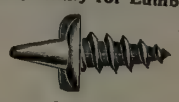
Made especially for Lumbermen



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**The Steel Co. of Canada, Limited**
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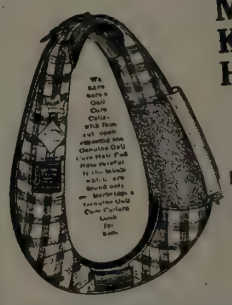

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These collars will not hurt your horses' shoulders.
No. 62 Lumber, Hogskin face, $37.00 doz.
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OTTAWA, ONT.
Offices also at Fort William and Montreal
**Largest Wholesale Dealers in Hay and Oats in Canada**
Write or wire us at any of the above offices. We do the rest.
"HE WHO SERVES BEST PROFITS MOST."

**HARNESS**
**COLLARS**
**SADDLES**

TRADE MARK
"The Alligator Brand"
A complete line with several specialties for the lumberman.
*Lamontagne Limited.*
Balmoral Block, MONTREAL

# LUMBERMEN

WE desire to inform the trade that we are in splendid shape to handle any business which you may be inclined to send us. Our stock is large and we continually have on hand lines which are particularly suited to the requirements of the camp. You who are not trading with us get in touch now and we can confidently say that we will be able to make it mutually advantageous.

## H. P. Eckardt & Company

*Wholesale Grocers*

TORONTO

# RUBBER GOODS FOR LUMBERMEN

**Belting** Our long experience in the making of Rubber Belts enables us to specialize on this line. "Monarch" "Red Strip" and "Lion" are our leading brands for power transmission. (Write for Booklet B-1.)

**Packings** "Redstone" High Pressure Sheet Packing has proved by test that it will outlast any other similar packing on the market. We make Spiral and Ring Packings, etc., that are equally reliable. (Booklet P-1.)

**Hose** for Steam, Water, etc., in various grades, made especially to give satisfactory and economical service under different conditions. (Booklet H-1)

**Fire Hose** One or more of our twenty brands of Fire Hose will be found, not only in the best equipped Factories, Mills, etc., but in almost every Fire Department in the Dominion. (Booklet H-1)

## Gutta Percha & Rubber, Limited

Successors to

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

# The Moreau Barks 3 Cords per Hour

The Moreau Barking Machine is something quite different from any other rossing device. It has a capacity of from 2 to 3 cords per hour and only requires 6 H.P. to operate it, and it eliminates the time consuming and costly operation of boiling logs.

The Moreau Barker only diminishes the log 18 per cent. as compared with a loss of 25 per cent. to 30 per cent. by other barkers.

The Moreau is an Automatic Barker and its working efficiency is not dependent upon the operator. This feature is particularly advantageous when the logs to be barked are crooked.

Used in conjunction with a pulp wood plant the Moreau Barking Machine will show surprising results. A valuable feature of this outfit is that it is readily portable to any point in the woods—at the railway siding or wherever shipping facilities are offered. Its own weight is sufficient to hold it in place when in operation.

The illustration shows the Barker at work by a siding with logs being loaded direct from the machine to the cars.

***Write us for literature and prices***

## The Moreau Barking Machine

**Company, Limited**

**St. Hyacinthe, Que.**

**Address all communications to C. Manseau, Sales Manager, Drummondville, Que.**

# WIRE AND WIRE PRODUCTS
## For Lumber Shippers, PULP MILLS, Shook Mills, Etc.

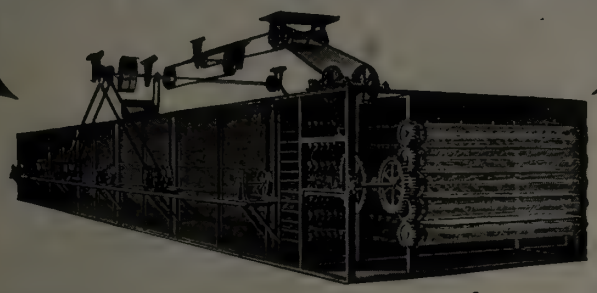
Wire for Car Stakes, Etc. Bundling Wire for Box Shooks, Laths, Pickets, Boards, Pulp, Etc. Wire Ties for Barrel and Keg Heading and Staves. Wire Nails, Wire Staples, Wire Barrel Hoops, Wire Bale Ties, Etc.

*Write for Prices*

## The Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

WINNIPEG--Harry F. Moulden & Son VANCOUVER—Geo. W.Laidlaw

## PROCTOR VENEER DRYER

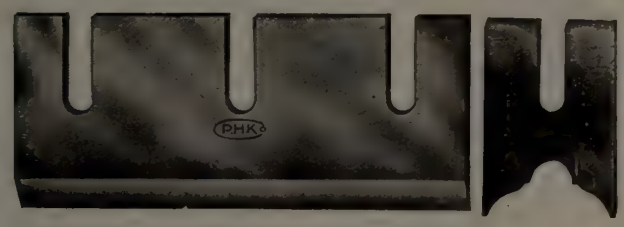


Dries enormous amount of veneer perfectly flat and pliable at minimum cost, without checks or splits

Send for catalog and list of users

The Philadelphia Textile Machinery Co., Philadelphia

## The Peter Hay Knife Co., Limited
GALT, ONTARIO




MANUFACTURING WOODWORKING

**Machine Knives, Circular Cutters and Mortise Chisel**

Patented Nov. 29-1892
July 19-1910

## PERFECT GROOVES

Any width, with or across grain. Rapid, no screw adjustment. Guaranteed to give satisfaction on all classes of work.

**Huther Bros. Dado Head** can be used on any circular saw mandrel and is adjusted in the time it takes to remove a saw. Sent on approval. Write for complete description and catalog.

HUTHER BROS. SAW MFG. COMPANY, Inc., 1103 University Ave. ROCHESTER, N. Y.

## Do You Want a Salesman?

¶ Every live lumber salesman in Canada reads the Canada Lumberman and Woodworker.

¶ You can get the man you want through a small advertisement in the "Wanted and For Sale" department of this paper.

**Canada Lumberman & Woodworker**
Toronto, Ontario
Montreal Office, 119 Board of Trade Bldg.

# Boss Line Lumbering Tools

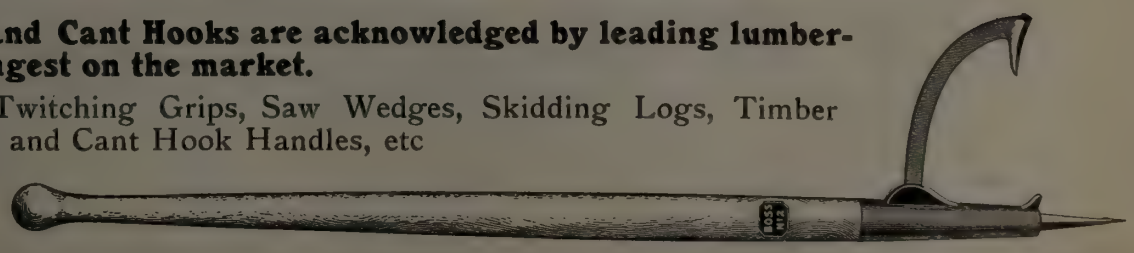
Manufactured by

## The McFarlane-Neill Mfg. Co., Ltd., St. Mary's, N. B.

**Forged Steel Socket Peaveys and Cant Hooks are acknowledged by leading lumbermen to be the lightest and strongest on the market.**

Try our Steel Loading Blocks, Twitching Grips, Saw Wedges, Skidding Logs, Timber Carriers, Split Rock Maple Peavey and Cant Hook Handles, etc

*Catalogues furnished and prices quoted on application*



# Clyde Logging Machines

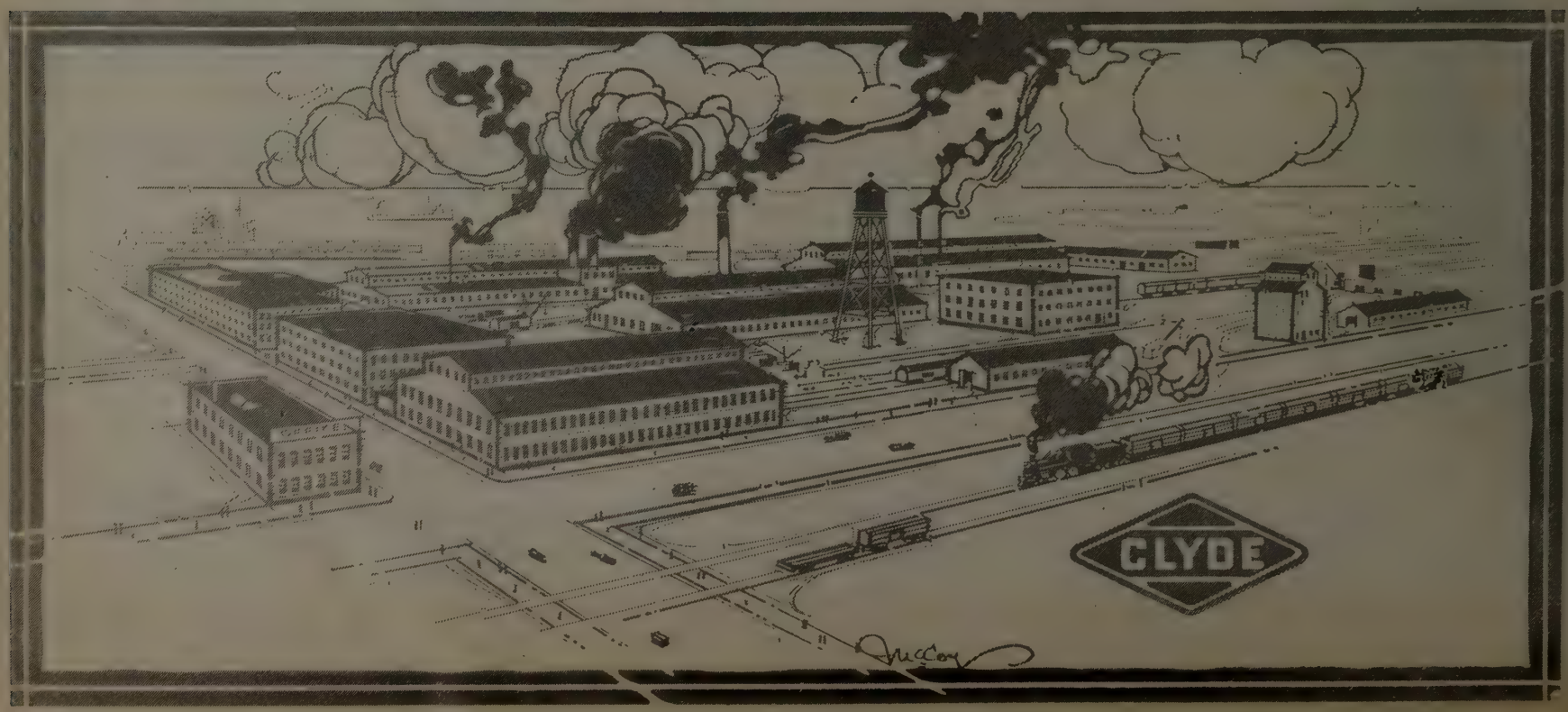
ENABLE YOU TO SAVE MONEY WHEN TIMES ARE BAD

AND TO INCREASE YOUR CAPACITY WHEN TIMES ARE GOOD

This ILLUSTRATION shows a FOUR-LINE REHAUL CLYDE-SKIDDER
We Build Fifty Different Types and sizes of LOGGING MACHINES

## CLYDE IRON WORKS

MANUFACTURERS of MACHINES for EVERY LOGGING OPERATION.
DULUTH, MINNESOTA. U.S.A.
NEW ORLEANS CHICAGO HOUSTON SAVANNAH MEMPHIS PORTLAND



# The Graton & Knight Mfg. Company

1851 G&K

TRADE MARK
REG. U. S. PAT. OFF.

# Lace Leather is Never "Short"

You take no chances on G & K Lace Leather either in quality or quantity.

Every piece is measured accurately by our "Turner" measuring machine, which is operated by a "sworn" measurer and regularly inspected and sealed by Massachusetts State Authorities.

G & K Lace Leather incorporates the essential qualities of uniform thickness, great tensile strength, unusual pliability and long life under severe usage. The sides are closely trimmed and the hand cut lacings are well balanced.

All quality and measurement statements and guarantees apply to each brand of G & K Lace—the Royal Worcester, which is a mechanical lace, the strongest and most durable of its kind—the Kelton-Bruce Original Indian Tanned, the standard of tanned lace leather since its inception in 1871—the Crescent, a rawhide lace of excellent quality.

Be sure to look for the Trade Marks, they are your protection and guarantee of accurate measurement, superior quality and absolute satisfaction.

***You will be interested in our Lace Leather prices and samples. May we send them?***

# The Graton & Knight Mfg. Company

***Oak Leather Tanners, Belt Makers and Lace Leather Mfgs.***

**Unity Building, 57 St. Alexander Street, Montreal, P. Q.**

**Office and Factory, Worcester, Mass., U. S. A.**

ROYAL WORCESTER 1851 G&K TRADE MARK ALWAYS RELIABLE GUARANTEED FULL MEASURE

CRESCENT

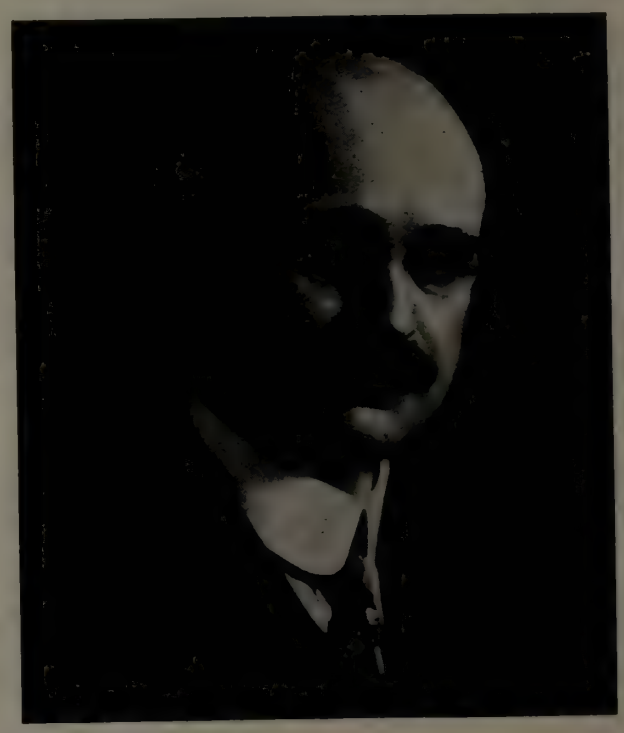
KELTON BRUCE ORIGINAL INDIAN TANNED MANUFACTURING COMPANY

Saginaw Band Resaw,
Style "K."

## For Over
# Twenty Years

E. C. Mershon has been recognized as the authority on all matters pertaining to the sawing of wood with a Band Resaw. Purchasers of Mershon Band Resaws have the benefit of his experience.

Power Feed Band Ripsaw
No. 1.



E. C. Mershon
President
Wm. B. Mershon & Co.

Saginaw Band Resaw,
Style "L."

# Wm. B. Mershon
## & Company
## Saginaw - Mich.

*a Specialty—Not a Side Line*

BAND RESAWS

New Standard 60. in.
Band Resaw.

# Lumber Camp Ranges and Heaters

Our stoves are specially designed to meet all requirements of camp work.

We know exactly what is necessary and desirable in this class of stove.

We put into all our stoves the best of material and workmanship coupled with the best of expert experience.

The 10-36A Leader Range for coal or wood, shown in this cut is specially adapted to Lumberman Camps, Boarding Houses, Hotels and Railroad Construction Camp Work.

It is large, heavy and strongly built. Has good oven space and large heating surface. When a good, solid, reliable stove is wanted the 10-36A Leader Range will give satisfaction.

## All Kinds of Stoves for Large or Small Camps

10-36 A Six Hole Leader Range and Reservoir

## The Lumberman Heater

**The Lumberman Heater is built with a heavy boiler plate body, the ends are made of heavy cast metal with a large fire door.**

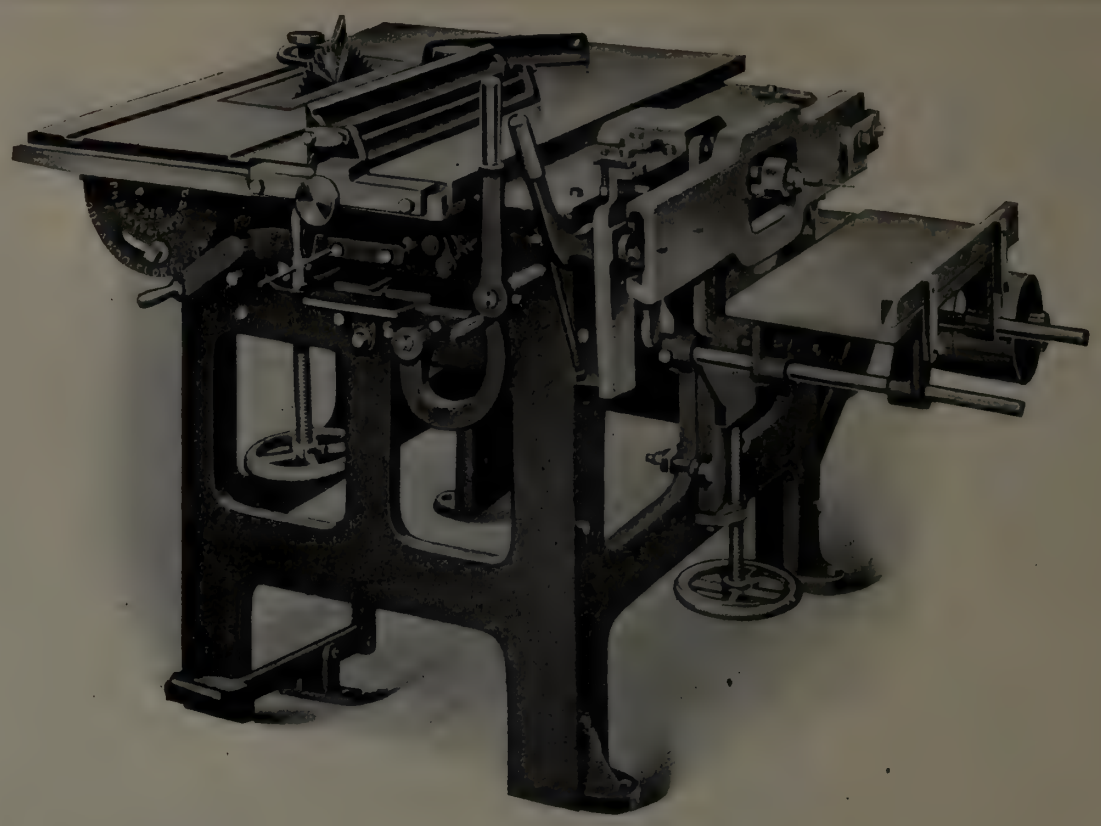
This Heater is used in Lumbermen's Camps, Boarding Houses, Schools and on Railway Construction. It is a perfect Heater and very durable.

***Write for our Catalogue and Price List.***

# Adam Hall, Limited, Peterborough, Ontario

**Original and Pioneer Manufacturers of Camp Ranges. For over 36 years the leading Canadian makers of ranges and heaters for camps, hotels and railway construction.**

(When answering mention the Canada Lumberman and Woodworker)



# The Ideal Window Frame Machine No. 3

## Every Window Frame Problem is Easily Solved by the Ideal No. 3 Machine.

**Does all the work perfectly, quickly and economically. Runs like a top—Easily Adjustable—Substantially Built**

**Is Designed for**

**Mortising Sash Pulleys Cutting the Pockets Dadoing Plowing the Grooves Ripping Bevel Edges of Sills Cutting Frame Lumber to Length Saving Floor Space Saving the Carrying of Lumber from One Machine to Another General Variety Saw-table Work Ripping, Cross Cutting, Dadoing, Etc.**

All the work of Cutting Pockets and Pulley Mortising is automatically gauged by stops, thus insuring greater speed and accuracy.

Each of the Three Features of the machine **are entirely independent** of each other, so that **the Pockets, Pulley Mortises and Gains** (for heads and sills) may be worked **without a single change or adjustment** to the machine, and at **one handling of the jambs.**

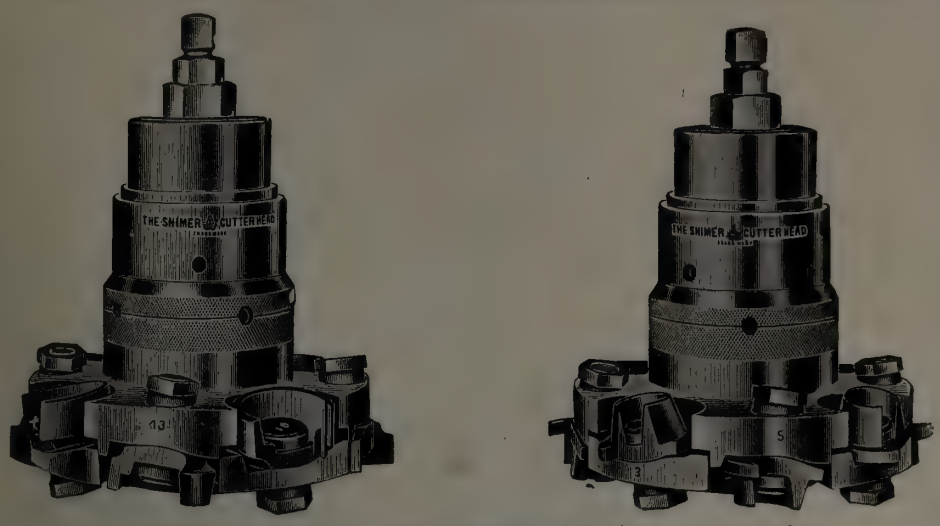
We guarantee this machine to have from 50 to 100% greater capacity than any other machines on the market.

Write for our 56 page Catalogue No. 10, describing this and nine other machines for Window Frame Work, Dadoing, Miter Work, Saw-guards, etc.

# The Phillips Manufacturing Co.

Orlando, Fla., U. S. A.

# THE SHIMER CUTTER HEADS




**The "Shimer Limited" with expansion $72.46 per set, complete.**

# There Are No Delays

when an order for mill work comes into a planing mill where Shimer Cutter Heads are in use. No matter whether the order is for Flooring, Ceiling, Siding, Wainscoting, Ship Lap, or Door and Sash mouldings, there is no waiting until a high priced man forms cutters to do the job. The Shimer Heads are simply slipped on the spindles and the machine starts in to turn out uniform patterns of quality work.

When it is necessary to sharpen cutters there is none of the usual delay in touching up the shape, because Shimer Cutters never change their shape when being sharpened.

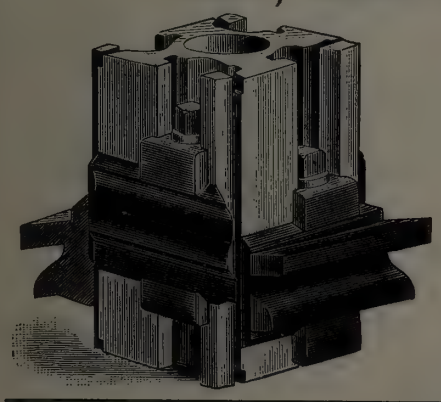
The Permanent Shape of the Shimer Cutter insures uniform patterns —insures that patterns made to-day will match with those made at any time in the past or future. It prevents all over-runs and left-overs from getting into the scrap pile and insures their sale along with the next batch put through the machine.

The saving in time of the men and machines—the saving in stock and the fact that many pieces of a cross-grained nature are saved from the offal pile, all work together for the prosperity of the mill man.

Shimer Cutter Heads must be seen at work to be appreciated. That's the reason we are so free in offering trial. Their good points have been demonstrated in so many thousands of mills that we welcome your order for a set on trial.

Send it today.

## The Shimer Combination Head for Doors, Sash, Blinds and Mouldings



The Head illustrated herewith is intended more particularly for the mills which make only a few mouldings or Door and Sash patterns and change work several times a day.

The outfit consists of one Combination Head with one set of Sash Bits, one set of Door Bits, one set of Cope Heads and Door Cope Bits and two Sash Cope Bits for the lower Door Cope Head.

The Bits are quickly changed and set to the gauge, when the Door and Cope moulds or the Sash and Cope moulds will match to a nicety. Bit can also be adjusted for different thicknesses of Door and Sash mould.

Price of outfit complete $47.31, guaranteed to be made of the best materials and sent on trial.

## Our Popular Cutter Heads

Figs. 202 and 203 are the leading tools, having Conical Duplex Bit Seats and The Shimer Cutter Head Expansion. Flooring Bits will work from 13/16 to 1½-in. in thickness with tongue and groove proportions expanded to suit.

Price, net, complete with one set of flooring Bits, the gauges for setting the Bits and wrench ... ... ... ... ... ...$40.95

Extra Bits for Flooring ... ... ... ... 11.44

Extra Bits for ceiling ... ... ... ... .. 10.40

With 4 bits to each head

## Jointer Heads

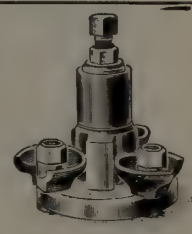
Figs. 54 and 55, with four Bits in line of work, shear the cut downwardly to insure a sharp and clean upper edge. They cut clean and free and are shipped out under our guarantee to give satisfaction.

Price, Heads, complete with Bits for 15/16 to 1¼-in., net only ... ... ...$31.20

Extra Bits 1½-in. face, the set ... ... . 10.40

Extra Bits, 2-in. face, the set ... ... ... 12.48

## O. G. Batten Heads

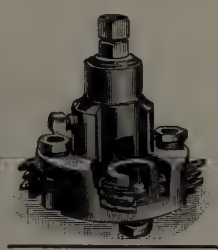


Figs. 48 and 49 represent our best tools for this work, having 3 Bits in line of cut so arranged upon their seat inclines as to protect all but cutting edge against friction and wear.

Price, two Heads, complete with Bits, net only ... ... ... ... ... ... ... ...$31.98

Extra Bits, each, net ... ... ... ... ... 2.08

## Double Ceiling Heads

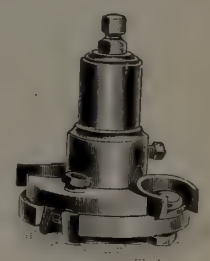


Figs. 45 and 46 are made in solid section, steel forged, with Bits of special design to cut two tongues on one edge of board, and two grooves on opposite edge, to be re-sawed for two thin boards tongued and grooved. Very complete.

Price, with one set of Bits, net ... ...$40.94

Extra Bits, per set of (8) ... ... ... ... 16.64

## Ship Lap Heads

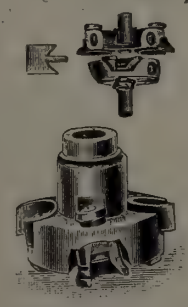


Figs. 38 and 39 are made of steel forgings, in solid section, designed especially for heavy duty. The bit seats have the latest improved slants to provide free cutting edges, and we sell them at the following low and net prices:

Heads with one set of Bits to work 15/16 to 1½-in. thick, net ... ... ... ... ..$34.84

Extra set of Bits ... ... ... ... ... 11.96

## Door, Sash and Coping Tools



That save all the hand fitting. No changing of patterns, therefore, no trouble in framing door and sash parts when matched with the Shimer Cutter Heads.

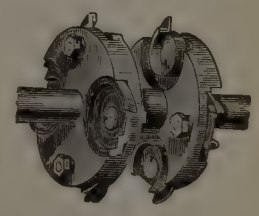
DOOR AND SASH HEADS

Fig. 82, solid flange, Door Head .....$10.75
Fig. 84, Expansion Door Head ..... 13.35
Fig. 86, solid flange, Sash Head ..... 9.75
Fig. 206, Expansion Sash Head ..... 12.35
Bits to work 1-in. to 1¼-in. Doors, 4.. 7.28
Bits extra to work 1 to 1¼-in. Sash (2 Moulded Bits, $4.30; 2 Rabbeting Bits, $2.86) ... ... ... ... ... ... ... ... 7.16

COPE HEADS

Fig. 83, Cope Heads (2) ... ... ... ...$12.90
Coping Bits, each ... ... ... ... ... ... 1.43

## The Shimer Box Board Matching Heads



make a uniform cut and close fit, as well after years of use as when new, with no friction upon the Bits. For thicker material the Bits can be expanded.

Price for two Cutter Heads to match ⅜ to ½ inch, $29.15.

We also furnish when desired a Yoke Mandrel with self-oiling boxes, boxed f.o.b. Galt, $11.05.

# Samuel J. Shimer & Sons, Inc.

**Milton, Pa., U.S.A.** — — — **Galt, Ontario, Canada**

# CANADA LUMBERMAN BUYERS' DIRECTORY

### ASBESTOS ROOFING
Can. H. W. Johns-Manville Co., Ltd.
Turner Bros.

### BABBITT METAL
Hoyt Metal Company
Canada Metal Company

### BAND MILLS
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Hamilton Company, William
Waterous Engine Works

### BARKING MACHINES
Moreau Barking Machine Co.

### BELT CEMENT
Graton & Knight Mfg. Company.

### BELT DRESSING
Dixon Crucible Co., Joseph
Graton & Knight Mfg. Company.
Turner Bros.

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Canadian Fairbanks-Morse Company
Can. H. W. Johns-Manville Co., Ltd.
Dominion Belting Company
Federal Engineering Company
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Graton & Knight Mfg. Company
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Sadler & Haworth
Smith, Nathan
Turner Bros.

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Sheldons Limited
Sturtevant Company, B. F.
Toronto Blower Company

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Jenckes Machine Company
Leonard & Sons, E.
Waterous Engine Works Co.

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Ontario Bond Corporation

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Lamontagne, Limited
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Smart-Woods Limited
Turner & Sons, J J.

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McFarlane Neill & Company
Pink Company, Thomas

### CEDAR
Thurston-Flavelle Lumber Company

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Laughlin Company, Thos.
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Morris Crane & Hoist Co., Herbert
Pink & Company, Thos.
Standard Chain Company
Waterous Engine Works Co.
Woodhouse Chain Company

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Morris Crane & Hoist Company

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Wilson Lumber Company
Wilson Lumber Company, Inc.
Wistar, Underhill & Nixon

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Benson & Bray Limited
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Heaps & Company
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Rimouski Lumber Company
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Canadian Western Lumber Company
Mason, Gordon & Company
Timberland Lumber Company
Timms, Phillips & Company

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Turner Bros.

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Cameron & Company
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Gillespie James
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Partington Pulp & Paper Co., Ed.
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Spencer, C. A.
Stearns Salt & Lumber Company
Webster & Bro., James

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Siemon Bros.
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Bartram Bros.
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Canada Lumber Sales Company
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McGibbon Lumber Company
Mason, Gordon & Company
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Quincy-Adams Lumber Company
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Spears & Lauder
Spencer, C. A.
Snowball Company, J. B.
The Long Lumber Co.

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Union Stock Yards Company

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Gutta Percha & Rubber Company
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Peter Hay Knife Company
Simonds Canada Saw Company
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Christy-Moir Company
Fraser Limited
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Georgian Bay Lumber Company
Harris Tie & Timber Company
Graves, Bigwood & Company
McGibbon Lumber Company
New Ontario Colonization Company
Partington Pulp & Paper Co., Ltd.
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Russell Brothers
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### LUBRICANTS
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Georgian Bay Lumber Company
Harris Lumber Co., Frank H.
Harris Tie & Timber Company
Harrison & Sons, John
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McLennan Lumber Company
Montreal Lumber Company
Newman, John P.
New Ontario Colonization Co.
Oliver Lumber Company
Parry Sound Lumber Company
Ritter Lumber Company, W. M.
River Ouelle Pulp & Lumber Co.
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Donogh & Company, John
Fesserton Timber Company
Fraser-Bryson Lumber Company
Gordon & Company, George
Gillies Bros. Limited
Graves, Bigwood Company
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Long Lumber Company
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Quebec & St. Maurice Industrial Company
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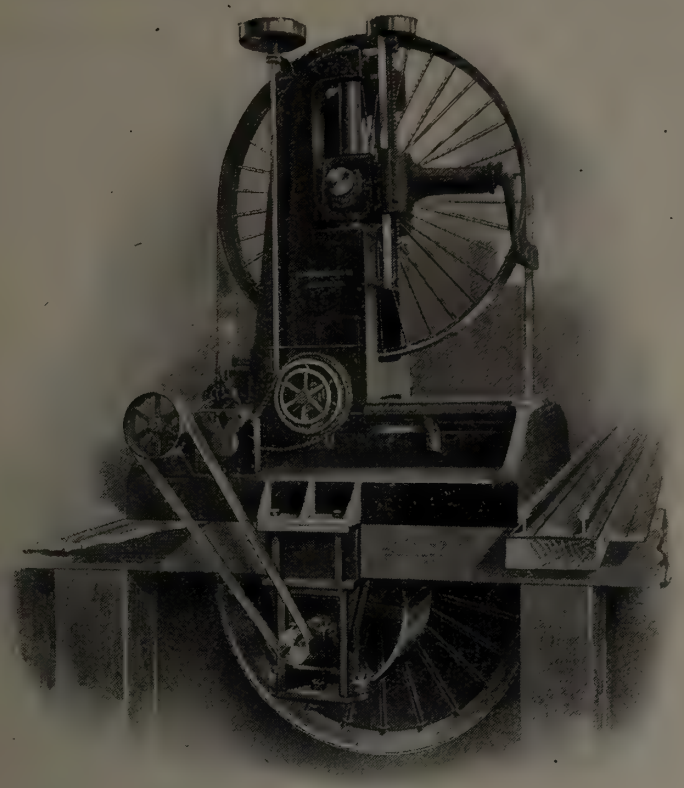

Clark 9Ft., 10 Ft., 11 Ft. Band

# Clark Bros. Co.

## OLEAN, NEW YORK, U.S.A.

**Saw Mill Engineers and Manufacturers of Saw Mill Machinery**

A complete line of heavy-duty saw mill machinery covering the requirements of any kind of timber from the largest to the smallest logs.

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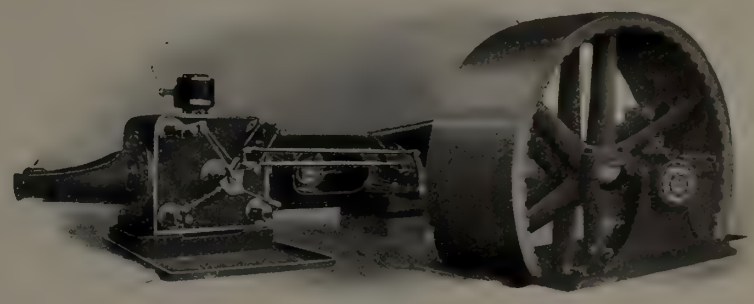
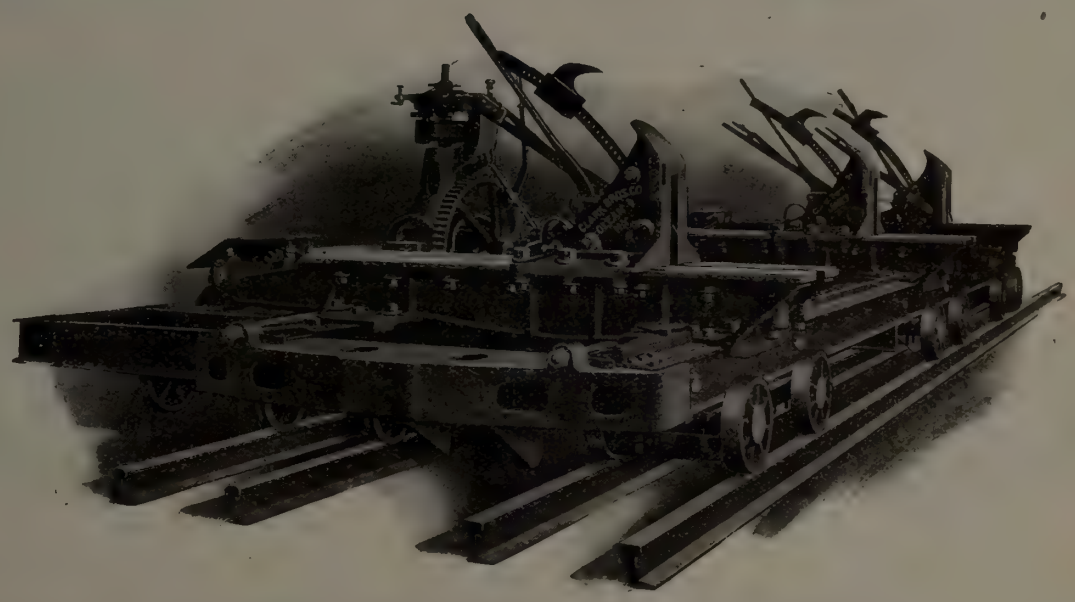


Clark Heavy-Duty Mill Engine

THE USE OF PROVEN EFFICIENT MACHINERY AND OF LABOR REDUCING METHODS INCREASES PROFITS



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Saw Mill with Concrete Building

**530,000 feet every 21 Hours with *28 men*** on the sawing floor is obtained in a Pacific Coast mill equipped with **CLARK** machinery. You do not hesitate to investigate possibilities of reduced costs and increased returns so

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The kind that you say "Same as Last" when you order the second time.

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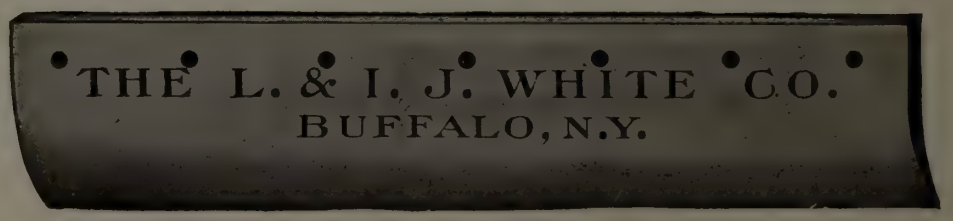
Did you ever buy Government Bonds at less than par? Certainly not. Why? Because you knew what you were getting and knew what they were worth.




Stave

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Planer

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Selling Agents—**RADCLIFF SAW CO., TORONTO**

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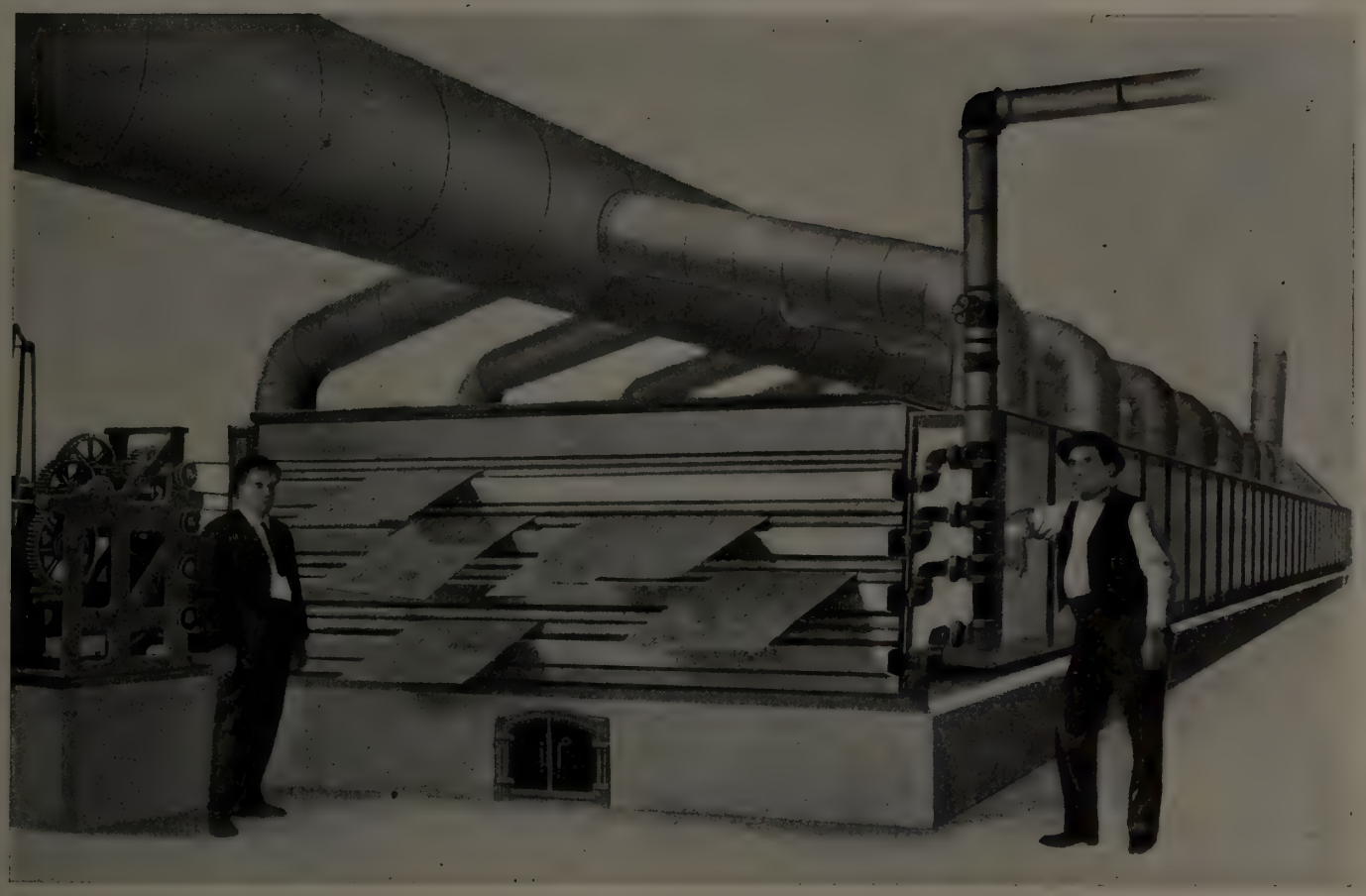
# Veneer Machinery



The Coe Automatic Roller Dryer is designed and built entirely of steel, iron and asbestos which construction gives it unusual durability and ability to withstand the severe service of being operated under the high temperature necessary to dry veneers thoroughly and rapidly.

The Coe dryer will handle any size or thickness of veneers of any species of wood. It will deliver them bone dry, commercially flat and even without splits, wrinkles or checks or without discoloring, glazing or polishing their surface.

The green stock is fed into one end of the dryer and it travels in one direction to the other end of the dryer where it is delivered bone dry ready for the glue room, stockroom or shipping.

Coe dryers have been designed and built for handling all kinds and thicknesses of stock and for all capacities.

***Write us for complete catalogue***

## The Coe Manufacturing Co.

**Painesville, Ohio, U. S. A.**

*Established 1850*

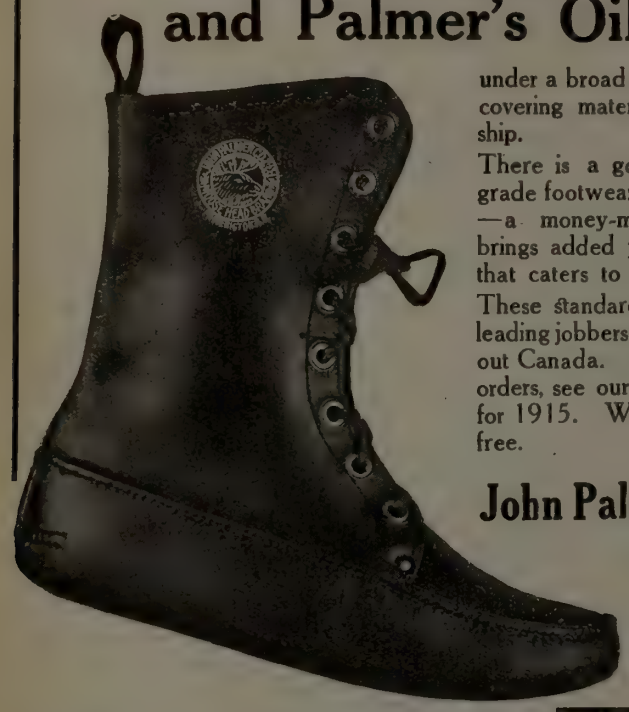
***The oldest and largest manufacturers of complete veneer mill equipment in the world.***

# DEALERS:--These Lines
## Make Money and Build Prestige

Our high-grade line of oil-tanned, waterproof shoepacks, mocassins, larrigans, sporting boots, etc., etc., is making money for many dealers, and has built up a big demand all over Canada and the United States.

Nearly forty years we have been supplying the famous

## "Moose Head Brand" and Palmer's Oil Tans



under a broad guarantee of quality covering materials and workmanship.

There is a good market for this grade footwear all the year 'round —a money-making trade that brings added prestige to the store that caters to it.

These standard lines are sold by leading jobbers of footwear throughout Canada. Before placing your orders, see our samples and prices for 1915. Write for Booklet L, free.

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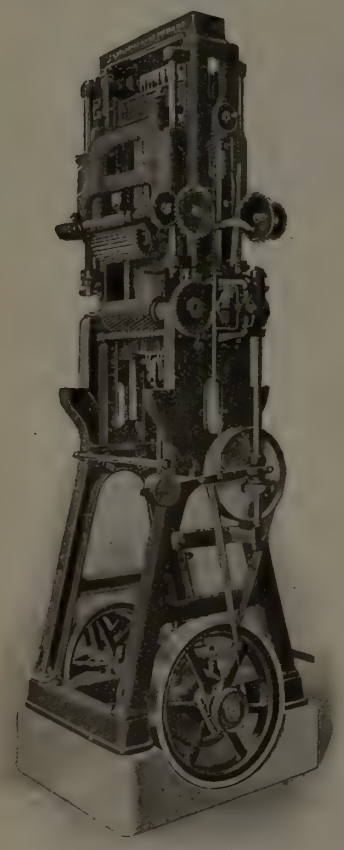
(Canada's largest manufacturers of oil-tanned footwear)





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## Saw Mill and Woodworking Machinery

meets the most exacting requirements of the up-to-date Saw Mill man.

Designed to meet the present day demand for machines capable of rapid and economical production with a minimum amount of labor.

The Bolinder line includes **High Speed Log Sawing Machines, Double Edgers, Cross Cut Saws, High Speed Flooring and Matchboarding Machines, Planing Machines, Automatic Boxboard Machines, Circular and Band Resaws, Special Patented Tonguing and Grooving Cutters, Etc.**

Ball Bearings used throughout.

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Manufacturers do not hesitate to discard expensive machinery when the time and labor wasted on such old equipment more than off sets the cost of new machines.

Every file should be considered as a machine. At a certain point in its life on any work it becomes so worn that its efficiency is impaired. It is slow—dull—inaccurate. The extra time it wastes in performing its work would more than pay the cost of several new files.

In the interest of efficiency and economy, it should be replaced with a new file—just as old machines are replaced with new equipment.

This "discard" point in any file varies with the skill of the worker and the character of the work. It is very late in the

## "Famous Five"

KEARNEY & FOOT
GREAT WESTERN
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because they are designed for a long period of maximum service.

They are made by the world's greatest file producers—with an output of 60,000,000 per year. They are manufactured on machines designed to make a tooth that will remove stock rapidly. They benefit by all the skill, experience and knowledge gained in our 50 years' experience. Every step in their manufacture—from steel to finished file—is controlled by us.

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YOU, too, can cut down your filing cost by using the "Famous Five"—and replacing them promptly when they have lost their efficiency.

# Nicholson File Co.

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***"FILE FILOSOPHY" and our complete catalog – sent on request.***

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

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**MADE IN CANADA**

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***Price 50 cents***

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This seems an absurd question—and the answer is always **"Of course they are"**—In which case provide your stables with:

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**Johnson's Horse Liniment, No. 1** (Alcoholic)
1 gal. jugs (Imperial) $4.50 gal.
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**Johnson's Horse Colic Remedy**
A sure and speedy cure for all kinds of Colic
1 gal. jugs (Imperial) 40 doses 5.00 gal.
1 lb. bottles 4 doses 8.00 doz.
2 lb. bottles 8 doses 15.00 doz,

**Johnson's Veterinary Healing Ointment** (Gall Cure)
2 lb. tins 2.00 per tin
4 oz. tins 3.50 doz.

**Johnson's Condition Powders** (Concentrated)
1 lb. Packages 3.60 per doz.

**Johnson's Camp and Household Remedies,** such as Cough Syrup, Healing Ointment, Headache Powders, Big 4 Liniment, Stomach Bitters, Cathartic Pills, etc., etc., have stood the test of twenty-five years and are in use all over Canada, from the Atlantic to the Pacific. Prices are lower than those of all other manufacturers. Letter orders receive prompt attention.

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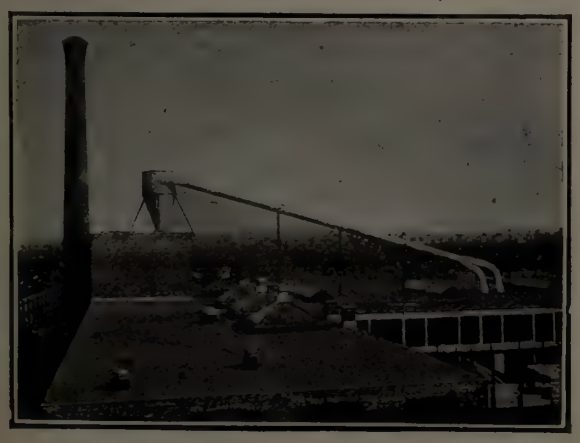

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We design and install Exhausting Systems for Planing Mills, Shoe Factories, Pulp Mills, Grinding and Buffing Plants, or for any business where it is desired to exhaust foul air or convey materials by means of fans. We will be pleased to have enquiriess

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## TORONTO, ONT.

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White Pine:

| | | |
|---|---|---|
| 1 inch No. 1 cuts and better | $50 00 | 52 00 |
| 1½ inch No. 1 cuts and better | 60 00 | 62 00 |
| 2-in. No. 1 cuts and better | 62 00 | 64 00 |
| 1½-in. No. 2 C. & B. | 45 00 | 47 00 |
| 2-in. No. 2 cuts and better | 47 00 | 49 00 |
| 4/4 No. 2 and 3 cuts | | 31 00 |
| 5/4 and 6/4 No. 2 and 3 cuts | | 37 00 |
| 8/4 No. 2 and 3 cuts | | 38 00 |
| 1-in. Good Shorts | 35 00 | 40 00 |
| 1 x 4 and 5 com. and dressing | 25 00 | 26 00 |
| 1 x 6 common and dressing | 27 00 | 29 00 |
| 1 x 8 common and dressing | 27 00 | 29 00 |
| 1 x 10 common and dressing | 31 00 | 32 00 |
| 1 x 12 common and dressing | 32 00 | 34 00 |
| 1 x 10 and 12 mill cull stocks | | 23 00 |
| 1-in. mill cull sidings | | 21 00 |
| 5/4 and 6/4 x 4 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 5 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 6 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 8 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 10 m.r., m.c. out | | 32 00 |
| 5/4 and 6/4 x 12 m.r., m.c. out | 32 00 | 34 00 |
| 2 x 10 common | | 26 00 |
| 2 and 3 x 12 common | | 28 00 |
| 1 x 8 box and common | 23 50 | 24 50 |
| 1 x 10 inch box and common | 25 00 | 26 00 |
| 1 x 12 inch box and common | | 27 00 |
| 1-in. mill run sidings | 25 00 | 27 00 |
| 1-in. mill run shorts | | 22 00 |
| 1-in. mill run Norway | | 22 00 |
| 2-in. mill run Norway | | 23 00 |
| Norway, c. and cf. 1-in. | 28 00 | 30 00 |
| Norway, c. and cf. 1½-in. | 30 00 | 32 00 |
| Norway, c. and cf. 2-in. | 30 00 | 32 00 |
| Spruce mill culls | | 19 00 |

Hemlock No. 1:

| | |
|---|---|
| 1 x 4 and 5-in. x 9 to 16 ft. | 17 00 |
| 1 x 6-in. x 9 to 16 ft. | 20 00 |
| 1 x 8-in. x 9 to 16 ft. | 20 00 |
| 1 x 10 and 12 in. x 9 to 16 ft. | 22 00 |
| 1 x 7, 9 and 11 in. x 9 to 16 ft. | 18 00 |
| 1-in. No. 2, 6-ft. to 16-ft. | 17 00 |
| 2 x 4 to 12, 10 and 16 ft. | 20 00 |
| 2 x 4 to 12-in., 12 and 14 ft. | 20 00 |
| 2 x 4 to 12-in., 18 ft. | 24 00 |
| 2 x 4 to 12-in., 20 ft. | 26 00 |
| 2 x 4 to 12-in., 22 ft. | 27 00 |
| 2 x 4 to 12-in., 24 ft. | 28 00 |
| 2-in. No. 2, 4-in. and up in width, 6 to 16 ft. | 16 00 |
| Clear in B. C. cedar, kiln dried | 50 00 |

Douglas Fir:

| | |
|---|---|
| Dimension Timber up to 32 feet: 8x8, 10x10, 10x12, 10x14, 12x12, 12x14, 14x14, 14x16 up to 32 ft. | 31 50 |
| 6x10, 6x12, 8x10, 8x12, 10x16, 12x16, 16x16, 16x18, 18x18, 20x20, up to 32 ft. | 32 00 |
| 6x14, 8x14, 12x18, 18x20, up to 32 ft. | 32 50 |
| 6x16, 8x16, 10x18, 12x20, 14x20, 16x20 up to 32 ft. | 33 00 |
| 10x20, up to 32 ft. | 33 50 |
| 6x18, 8x18, up to 32 ft. | 34 00 |
| 6x20, 8x20, up to 32 ft. | 35 00 |

Timber in lengths over 32 feet take the following additions: 33 to 35 ft., 50c; 36 to 40 ft., $1; 41 to 45 ft., $3; 46 to 50 ft., $5; 51 to 55 ft., $7; 56 to 60 ft., $9; 61 to 65 ft., $12.50; 66 to 70 ft., $15; 71 to 75 ft., $18; 76 to 80 ft., $22.

| | |
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| Fir flooring, edge grain | 36 00 |
| No. 1 and 2 clear 1-in. Fir rough | 39 00 |
| No. 1 and 2 clear 1¼, 1½ and 2-in. Fir rough | 41 00 |
| 1½-in. No. 1 4-ft. pine lath | 5 00 |
| 1½-in. No. 2 4-ft. lath | 4 75 |
| 1½-in. 32-in. pine | 2 65 |
| 1½-in. No. 1 4-ft. hemlock lath | 4 00 |
| 1½-in. mill run hemlock lath | 3 75 |
| XX B. C. cedar shingles | 2 25 |
| XXX 6 butts to 2-in. | 2 85 |
| XXXX 6 to 23-16-in. | 3 05 |
| XXXXX | 3 35 |

Hardwoods—Per M. Feet, Car Lots

| | |
|---|---|
| Ash, white, 1sts and 2nds, 1½ and 2-in. | 60 00 |
| Ash, white, No. 1 common | 45 00 |
| Ash, brown, 1sts and 2nds, 4/4 | 50 00 |
| Ash, brown, common and better | 39 00 |
| Ash, brown, 1sts and 2nds, 6/4 & 8/4. | 60 00 |
| Birch, 1sts and 2nds, 4/4 | 39 00 |
| Birch, No. 1 com. and bet., 4/4 | 30 00 |
| Birch, 1sts and 2nds, 6/4 and 8/4 | 42 00 |
| Birch, 1sts and 2nds, 10/4 and 12/4 | 45 00 |
| Birch, 1sts and 2nds, 16/4 | 50 00 |
| Basswood, 1sts and 2nds, 4/4 | 40 00 |
| Basswood, No. 1 com. and bet., 4/4 | 30 00 |
| Basswood, No. 2 and 3, common | 18 50 |
| Basswood, 6/4 and 8/4, 1sts and 2nds. | 44 00 |
| Basswood, 6/4 and 8/4, com. and bet. | 38 00 |
| Basswood, 4/4, No. 2 com. and bet. | 28 00 |
| Soft elm, 1sts and 2nds, 4/4 | 40 00 |
| Soft elm, No. 1 com. and bet., 4/4 | 28 00 |
| Soft elm, No. 2 and 3 common | 17 50 |
| Soft elm, 6/4 and 8/4, 1 and 2 | 42 00 |
| Rock elm, 1sts and 2nds, 6/4 x 8/4 | 55 00 |
| Rock elm, No. 2 com. and bet. 6/4 and 8/4 | 37 00 |
| Soft maple, 1sts and 2nds, 4/4 | 33 00 |
| Soft maple, com. and bet., 4/4 | 25 00 |
| Soft maple, 6/4 & 8/4, 1sts and 2nds. | 35 00 |
| Hard maple, 1sts and 2nds, 4/4 | 37 00 |
| Hard maple, common and better, 4/4 | 28 00 |
| Hard maple, 12/4 & 16/4, 1sts and 2nds. | 46 00 |
| Red oak, plain 1sts and 2nds, 4/4 | 59 00 |
| Red oak, plain 1sts and 2nds, 6/4 & 8/4 | 65 00 |
| Red oak, plain 1sts and 2nds, 12/4 and 16/4 | 75 00 |
| White oak, plain, 1sts and 2nds, 4/4. | 59 00 |
| White oak, plain, 1sts and 2nds, 1½ and 2-in. | 65 00 |
| White oak, plain, 1sts and 2nds, 12/4 and 16/4 | 75 00 |
| White oak, ¼ cut, 1sts and 2nds, 4/4. | 85 00 |
| White oak, ¼ cut, 5/4 and 6/4, 1sts and 2nds | 88 00 |
| White oak, ¼ cut No. 1 common | 55 00 |
| Hickory, 1sts and 2nds, 4/4 | 70 00 |
| Hickory, 6/4 and 8/4, 1sts and 2nds. | 75 00 |

## OTTAWA, ONT.

Manufacturers' Prices

| | | |
|---|---|---|
| Pine good sidings: | | |
| 1-in. x 7-in. and up | $52 00 | 54 00 |
| 1¼-in. & 1½-in. x 8-in. and up | 55 00 | 58 00 |
| 2-in. x 7-in. and up | 58 00 | 62 00 |
| No. 2 cuts 2 x 8-in. and up | 40 00 | 42 00 |
| Pine good strips: | | |
| 1-in. | 38 00 | 40 00 |
| 1¼-in. and 1½-in. | 50 00 | 52 00 |
| 2-in. | 52 00 | 55 00 |
| Pine good shorts: | | |
| 1-in. x 7-in. and up | 40 00 | 42 00 |
| 1-in. x 4-in. to 6-in. | 30 00 | 33 00 |
| 1¼-in. and 1½-in. | 50 00 | 54 00 |
| 2-in. | 52 00 | 54 00 |
| 7-in. to 9-in. A sidings | 25 00 | 27 00 |
| Pine, No. 1 dressing sidings | 30 00 | 33 00 |
| Pine, No. 1 dressing strips | 29 00 | 30 00 |
| Pine, No. 1 dressing shorts | 22 00 | 24 00 |
| Pine, 1-in. x 4-in. s.c. strips | 22 00 | 23 00 |
| Pine, 1-in. x 5-in. s.c. strips | 24 00 | 25 00 |
| Pine, 1-in. x 6-in. s.c. strips | 23 00 | 24 00 |
| Pine, 1-in. x 7-in. s.c. strips | 23 00 | 24 00 |
| Pine, 8 s.c., 12 ft. to 16 ft. | 25 00 | 26 00 |
| Pine, 1-in. x 10-in. M.R. | 27 00 | 28 00 |
| Pine, s.c. sidings, 1¼ and 2-in. | 28 00 | 30 00 |
| Pine, s.c. strips 1-in. | 21 00 | 23 00 |
| 1¼, 1½ and 2-in. | 24 00 | 26 00 |
| Pine, s.c. shorts, 1 x 4 to 6 in. | | 20 00 |
| Pine, s.c. and bet., shorts, 1 x 5 | 20 00 | 21 00 |
| Pine, s.c. and bet., shorts, 1 x 6 | 20 00 | 21 00 |
| Pine, s.c. shorts, 6'-11' 1"x10" | 23 00 | 24 00 |
| Pine, box boards: | | |
| 1" x 4" and up, 6'-11' | 17 50 | 18 00 |
| 1"x3" to 6", 12'-16' | 19 00 | 20 00 |
| Pine mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up | 17 00 | 19 00 |
| Pine mill culls stock 1 x 12 | 21 00 | 22 00 |
| Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft. | 17 00 | 18 00 |
| O. culls r & w p | 15 00 | 17 00 |
| Red pine, log run: | | |
| mill culls out, 1-in. | 18 00 | 20 00 |
| mill culls out, 1¼-in. | 19 00 | 21 00 |
| mill culls out, 1½-in. | 19 00 | 21 00 |
| mill culls out, 2-in. | 22 00 | 24 00 |
| Mill culls, white pine, 1"x7" and up | 20 00 | 21 00 |
| Mill run Spruce: | | |
| 1"x4" and up, 6'-11' | 17 00 | 18 00 |
| 1"x4" and up, 12'-16' | 18 00 | 20 00 |
| 1"x9"-10" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x7" 8-9" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x10" and up, 12'-16' | 22 00 | 24 00 |
| 1½" & 2"x12" and up, 12'-16' | 25 00 | 26 00 |
| Spruce 1-in. clear (fine dressing and B) | 25 00 | 27 00 |
| Hemlock 1-in. cull | 13 00 | 15 00 |
| Hemlock 1-in. log run | 17 00 | 20 00 |
| Hemlock 2x4, 6, 8, 10, 12/16'. | 19 00 | 23 00 |
| Tamarac | 19 00 | 20 00 |
| Basswood log run, dead culls out | 22 00 | 24 00 |
| Basswood log run mill culls out | 23 00 | 26 00 |
| Birch log run | 19 00 | 22 00 |
| Soft elm, common and better, 1, 1½, 2-in. | 20 00 | 24 00 |
| Ash, black, log run | 25 00 | 28 00 |
| 1 x 10 No. 1 barn | 33 00 | 36 00 |
| 1 x 10 No. 2 barn | 23 00 | 26 00 |
| 1 x 8 and 9 No. 2 barn | 22 00 | 23 00 |
| Lath per M: | | |
| No. 1 white pine 1½-in. x 4-ft. | 4 25 | 4 50 |
| No. 2 White Pine | 3 80 | 3 95 |
| Mill run white pine | 4 00 | 4 25 |
| Spruce, mill run 1½-in. | 3 25 | 3 50 |
| Red pine, mill run | 3 60 | 3 70 |
| Hemlock, mill run | 2 75 | 3 00 |
| 32-in. lath | 2 00 | 2 00 |
| Pine Shingles | | |
| xxxx, 18-in. | 3 00 | 3 50 |
| Clear butt 18-in. | 2 50 | 3 25 |
| xx | | 1 75 |
| White Cedar Shingles: | | |
| xxxx, 18-in. | 3 75 | 4 25 |
| Clear butt, 18-in. | 3 00 | 3 50 |
| 18-in. xx | | 2 00 |
| Spruce logs (pulp) | 13 00 | 15 00 |

## QUEBEC, QUE.

| | cts. | |
|---|---|---|
| White Pine—In the Raft | | |
| First class Ottawa waney, 18-in. average, according to lineal | 60 | 65 |
| Oak—Michigan and Ohio | | |
| By the dram, according to average and quality | 60 | 70 |
| Elm | | |
| By the dram, according to average and quality, 40 to 45 feet | 70 | 75 |
| By the dram, according to average and quality, 30 to 35 feet. | 50 | 60 |
| Ash | | |
| 13 inches and up, according to average and quality, per cu. ft. | 25 | 30 |
| Average 16 inch | 30 | 40 |
| Birch | | |
| 14 inch, per cu. ft. | 20 | 22 |
| 15 inch, per cu. ft. | 24 | 26 |
| 16 inch, per cu. ft. | 28 | 30 |
| 18 inch, per cu. ft. | 32 | 35 |
| Quebec Spruce Deals | | |
| 12 ft. and up x 3 x 9 and up. | $22 00 | 23 00 |
| Oddments | 17 00 | 18 00 |
| Boards, 1 and 2 in. | 16 00 | 18 00 |
| Birch Planks | | |
| 1 to 4 in. | 16 00 | 18 00 |

## SARNIA, ONT.

Fine, Common and Better

| | |
|---|---|
| 1 x 6 and 8 in. | $54 00 |
| 1 in., 8 in. and up wide | 62 00 |
| 1¼ and 1½ in. and up wide | 65 00 |
| 2 in. and up wide | 70 00 |

Cuts and Better

| | |
|---|---|
| 4/4 x 8 and up No. 1 and better | 55 00 |
| 6/4 x 8 and up No. 1 and better | 65 00 |
| 8/4 x 8 and up No. 1 and better | 65 00 |
| 6/4 x 6 and up No. 2 and better | 52 00 |
| 8/4 x 6 and up No. 2 and better | 54 00 |
| 6/4 x 6 and up No. 3 and better | 46 00 |
| 8/4 x 6 and up No. 3 and better | 50 00 |

No. 1 Cuts

| | |
|---|---|
| 1 in., 8 in. and up wide | 42 00 |
| 1¼ in., 8-in. and up wide | 55 00 |
| 1½ in., 8-in. and up wide | 57 00 |
| 2 in., 8-in. and up wide | 60 00 |
| 2½ and 3 and 8-in. and up wide | 75 00 |
| 4 in., 8-in. and up wide | 85 00 |

No. 2 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide | 31 00 |
| 1¼ in., 6-in. and up wide | 42 00 |
| 1½ in., 6-in. and up wide | 44 00 |
| 2-in., 6-in. and up wide | 47 00 |
| 2½, 3 and 4 in., 6-in. and up wide | 62 00 65 00 |

No. 3 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide | 24 00 |
| 1¼ and 1½ in., 6-in. and up wide | 33 00 |
| 2-in., 6-in. and up wide | 33 00 |
| 2½, 3 and 4-in., 6-in. and up wide | 43 00 48 00 |

Common and Dressing Mill Run

| | |
|---|---|
| 1-in. x 4-in. | 25 00 |
| 1-in. x 5-in. | 25 00 |
| 1-in. x 6-in. | 26 00 |
| 1-in. x 8-in. | 27 00 |
| 1-in. x 10-in. | 29 00 |
| 1-in. x 12-in. | 34 00 |
| 1 in. x 13 in. and up | 34 00 |
| 1¼, 1½ and 2-in. | 30 00 |

No. 1 Barn

| | |
|---|---|
| 1 inch | 31 00 45 00 |
| 1¼, 1½ and 2-in. | 36 00 45 00 |
| 2½ and 3-in. | 45 00 |
| 4 inch | 50 00 |

No. 2 Barn

| | |
|---|---|
| 1 inch | 28 00 36 00 |
| 1¼, 1½ and 2-in. | 30 00 36 00 |
| 2½ and 3-in. | 38 00 |

No. 3 Barn

| | |
|---|---|
| 1 inch | 21 00 28 00 |
| No. 1, 1, 1¼, 1½, 2-in. | 20 00 25 00 |

Box

| | |
|---|---|
| No. 1, 1, 1¼, 1½, 2-in. | 22 00 25 00 |
| No. 2, 1¼, 1½, 2-in. | 19 00 23 00 |

Mill Culls

| | |
|---|---|
| Mill run culls, 1-in. | 19 00 |
| 1, 1¼, 1½ and 2-in. | 20 00 |
| No. 2 | 17 00 18 00 |

Lath

| | |
|---|---|
| No. 1, 32-in. pine | 1 75 |
| No. 2, 48-in. pine | 4 25 |
| No. 1, 48-in. pine | 4 75 |
| No. 3, 48-in. pine | 3 75 |

## WINNIPEG, MAN.

No. 1 Pine, Spruce and Tamarac

Dimensions, Rough or S. 1 S. and 1 E.

| | 6 ft. | 8 ft. | 10 ft. | 14x16 ft. |
|---|---|---|---|---|
| 2 x 4 | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 6 | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 8 | 17 00 | 17 50 | 21 00 | 19 00 |
| 2 x 10 | 18 00 | 18 50 | 21 50 | 20 00 |
| 2 x 12 | 18 00 | 19 00 | 23 50 | 21 50 |

## FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

Dimensions

| | |
|---|---|
| 2 x 4-12 | 20 50 |
| 2 x 4-8-14-16 | 20 50 |
| 2 x 4-10-18-20 | 22 50 |
| 2 x 6, 8 to 16 | 20 00 |
| 2 x 8, 8 to 16 | 20 50 |
| 2 x 4-6 and 8-in.; 8, 12, 14 and 16 ft. | 22 50 |
| 2 x 4-6 and 8-in.; 10 ft. | 24 50 |
| 2x4-6 and 8-in.; 24,26,28, 30, 32 ft. | 26 50 |
| 2 x 10 and 2 x 12; 8-16 ft. | 23 50 |
| 2 x 10 and 2 x 12; 18, 20, 22 ft. | 25 50 |
| 2 x 10 and 2 x 12; 24, 26, 28, 30, 32 ft. | 27 50 |

No. 1 Common Boards

| | |
|---|---|
| 4 inch | 19 00 |
| 6 inch | 21 50 |
| 8, 10, 12 inch | 23 50 |
| Mixed widths | 22 50 |

Flooring

| | |
|---|---|
| 4 or 6 inch No. 1 | 33 00 |
| 4 or 6 inch No. 2 | 31 00 |
| 4 or 6 inch No. 3 | 25 00 |

Shiplap—Finished

| | |
|---|---|
| 4 inch | 19 50 |
| 6 inch | 23 00 |
| 8, 10 and 12 inch | 24 00 |

Siding

| | |
|---|---|
| 6 inch No. 1 | 33 00 |
| 6 inch No. 2 | 31 00 |
| 6 inch No. 3 | 25 00 |

Lath

| | |
|---|---|
| No. 1 Cedar, pine, spruce (not mixed) | 5 00 |
| No. 1 Cedar, pine, spruce (mixed) | 4 50 |
| No. 2 Cedar, pine, spruce (mixed) | 3 25 |

PINE—ROUGH TIMBER

| | |
|---|---|
| 3 x 6 in.; 8 to 16 ft. | 25 10 |
| 3 x 8 in.; 8 to 16 ft. | 22 00 |
| 3 x 12, 4 x 4, 6 x 6 in.; 8-16 ft. | 25 00 |
| 4 x 10 to 10 x 10, 8 x 8, 6 x 12 in. up to 32 ft. | 27 00 |

## BRITISH COLUMBIA FIR

Dimensions, S 1 S, and E.

| | |
|---|---|
| 2 x 4 in.; 6 and 8 ft. | 23 00 |
| 2 x 4 in.; 12 x 14 ft. | 24 00 |
| 2 x 4 in.; 10 x 16 ft. | 25 00 |
| 2 x 4 in.; 18 x 20 ft. | 26 00 |
| 2 x 4 in.; 22 x 24 ft. | 27 00 |
| 2 x 4 in.; 26 to 32 ft. | 29 00 |
| 2 x 10 and 2 x 12 in.; 10 to 16 ft. | 25 00 |
| 2 x 10 and 2 x 12 in.; 18 and 20 ft. | 27 00 |
| 2 x 10 and 2 x 12 in.; 22 and 24 ft. | 28 00 |
| 2 x 10 and 2 x 12 in.; 26 to 32 ft. | 30 00 |
| 2 x 14 in.; 10 to 16 ft. | 30 00 |
| 2 x 14 in.; 18 and 20 ft. | 32 00 |
| 2 x 14 in.; 22 and 24 ft. | 33 00 |
| 2 x 14 in.; 26 to 32 ft. | 35 00 |
| 3 x 3 and 3 x 4 in.; 8 to 14 ft. | 26 00 |
| 3 x 3 and 3 x 4 in.; 8 to 16 ft. | 27 00 |
| 3 x 3 and 3 x 4 in.; 18 and 20 ft. | 28 00 |
| 3 x 3 and 3 x 4 in.; 22 and 24 ft. | 29 00 |
| 3 x 3 and 3 x 4 in.; 26 to 32 ft. | 31 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 6 to 16 ft. | 29 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 18 and 20 ft. | 29 50 |
| 6 x 6, 6 x 8, 8 x 8 in.; 22 and 24 ft. | 30 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 26 to 32 ft. | 30 50 |

FLOORING

| | |
|---|---|
| Nos. 1 and 2, 1 x 3 in., E. G. | 42 00 |
| Nos. 1 and 2, 1 x 4 in., E. G. | 41 00 |
| Nos. 1 and 2, 1 x 6 in., E. G. | 39 00 |
| Nos. 1 and 2, 1 x 4 in. or 6 in., F. G. | 33 00 |
| No. 3, 1 x 4 in. or 6 in. | 30 00 |
| No. 3 Edge grain $3.00 per M. extra. | |

SHIPLAP

| | |
|---|---|
| B. C. Fir, 6 in. | 23 00 |
| B. C. Fir, 8, 10, 12 in.; 8 to 16 ft. | 24 00 |
| No. 2 Shiplap, 6 in. | 21 00 |
| No. 2 Shiplap, 8, 10 and 12 in. | 22 00 |

FIR, COMMON BOARDS, S 1 S, 8 to 16 Ft.

| | |
|---|---|
| Mixed widths (may contain 30 per cent. 4 and 6 in.) | 23 00 |
| Common Boards, 8 to 12 in. | 24 00 |
| No. 2 Mixed widths | 21 00 |
| No. 2 Boards, 8 to 12 in. | 22 00 |

SHINGLES

| | |
|---|---|
| XXX B. C. Cedar | 2 90 |

LATH

| | |
|---|---|
| Fir lath, 3/8 x 1 3/8 in. x 4 ft., bundled in 50's | 4 00 |
| Cedar lath 3/8 x 1 3/8 in. x 4 ft. | 4 50 |

## BUFFALO AND TONAWANDA, N.Y.

White Pine

Wholesale Selling Price

| | |
|---|---|
| Uppers 4/4 | $94 00 |
| Uppers 5/4 to 8/4 | 92 00 |
| Uppers 10/4 to 12/4 | 97 00 |
| Selects 4/4 | 84 00 |
| Selects 5/4 to 8/4 | 82 00 |
| Selects 10/4 to 12/4 | 92 00 |
| Fine common 4/4 | 61 00 |
| Fine Common 5/4 | 65 00 |
| Fine common 6/4 | 65 00 |
| Fine common 8/4 | 67 00 |
| No. 1 Cuts 4/4 | 51 00 |
| No. 1 Cuts 5/4 | 57 00 |
| No. 1 Cuts 6/4 | 59 00 |
| No. 1 Cuts 8/4 | 61 00 |
| No. 2 Cuts 4/4 | 32 00 |
| No. 2 Cuts 5/4 | 43 00 |
| No. 2 Cuts 6/4 | 45 00 |
| No. 2 Cuts 8/4 | 50 00 |
| No. 3 Cuts 5/4 | 33 00 |
| No. 3 Cuts 6/4 | 34 00 |
| No. 3 Cuts 8/4 | 36 00 |
| Dressing 5/4 | 46 00 |
| Dressing 5/4 x 10 | 51 00 |
| Dressing 5/4 x 12 | 52 00 |
| No. 1 Moulding 5/4 | 58 00 |
| No. 1 Moulding 6/4 | 58 00 |

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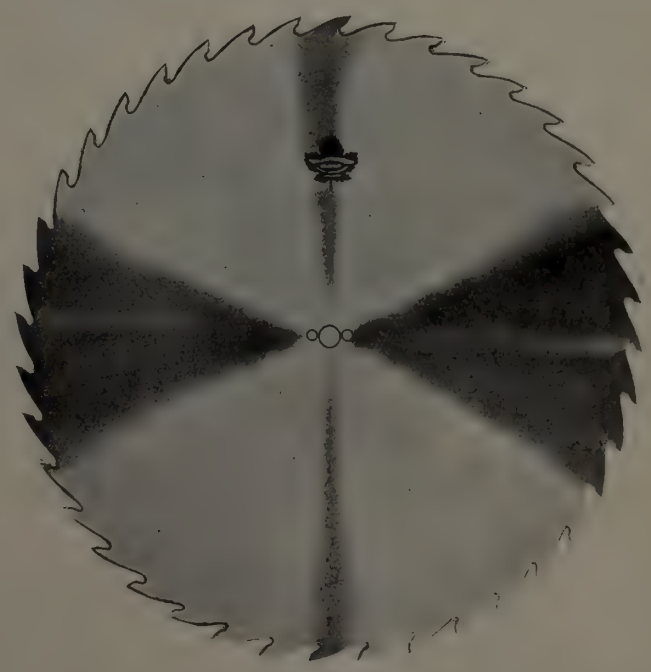
## "MAPLE LEAF" SAWS

**MADE IN CANADA FOR 50 YEARS**



## SHURLY - DIETRICH COMPANY, LIMITED

HULL, QUE. GALT, ONT. VANCOUVER, B.C.

# Dominion Timber Regulations

Licenses to cut timber on Dominion Lands in the Provinces of Manitoba, Saskatchewan, and Alberta, the Northwest Territories, within twenty miles on either side of the main line of the Canadian Pacific Railway in the Province of British Columbia, and in the tract of three and one-half million acres to be located by the Government in the Dominion in the Peace River district in the Province of British Columbia, lying east of the Rocky Mountains and adjoining the Province of Alberta, shall be disposed of by public auction at the office of the Dominion Timber Agent for the districts in which the berths are situated.

Before any parcel of timber is offered for sale it shall be surveyed by a duly qualified Dominion Land Surveyor into berths of an area not exceeding twenty-five square miles, and each of such berths shall then be thoroughly cruised by a duly qualified timber cruiser in the employ of the Dominion Government. The Minister shall then fix an upset price at which the berth shall be disposed of, and no berth shall be sold at less than the price so fixed.

Purchases to the amount of one thousand dollars or under shall be paid in cash at the time of sale. Purchases over one thousand dollars and not exceeding five thousand dollars shall be paid, one-half in cash at the time of sale, and a note or notes shall be given for the remaining half of the purchase price, payable in three months, with interest at the rate of five per cent. per annum. Purchases over five thousand dollars and not exceeding ten thousand dollars shall be paid one-third in cash at the time of sale, and notes shall be given for the remaining two-thirds of the purchase price, payable in three and six months, with interest at the rate of five per cent. per annum. Purchases exceeding ten thousand dollars shall be paid one-fourth in cash at time of sale, and notes shall be given for the remaining three-fourths of the purchase price, payable within three, six and nine months, with interest at the rate of five per cent. per annum. Notes shall be made payable at a bank in the city or town in which the sale is held or at a bank in the city of Ottawa. Cash payments must be made at the time of sale in legal tender or by an accepted cheque on a chartered bank, or by a draft issued by a chartered bank, payable to the order of the Deputy Minister of the Interior. If default is made in any payment required by this section the sale shall be forfeited and void.

The purchaser must also pay the cost or the estimated cost of the survey of the berth before a license is issued.

The licensee shall pay an annual ground rent of five dollars per square mile except for lands situated to the west of Yale, in the Province of British Columbia, in which case the yearly ground rent shall be five cents per acre.

The licensee shall pay the following dues on timber cut on his berth :—

Sawn lumber, 50 cents per thousand feet, board measure.

Railway ties, eight feet long, 1½ cents each.

Railway ties, nine feet long, 1¾ cents each.

Shingle bolts, 25 cents per cord.

And 5 per cent. on the sale of all other products of the berth.

# Timber Permits

Yearly permits are granted to settlers, mine operators and others on application to the Dominion Timber Agents, from whom further information can be obtained.

**W. W. Cory,**

Department of the Interior, Ottawa,
December 20th, 1912.

Deputy Minister.

# The Steam Tension Band Mill

It is called the steam tension mill because the tension is maintained by steam—the most sensitive form of tensioning which has been devised.

The result of this is a great saving in saws—**several users of the machine have run through an entire season without cracking a single saw.**

But in addition to raising and lowering the top wheel by steam, there is a separate cylinder for operating the top guide, and these two cylinders make ours an entirely steam-operated mill, and, therefore, exceptionally fast.

It is made with 8 ft., 9 ft. and 10 ft. wheels, and will stand thorough investigation.

Write for bulletin and list of users.

## William Hamilton Co., Limited

### Peterborough, Ontario

# CURRENT LUMBER PRICES—Continued

| | |
|---|---|
| No. 1 Moulding 8/4 | 58 00 |
| No. 2 Moulding 5/4 | 47 00 |
| No. 2 Moulding 6/4 | 47 00 |
| No. 2 Moulding 8/4 | 47 00 |
| No. 1 Barn 1 x 12 | 48 00 |
| No. 1 Barn 1 x 6 and 8 | 34 00 |
| No. 1 Barn 1 x 10 | 36 00 |
| No. 2 Barn 1 x 6 and 8 | 32 00 |
| No. 2 Barn 1 x 10 | 34 00 |
| No. 3 Barn 1 x 6 and 8 | 26 00 |
| No. 3 Barn 1 x 10 | 27 00 |
| Box 1 x 6 and up | 23 00 |
| Box 1 x 10 | 25 00 |
| Box 1 x 12 | 26 00 |
| Box 1 x 13 and up | 30 00 |

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda:

MAPLE

| | 1s & 2s | No. 1 Com. | No. 2 Com. |
|---|---|---|---|
| 4/4 | 30 - 32 | 20 - 22 | 14 - 16 |
| 5/4 to 8/4 | 33 - 35 | 22 - 24 | 14 - 15 |
| 10/4 to 16/4 | 37 - 39 | 27 - 29 | 19 - 21 |

RED BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 41 - 43 | 27 - 29 | 15 - 17 |
| 5/4 to 8/4 | 43 - 45 | 29 - 31 | 17 - 19 |

SAP BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 23 - 25 | 17 - 19 |
| 5/4 and up | 37 - 39 | 25 - 27 | 17 - 19 |

SOFT ELM

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 24 - 26 | 15 - 17 |
| 5, 6 & 8/4 | 37 - 39 | 26 - 28 | 17 - 19 |

BASSWOOD

| | | | |
|---|---|---|---|
| 4/4 | 33 - 35 | 24 - 26 | 16 - 18 |
| Thicker | 35 - 37 | 26 - 29 | 19 - 20 |

PLAIN OAK

| | | | |
|---|---|---|---|
| 4/4 | 51 - 53 | 32 - 34 | 20 - 22 |
| 5/4 to 8/4 | 53 - 55 | 34 - 36 | 22 - 24 |

ASH, WHITE AND BROWN

| | | | |
|---|---|---|---|
| 4/4 | 45 - 47 | 27 - 29 | 18 - 20 |
| 5/4 to 8/4 | 52 - 54 | 29 - 31 | 19 - 21 |
| 10/4 and up | 61 - 63 | 41 - 43 | 21 - 23 |

BOSTON, MASS.

| | | |
|---|---|---|
| White pine uppers, 1 to 2 in. | 92 00 | 98 00 |
| Selects, 1 to 2 inch | 80 00 | 88 00 |
| Fine common, 1 in. | 68 00 | 70 00 |
| Fine common, 1¼ to 2 in. | 70 00 | 72 00 |
| No. 1 Cuts 1 in. | | 55 00 |
| No. 1 Cuts 1¼ to 2 in. | 60 00 | 64 00 |
| No. 2 Cuts, 1 in. | | 40 00 |
| No. 2 Cuts, 1¼ to 2 in. | 48 00 | 50 00 |
| Barn Boards, No. 1, 1 x 12 | 48 00 | 50 00 |
| No. 1, 1 x 10 | 37 00 | 38 00 |
| No. 1, 1 x 8 | | 37 00 |
| No. 2, 1 x 12 | 36 00 | 40 00 |
| No. 2, 1 x 10 | 34 00 | 35 00 |
| No. 2, 1 x 8 | 33 00 | 34 00 |
| No. 3, 1 x 12 | 31 00 | 32 00 |
| No. 3, 1 x 10 | 29 00 | 30 00 |
| No. 3, 1 x 8 | | 29 00 |
| Canadian spruce boards | 23 50 | 25 00 |
| Spruce, 10 in. dimension | 25 00 | 27 00 |
| Spruce 12 in. dimension | 26 50 | 28 00 |
| Spruce, 9 in. | 23 50 | 24 50 |
| Spruce, 8 in. and under dimen. | 24 00 | 25 00 |
| 10 and 12 in. random lengths, 10 ft. and up | | 24 00 |
| 2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 and 3 x 4 random lengths, 10 feet and up | 21 00 | 22 00 |
| All other random lengths, 7-in. and under, 10 ft. and up | 21 00 | 21 50 |
| 5-inch and up merchantable boards, 8 ft. and up, p 1s | 21 00 | 22 00 |
| 1 x 2 and 1 x 3 furring, p 1s clipped and bundled | 22 00 | 22 50 |
| 1½-in. spruce laths | | 4 10 |
| 1½-in. spruce laths | 3 70 | 3 80 |

New Brunswick Cedar Shingles

| | | |
|---|---|---|
| Extras | 3 40 | 3 85 |
| Clears | 2 85 | 2 90 |
| Second clears | | 2 75 |
| Clear whites | | 2 30 |
| Extra 1s (Clear whites out) | | 1 50 |
| Extra 1s (Clear whites in) | | 1 00 |
| Red Cedar Extras, 16-in. 5 butts to 2-in. | | 3 35 |
| Red Cedar Eurekas, 18-inch 5 butts to 2-in. | | 4 25 |
| Red Clear Perfection, 5 butts to 2¾ | | 4 80 |
| Washington 16-in. 5 butts to 2-in. extra red clear | 3 30 | 3 40 |

Move to attack

The Eiffel Tower is now the central military wireless station in France. From it radiate the messages, the commands, that direct the whole army of France battling on its 320-mile front. A break-down in that station of any of the apparatus would mean little short of a catastrophe for the allied armies.

**Sturtevant**
(REG. CAN. PAT. OFF)

## Fans

are relied upon by the French Government to keep the set in operating condition. They were bought at the outbreak of the war to cool and ventilate the powerful spark gap of this apparatus.
Sturtevant Fans are very largely used in the lumber industry for conveying sawdust and shavings and for mechanical draft.
All Sturtevant apparatus is high-grade and is accepted as superior apparatus.
Catalogues on engines, turbines, mechanical draft, fans, fuel economizers, motors, drying apparatus, dry kilns, or lumber apparatus sent on request. Mention this paper.

**B. F. Sturtevant Company**
of Canada, Limited
Galt, Ontario, Canada

"To be, or not to be, that is the question.
Whether 'tis nobler in the mind
To suffer the slings and arrows
Of outrageous fortune,
Or to take arms against a sea of troubles."
—Hamlet.

**Hamlet the Prince of Denmark is a character which**

every budding actor aspires to play. The late Sir Henry Irving certainly inspired many to study the works of Shakespeare and those who were privileged to hear him in Hamlet's famous soliloquy are not likely to forget it. Most of us have been in a state of doubt on many occasions and said to ourselves: The question is:

**TO BE, or not TO BE**

We can serve the interests of our customers who use Babbitt Metals and recommend without any hesitation.

# Harris Heavy Pressure

*The Babbitt Metal Without a Fault*

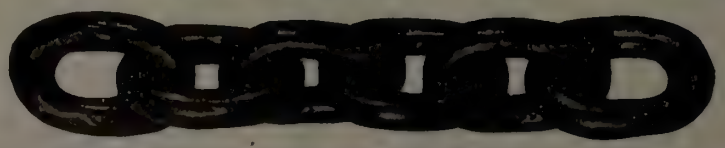
**Engineers using H. H. P. avoid a sea of troubles.**
**They know IT WILL GIVE EXCELLENT SERVICE**

*Manufactured and guaranteed by*

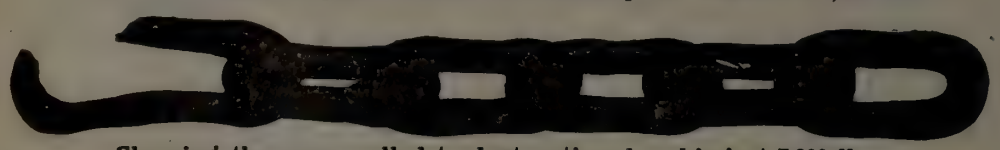
## The Canada Metal Company

**Limited**
**Head Office and Factory, TORONTO**
**Branch Factories, Montreal, Winnipeg**

# What a Test Proved



**Above Cut shows a piece of 9-32 inch Chain proof tested to 3,000 lbs.**



**Showing the same pulled to destruction, breaking at 7,800 lbs.**
**(See how this Chain stretched before breaking.)**

"Ajax" Loading Chain is made from special steel of highest tensile strength and toughest wearing qualities. Every link of "Ajax" Chain inspected before shipment, and every weld guaranteed perfect.

***Get our prices and particulars.***

## Standard Chain Company

**Pittsburgh, Pa.**
**The World's Largest Chain Producers**

# The Connecting Link

Way back in 1880 the **Wanted and For Sale** columns of the Canada Lumberman and Woodworker were used extensively by the lumbermen of Canada for the purchase and sale of timber, lumber and machinery.

Time has but served to enhance the value of this medium, until to-day the **Wanted and For Sale Department** of the Canada Lumberman has become a national market.

Twice a month "the paper with the green cover" brings together buyers and sellers of lumber and machinery from all the principal lumbering centres of Canada and the United States. By covering this wide field, the percentage of waste circulation for advertisers has been reduced to a minimum.

For quick and satisfactory results, get your advertisement in the **Wanted and For Sale Department** of the

**Canada Lumberman & Wood Worker**

Published 1st and 15th of the Month

*The National Lumber Journal of Canada*

TORONTO - - - - CANADA

Branch Offices:

Montreal Winnipeg Vancouver London, Eng.

United States Representatives:
W. D. Ward, 628 Tribune Building, NEW YORK.
E. J. Macintyre, 1155 Peoples Gas Building, CHICAGO.

Western Wheeler Scraper Works, Aurora, Ill. Roofed with J-M Asbestos Roofing.

## Products That Are Recommended by Satisfactory Service Are the Easiest and Best Sellers

## J-M ROOFINGS

are their own best salesmen. Every building covered with a J-M Roof is a constant testimonial to the honesty and lasting service that goes into every inch of J-M roofing products.

J-M Asbestos Roofing and J-M Regal Roofing are absolutely proof against every kind of weather. Rain or snow cannot penetrate them. Extreme temperature ranges do not affect them. Gases or acids will not disintegrate them. They resist fire.

J-M Roofings give constant satisfaction to the user—good profits and constantly increasing business to the dealer.

**Write our nearest branch for Special "J-M Roofing" Dealer Proposition.**

## THE CANADIAN H. W. JOHNS-MANVILLE CO., LIMITED

Manufacturers of Pipe Coverings; Packings; Brake Lining; Boiler Preservative; Fire Extinguishers; Cold Water Paint; Etc.

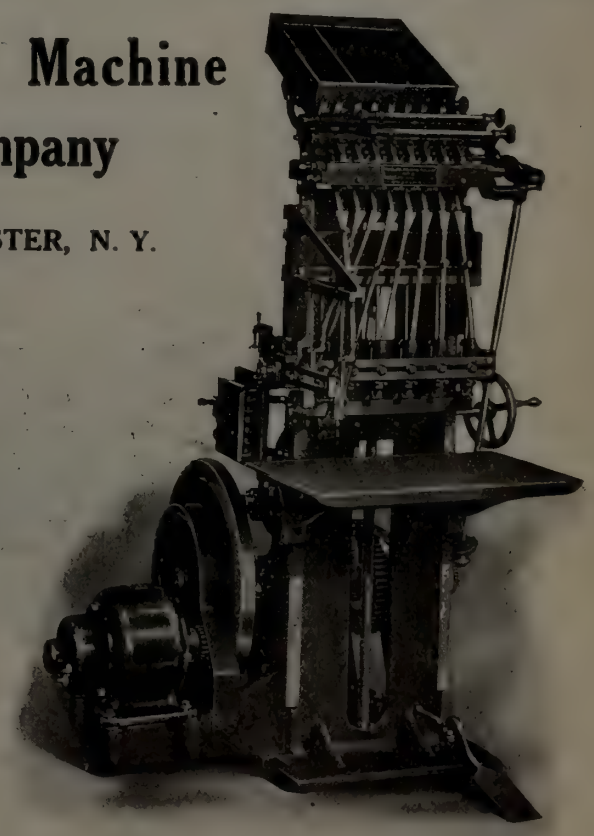
Toronto Montreal Winnipeg Vancouver

2750



## Morgan Machine Company

ROCHESTER, N. Y.



Manufacturers of—

**Nailing Machines,**

**Lock Corner Box Machinery,**

**Box Board Matchers,**

**Box Board Printing Machines.**

Every manufacturer of boxes; every manufacturer who has nails to drive in any article, or packages of any kind to manufacture, should write the **Morgan Machine Company** for latest developments in machinery for the Box Industry.

## Morgan Machine Company

ROCHESTER, N. Y.

# SPUD

***for Bark Peeling, fills a long felt want.***

Made of Forged Steel with substantial Sockets uniform in size.

Prompt shipments in any quantity desired.

The

**Thomas Laughlin Company**

**Portland, Maine, U.S.A.**

We also manufacture a large line of CONTRACTORS' SUPPLIES and MOTOR BOAT FITTINGS.

If a dealer, ask for our 450 page catalogue.

# PRATT & WHITNEY CO.

**OF CANADA, LIMITED**

# SMALL TOOLS

**Taps — Dies — Reamers — Cutters — Drills**

**MADE IN CANADA**

**As good as money can buy—Guaranteed absolutely!**

***Head Office and Works, DUNDAS, ONT.***

SALES OFFICES:

**MONTREAL** Drummond Bldg.

**VANCOUVER**

**WINNIPEG** Bank of Hamilton Bldg.

# → KNIVES ←

**Good Steel Carefully Manufactured Properly Tempered**

**Ask for Catalogue and Quotations**

**Galt Knife Company, Limited**

**GALT - ONTARIO**

# INDUSTRIAL LOCOMOTIVES

The designs of our small locomotives are the result of wide experience.

All details are accurately finished to standard gauges and are absolutely interchangeable on all locomotives of the same class and size.

This cuts out long delays when parts wear out, as parts liable to wear can be kept on hand or shipped promptly from our works.

# MONTREAL LOCOMOTIVE WORKS, LIMITED

**DOMINION EXPRESS BUILDING, MONTREAL. CANADA**

**CLIMAX Improved Geared LOCOMOTIVES** FOR WOOD AND IRON RAILS

A 62-ton Climax Locomotive Designed Especially for Heavy Logging Work.

Climax Locomotives are successfully operated on steep grades and sharp curves. Any weight or gauge. Locomotives in stock for immediate shipment. Get Catalog "H."

CLIMAX MANUFACTURING CO., 313 W. Main Street, CORRY, PA.
VANCOUVER MACHINERY DEPOT, LTD., VANCOUVER, B.C.

Established 1874

We specialize in HEAVY HORSES

We always have a Large Stock on hand

**Oldest and Largest Horse Dealers in Canada**

Good horses are hard to find, so deal with an old and reputable firm. Your interests are ours.

"LET US KNOW YOUR WANTS"

**J. W. JACOBS,** 29 Hermine Street, **Montreal**

For the direct drives in your mill whether straight or crossed use

# Scandinavia Belting

This is a solid woven belt of particularly high quality.

It has long life:
Great tensile strength:
Good gripping surface:

**FEDERAL ENGINEERING Co** LIMITED
TORONTO AND MONTREAL

*Ask for our Belting Book It is free.*

**This engine is 13½ ins. x 18 ins. and weighs 35 tons.**

The knowledge and experience of fifty years in locomotive designing and construction is what you get in our Logging locomotives. They are specially constructed for logging operations and will stand up to the severe service in which they are expected to run. Oil or coal burning.

They are as carefully designed and built as our 200 ton locomotives. Repair parts may always be obtained on the shortest notice.

**Grey Iron Castings—any size or shape—ordinary or intricate—made promptly. New foundry, splendidly equipped. We would be pleased to quote on castings—singly or by contract. We also make drop forgings of all descriptions.**

**MAY WE SEND YOU SPECIFICATIONS?**

## Canadian Locomotive Company, Limited, Kingston, Ont.

**Taylor and Arnold Ltd., Sales Agent, Montreal and Winnipeg**

***The Mark*** ***of Quality***



IF A STEAM FEED didn't lose so little time in "turning the corners" or make such good time in the little logs, its installation in place of a friction feed would still be worth while, because in thus relieving the engine of so great a friction load, the production could not help but be measurably greater.

The steam consumption is not necessarily larger.

You owe it to yourself to consult our Engineering Department, and get the Bulletin.

## THE E. LONG MFG. CO., LTD., ORILLIA, CANADA

**AGENCIES:**

**Vancouver—Robt. Hamilton & Co.** **Winnipeg—The Stuart Machinery Co., Ltd.**
**Calgary and Edmonton—Gorman, Clancey & Grindley, Ltd.** **Montreal—Williams & Wilson, Ltd.**

# "The Proof of the Pudding"—

Many of Canada's largest, most up-to-date mills are using

# WATEROUS
## *MADE IN CANADA*
# EQUIPMENT

On page 42 the *St. Lawrence Pulp and Lumber Company's* plant is described at length. This is one mill equipped with Waterous Machinery that has been designed and built by our engineers and millwrights.

Among other "All Waterous" installations are:—

*Tourville Lumber Mills, Louisville, Que.*
*Dominion Mahogany & Veneer Co., Montreal West, Que.*
*Donald Fraser & Sons, Ltd., Cabano, Que.*
*Fraser Lumber Co., Ltd., Plaster Rock, N.B.*
*Pejepscot Paper Co., Sawyerville, Que.*
*J. D. McArthur, Ltd., Edmonton, Alta.*

As a man's work depends on the tools he uses, so the high quality of the lumber turned out by these representative Canadian mills, reflects the efficiency and excellence of Waterous Sawmill Machinery.

We build every machine used in the sawmill from the haul-up to the sorting table.

***Write for Bulletins***

# The Waterous Engine Works Co., Ltd.

**Brantford, Canada**

**Winnipeg, Man.** **Vancouver, B.C.**

**$5,000,000.00**
**worth of mixed metal sold annually.**

# "FROST KING" METAL

Our thirty-five years' experience in metal mixing enables us to place on the market a babbitt that we believe to be absolutely perfect. For high speed machinery and engine work it is without an equal. It is specially designed for saw-mills, planing mills, threshing engines, traction engines, pumps, rolling mills, pulp machinery, and all classes of stationary engines. It is a high grade metal made of the very best selected stock, and carefully compounded.

If your dealer does not stock FROST KING send us a money order for your requirements. **Price 30c per lb.**, Fort William and East; West of Fort William **35c per lb.**, delivered nearest railway station; packed in 30 lb. and 60 lb. boxes.

For extra duty, such as over-hanging saws, our FAULTLESS BABBITT will stand where all other metals will fail. Price, Fort William and East, **40c per lb.**; West of Fort William, **45c**, delivered to your nearest railway station; packed in 30 lb. and 60 lb. boxes.

## HOYT METAL CO., Toronto, Canada

**Have factory and office at Eastern Avenue and Lewis Street, Toronto, Canada**

**Factories also at:— New York, N. Y. London, Eng. St. Louis, Mo.**

# "Maple Leaf" Brand

## Stitched Cotton Duck Belting

A trial Belt will convince you. Write for prices and samples.

Excels all others in economy, strength, efficiency and true running, whether for transmission of power or conveying. A test recently made at McGill University, Montreal, of a 6-ply **"Maple Leaf"** belt, a light double leather, and a 6-ply rubber belt, showed that our **"Maple Leaf"** Belt stood a breaking strain 50 per cent. greater than the leather, and 25 per cent. greater than the rubber belt.

**"Maple Leaf" Main Drive Belts**
**Are the Best on the Market.**

***"Maple Leaf" Belt Dressing*** is the best for all kinds of belts.

## Dominion Belting Co., Limited

**HAMILTON - ONTARIO**

Branch: Montreal—Office 51 Duluth Building

## The J. C. McLaren Belting Co.

Limited

**General Mill Supplies MONTREAL**

# BOILERS

**"INGLIS" boilers are the product of over 50 years' experience and study combined with the most modern equipment for boiler making.**

**"INGLIS" boilers are made in every type and all sizes.**

Let us quote on your requirements.

INGLIS' PRODUCTS ARE "MADE IN CANADA"

## The John Inglis Co., Ltd.

**Engineers and Boilermakers**

**14 Strachan Ave. Toronto, Canada**

**Montreal Representative—A. Angstrom, 509 Canadian Express Building**

**Ottawa Representative:—J. W. Anderson, 7 Bank St. Chambers.**

Vol. 35 Toronto, February 15, 1915 No. 4

# Canada Lumberman & Wood Worker

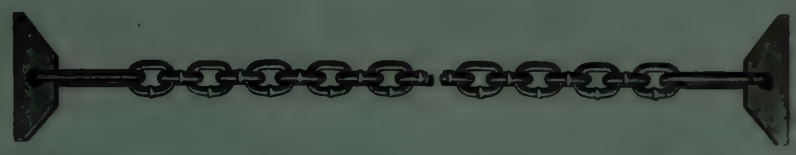
GENUINE "TURBROS"

**Balata Belting**

*Waterproof and Stretchless.*
*The best belt for sawmills.*

Manufactured and guaranteed by

**Turner Bros. Canada Limited**
Montreal — Vancouver



**Electric-Welded Boom Chain**

25% {More Weld = 25% {More Strength = 25% {More Wear

Sheared Toggle and Ring * T Bar Hook and Link * Two Sheared Toggles * Forged Toggle and Ring

Made in Canada Write to Fully Guaranteed

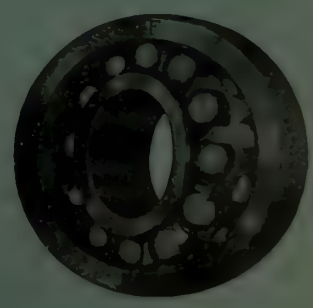
**McKinnon Chain Co., St. Catharines, Ont.**

**The OPERATING EXPENSE of**
a Shaw Motor-Headworks or Gasoline Warping Tug
**IS LESS THAN $10.00 PER DAY**
This Includes, Full Crew (less log men) Fuel, Oil, Upkeep and Depreciation
**IT WILL WARP 2,000,000 FEET OF LOGS**
**or TOW 100 BOOM-STICKS**
*Manufactured by* **RUSSEL BROTHERS - Fort Frances, Ont.**

New **RAILS** Relaying
12 to 80 pounds per yard.
**LOGGING CARS**
**Jno. J. Gartshore**
58 Front St. West, Toronto

For the BEST in all classes of
**PUMPS**
send your inquiries to
The Smart-Turner Machine Co., Limited
Hamilton - Canada

**Save 20 to 40 per cent of your Transmission Losses**



Install U. G. Hangers (made in Can.) and Skefko Ball Bearings (made in Eng.)

They require no rearrangement of a plant already installed nor departure from well established mill practice.

They insure the most sturdy, highly efficient and economical method of line shaft power distribution.

**The Canadian Fairbanks-Morse Co., Limited**
St. John, Montreal, Toronto, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria

Alphabetical Index of Advertisers, Page 62 Classified Directory to Advertisements, Page 64

# Get The Most Out Of Your Machines and Men

with

# "AMPHIBIA"

# Waterproof Leather Belting

If the power generated in your plant is being transmitted practically without loss to your various machines you are getting the most out of those machines and men and your plant is operating at maximum efficiency.

The one belt that will promote these conditions in a saw or planing mill is "AMPHIBIA".

This belting is made from selected hides that are given a secret waterproof tanning. The best of the butt is then selected for "AMPHIBIA" belting—all weak spots are culled out by experienced men.

The manufacture of "AMPHIBIA" belting is carried on with extreme care and rigid inspection. Every joint is made firm as the leather itself. The finish on "AMPHIBIA" is one that makes the belting grip the pulley and prevent slipping.

## "Leather like gold has no substitute."

**Write us for a sample order and state where belt is to run.**

***Write To-day.***

## Made In Canada

"AMPHIBIA"

*Sadler & Haworth*

*Tanners and Manufacturers of Leather Belts for 39 years.*

**MONTREAL**
511 William St.

**TORONTO**
38 Wellington St. E.

**WINNIPEG**
Galt Building

**ST. JOHN**
149 Prince William St.

**VANCOUVER**
217 Columbia Ave.

"AMPHIBIA"

# The North Shore Shingle Association

## of Eastern Canada

**We offer for immediate shipment the following grades of**

# White Cedar Shingles

## Extras Clears Second Clears

## Clear Walls and Extra No. 1s

This stock is bone dry and can be supplied short or full count. Shipping Points: Campbellton, Dalhousie, Charlo, Bathurst, Bonaventure and Chatham.

***For prices write or wire***

**F. G. Wheaton, Amherst, N. S., Canadian Sales Agent**

We have a complete assortment of

# White and Norway Pine

## Lumber and Dimension Timber

**ROUGH OR DRESSED**

**Our prices are right, quality dependable and with our shipping facilities**

***We can handle your orders promptly.***

## George Gordon & Company, Limited

**Cache Bay, Ontario**

# Mason, Gordon & Co. 80 St. Francois Xavier Street, Montreal, Que.

## Everything in Timber

Car and Cargo lots only

**Douglas Fir, Pine, Hemlock, Spruce, Yellow Pine and Oak**

Write, Wire or 'Phone for Prices - **Western Office:—Pacific Building, VANCOUVER, B. C.**

# Read & White

*Wholesale Lumber*

**Spruce, Hemlock and Hardwoods**

## Hemlock & B.C. Timbers

**818 New Birks Bldg., MONTREAL**

# New Ontario Colonization Co.

LIMITED

**Lands, Lumber, Lath and Pulpwood**
**Planing Mill Work**

Lumber Yard, Jacksonboro, Ont.

***We have the following lumber on hand ready for shipment as shown above, and for which we solicit your orders viz:***

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|---|---|
| 1 x 4 Merchantable Spruce. | 1 x 12 Merchantable Spruce. |
| 1 x 5 Merchantable Spruce. | 4/4 and 8/4 Mill Run Tamarack. |
| 1 x 6 Merchantable Spruce | 4/4 Balsam. |
| 1 x 7 Merchantable Spruce. | 4/4 No. 2 and Better Whitewood |
| 1 x 9 Merchantable Spruce. | 8/4 No. 2 and Better Whitewood |
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**Three sawmills and large, well equipped Planing Mills.**

**Good supply of Pine, Cedar, Hemlock and Hardwoods. Special bills Winter or Summer,**

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**Lumber Lath Pulpwood**

*Head Office and Mills at:*

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**On Nat. Transcontinental Ry.**

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## At South River

| | | |
|---|---|---|
| 4/4 | Dead Cull Birch | 190,000 |
| 4/4 | No. 2 and 3 Com. " | 328,000 |
| 4/4 | No. 1 " " | 300,000 |
| 5/4 | No. 1 Com. and B. " | 102,000 |
| 8/4 | No. 1 " " " | 75,000 |
| 4/4 | Log Run Maple | 35,000 |
| 4/4 | " " Elm | 28,000 |
| 4/4 | " " Ash | 5,000 |

## At Longford

| | | |
|---|---|---|
| 4/4 | No. 1 Common Birch | 30,000 |
| 4/4 | No. 2 " " | 25,000 |
| 4/4 | No. 3 " " | 230,000 |
| 6/4 | No. 1 Com. and Better " | 5,000 |
| 4/4 | Common and Better Elm | 12,000 |
| 4/4 | No. 2 and 3 C. & B. " | 12,000 |
| 4/4 | Mill Run Maple | 45,000 |
| 4/4 | " " Beach | 20,000 |

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# "Safety First"

Don't take a chance on losing a customer by selling him some inferior lumber, sell him

## Hocken's Hemlock

and you'll be safe.

## Hocken Lumber Company, Limited

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2 x 7 - 12/16
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2 x 9 - 12/16
6/4 x 8 - 12/16
6/4 x 8/10 - 12/16

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Lumber - Lath - Shingles
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***We Offer for Immediate Shipment, Dry Merchantable Quebec Spruce, Culls Laid out.***

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|---|---|---|---|
| 2 x 3 x 8/16 ft. | 24,432 ft. | 1¼ x 3 x 8/16 ft. | 13,687 ft. |
| 2 x 4 x " | 730,640 ft. | 1¼ x 4 x " | 92,735 ft. |
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| 2 x 6 x " | 148,000 ft. | 1¼ x 6 x " | 14,093 ft. |
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| 2 x 8 x " | 40,000 ft. | 1¼ x 8 x " | 67,238 ft. |

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We specialize in timbers—lengths 10 ft. to 26 ft. long, and we have facilities for Dressing.

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Mills at Craigs on the B C.E.R.
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*Write us stating what you will have.*

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**As All Other Concerns Combined**

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Yellow Pine Timber a Specialty.
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***All Thicknesses***

Also full line in

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***All grades and sizes.***

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| 100,000 Ft. | 5/4 | 1st and 2nd Basswood |
| 2,500 " | 8/4 | " " " |
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HEMLOCK BILLSTUFF a Specialty of which we have the Best Assortment on Georgian Bay.

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All stock sized or matched if required.

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This stock was cut early, is dry, and was taken from an exceptionally good run of logs. We are quoting attractive prices on this lumber for prompt shipment.

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We specialize on cutting to order all sizes of

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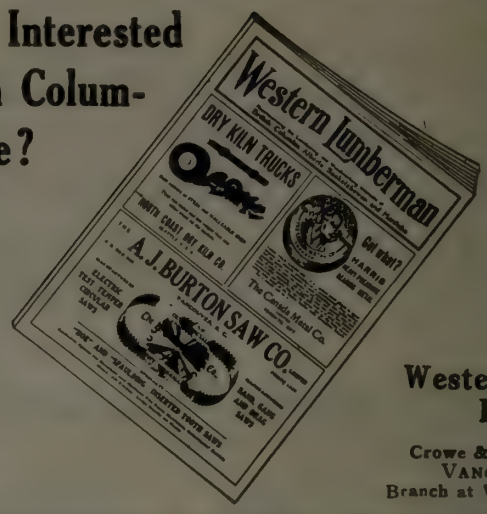


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"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

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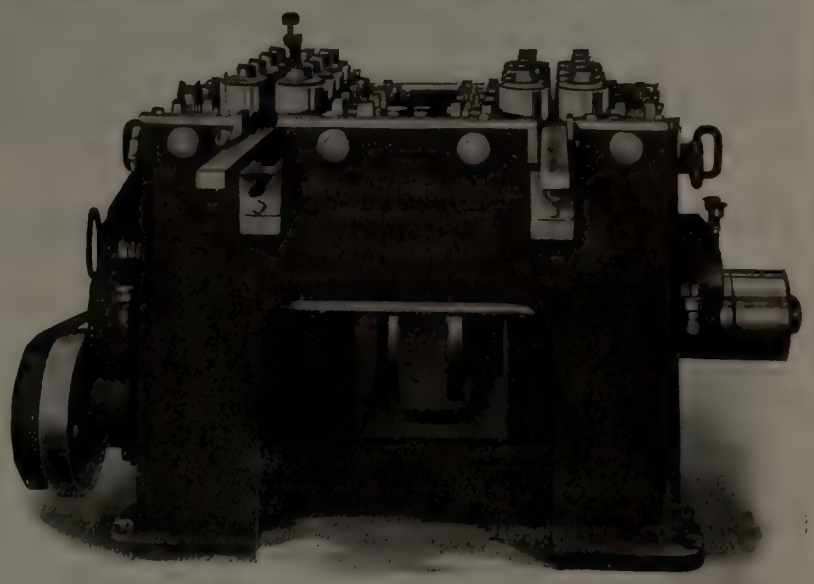

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STANDARD TYPE "S4" CRANE.

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The price is the same anyway.
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1/30″ SLICE CUT VENEER
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**Specialty:**

QUARTERED WHITE OAK

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QUARTERED OAK PLAIN OAK
POPLAR ASH

***Yards at Nashville, Tenn.***

We can ship you promptly any of the above Stock, Carefully Inspected

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HARDWOODS
MAPLE FL'G.
*IN MIXED CARS*
SHINGLES
LATH
POSTS
MOULDING

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## Stearns Salt & Lumber Co.
**Ludington, Mich.**

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4/4 1s and 2s, 2 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 3 cars.
5/4 No. 1 Common, 1 car.
6/4 No. 1 Common, 2 cars.
8/4 No. 1 Common, 2 cars.
4/4 Sound Wormy, 3 cars.
5/4 Sound Wormy, 2 cars
8/4 Sound Wormy, 1 car.

POPLAR:
5/8 Reg. 1s and 2s, three cars.
3/4 Reg. 1s and 2s, one car.
4/4 Reg. 1s and 2s, four cars.
5/4 Reg. 1s and 2s, one car.
6/4 Reg. 1s and 2s, one car.
10/4 Reg. 1s and 2s, one car.
12/4 Reg. 1s and 2s, two cars.
16/4 Reg. 1s and 2s, three cars
4/4 No. 1 Common, 4 cars.
5/4 No. 1 Common, 2 cars.
6/4 No. 1 Common, 2 cars.
5/8 18-23, two cars, Panel and No. 1.
4/4 24-27, three cars, Panel and No. 1.
4/4 18-23, two cars, Panel and No. 1.

BASSWOOD:
4/4 1s and 2s, 5 cars.
5/4 1s and 2s, 3 cars.
4/4 No. 1 Common, 5 cars.
5/4 No. 1 Common, 3 cars.

WHITE OAK:
5/4 1s and 2s Plain, 5 cars.
6/4 1s and 2s Plain, 6 cars.
7/4 1s and 2s Plain, 7 cars.
8/4 1s and 2s Plain, 7 cars.
5/4 No. 1 Common, 3 cars.
6/4 No. 1 Common, 3 cars.
4/4 Qtd. 1s and 2s, 4 cars.
4/4 No. 1 Common, 5 cars.

PLAIN RED OAK:
4/4 1s and 2s, 7 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 6 cars.
5/4 No. 1 Common, 2 cars.
3/4 No. 1 Common, 3 cars.

The above is a list of dry stock which we can ship promptly. All our own manufacture and band-sawn stock, and thoroughly dry. Do not place your orders before writing for prices.

**CANADIAN REPRESENTATIVE:**

**John Hall, Box 32, Toronto, Canada**

**Phone College 6997**

W.M.RITTER LUMBER COMPANY
COLUMBUS, OHIO

## R. HANSON & SONS

MANUFACTURERS

## Michigan Hardwoods AND Hemlock Lumber

**Grayling - Michigan**

# C. Beck Manufacturing Company, Limited

PENETANGUISHENE, ONT.

# White and Norway Pine

**Penetang Sawn Lumber is Famous.**

**Let it Make You Famous.**

# "DUXBAK" Waterproof Clothing

For outdoor wear this "Duxbak" cravenetted coat is just what many lumbermen are looking for. It is light in weight and absolutely guaranteed to be waterproof. The fabric permits of perfect ventilation.

Other "Duxbak" garments are norfolk jackets, long trousers, knee pants, riding breeches, cartridge vests and a variety of caps and leggings, for both men and women.

***Write us for booklet.***

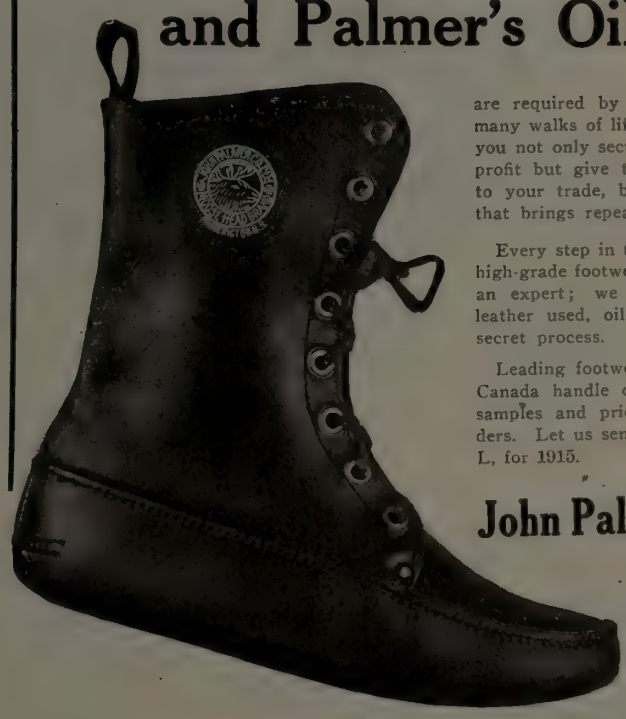
## F. M. DIXON

**59 St. Peter St. - Montreal**

# Merchants! Share in Our Big 1915 Sales

Every year sees a heavy increase in sales for the genuine Palmer's Oil-tanned, waterproof footwear. Our fine new plant has been the outgrowth of the demand we have created by A1 quality, and we are now ready to cope with record sales for 1915.

## "Moose Head Brand" and Palmer's Oil Tans



are required by thousands of men in many walks of life. Handling this line, you not only secure a liberal margin of profit but give the utmost satisfaction to your trade, building the reputation that brings repeats.

Every step in the manufacture of this high-grade footwear is under the care of an expert; we personally select all leather used, oil-tanned by our own secret process.

Leading footwear jobbers throughout Canada handle our popular line. See samples and prices before placing orders. Let us send you our free booklet L, for 1915.

**John Palmer Co., Ltd.**

**Fredericton, N. B.**

(Canada's largest manufacturers of oil tanned footwear)

## Spruce
## White Pine
## Banksian Pine
## Birch

***Get our stock list and prices.***

**QUEBEC & ST. MAURICE INDUSTRIAL COMPANY, Portland, Maine**

# "Pick of the Pines"

at the Minneapolis Lumber Exposition commanded the instant attention of every dealer who inspected the wonderfully attractive stock shown in the Armory. Clearly it was worth an examination. This exhibit conclusively demonstrated that Arkansas Soft Pine generously repays the care and attention manufacturers lavish on it. The exhibit—part of an ordinary shipment of yard stock, such as hundreds of dealers receive every day—was rated an example of Millwork of Unusually High Character. In brief

# Arkansas Soft Pine Made a Hit

## High Grade Millwork Brings Out Comment

First Dealer, after a critical examination of **Arkansas Soft Pine Stock**—"That is **bully lumber,** but do you suppose they sand all the finish?"

Second Dealer—"Search me. It **looks like it was worth** sanding."

Attendant—**"That is just average millwork**, gentlemen, and your comment regarding it is in line with the average opinion expressed regarding it. **That satin-like surface is the hallmark of Arkansas Soft Pine."**

Salesman—"Men have stood at the tail end of our planers watching the stock come through and have accused us of having a device for sanding concealed in the machine. Your mistake is not an unusual one."

Dealers who want trim that is ready to use.

Who want material that satisfies the particular customer.

Who want lumber that will take any manner of finish, want Arkansas Soft Pine.

If you are not getting the stock to which your customers are entitled, get in touch with the mill that can supply you to the best advantage.

Crossett Lumber Company, - Crossett, Ark.
Eagle Lumber Company, - Eagle Mills, Ark.
Edgar Lumber Company, - Wesson, Ark.
Fordyce Lumber Company - Fordyce, Ark.
Freeman-Smith Lumber Co., Millville, Ark.
Gates Lumber Company, - - Wilmar, Ark.
Southern Lumber Company - Warren, Ark.
Stout Lumber Company, - Thornton, Ark.
Valley Lumber Company, - - Reader, Ark.
Wisconsin & Arkansas Lbr. Co., Malvern, Ark.
Arkansas Land & Lumber Co., Malvern, Ark.
Arkansas Lumber Company, - Warren, Ark.
Cotton Belt Lumber Company, Bearden, Ark.

# The Moreau Barks 3 Cords per Hour

The Moreau Barking Machine is something quite different from any other rossing device. It has a capacity of from 2 to 3 cords per hour and only requires 6 H.P. to operate it, and it eliminates the time consuming and costly operation of boiling logs.

The Moreau Barker only diminishes the log 18 per cent. as compared with a loss of 25 per cent. to 30 per cent. by other barkers.

The Moreau is an Automatic Barker and its working efficiency is not dependent upon the operator. This feature is particularly advantageous when the logs to be barked are crooked.

Used in conjunction with a pulp wood plant the Moreau Barking Machine will show surprising results. A valuable feature of this outfit is that it is readily portable to any point in the woods—at the railway siding or wherever shipping facilities are offered. Its own weight is sufficient to hold it in place when in operation.

The illustration shows the Barker at work by a siding with logs being loaded direct from the machine to the cars.

***Write us for literature and prices***

## The Moreau Barking Machine

**Company, Limited**

**St. Hyacinthe, Que.**

**Address all communications to C. Manseau, Sales Manager, Drummondville, Que.**

# Machinery and Timber For Sale

The undersigned offer for sale, in large or small blocks all their remaining timber lands, mills and town property situated in the Town of Parry Sound, Ont.; and other Lumber Equipment, including boom chains, plows, sleighs, etc.

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Shawanaga, Burpee, McConkey, Mills, Allen, Secord, Falconbridge and Street.

Special bargains in the townships of Burpee, Falconbridge and Street, for small mills.

**We have the following Sawmill Machinery for sale:**

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 8-block right hand steam feed carriage fitted with steam set works, made by Wm. Hamilton, Peterboro, with 10-in. steam feed cylinder.

1 Double cylinder steam nigger, right hand.

1 Log Loader for right hand mill.

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 10 in. Double-cylinder steam feed carriage, left hand, for cutting 24-ft. logs.

1 left-hand steam nigger.

1 Log-loader.

1 Endless chain jack ladder with two kickers complete for right and left hand mills.

2 Roger Gang Edgers for 8-in. cants and lumber.

1 Waterous double edger, 6 saws.

2 2-saw trimmers.

1 20-ft. Slash table.

1 16-ft. Revolving Slash Table.

1 Horizontal Slab Resaw with 5-ft. wheels, made by Diamond Iron Works.

1 70-ft. Transfer Chain for sorting lumber, with necessary levers, rolls and transfer chains to complete outfit.

1 Lath Mill with bolter.

2 Lath Trimming Saws.

## FILING ROOM

1 Automatic Filing Machine for 12-in. D.C. band saws.

1 Automatic Grinding Machine for 8-in. S.C. band saws.

1 Automatic Machine for circular saws.

1 Hand Machine for cut-off saws.

1 Lap Grinder.

1 Set Band Saw Rollers and levelling blocks, with necessary swedges, a number of second-hand band, gang, edger and slash table saws.

## POWER PLANT

2 Double Duplex, high pressure Water Pumps.

5 60-in. x 16-ft. Return Tubular Boilers, allowed 125 lbs. steam.

2 125 h.p. Water Wheels.

1 Upright Engine for sawdust conveyor.

1 10 h.p. Engine.

1 Mitts & Merrell Hog.

1 Wood Machine for 22-in. wood.

1 Wood Machine for 16-in. wood.

1 Edger for ripping dry lumber, installed.

1 Edger for ripping dry lumber, not installed.

1 30 h.p. Generator, 250 volt.

1 30 light arc generator.

There is also a large quantity of shafting, pulleys, hangers, belting, tram cars and turn-tables, particulars of which may be had on application.

Also, contents of machine shop, containing Planer, Drill, Lathe and Machinery, with tools necessary for repair work.

All of the above open for inspection at Parry Sound.

The
## Parry Sound Lumber Co.
Limited

**26 Ernest Avenue, TORONTO, CANADA**

*"Who says it's hard to keep in order?"*

# DISSTON Inserted Tooth Saws

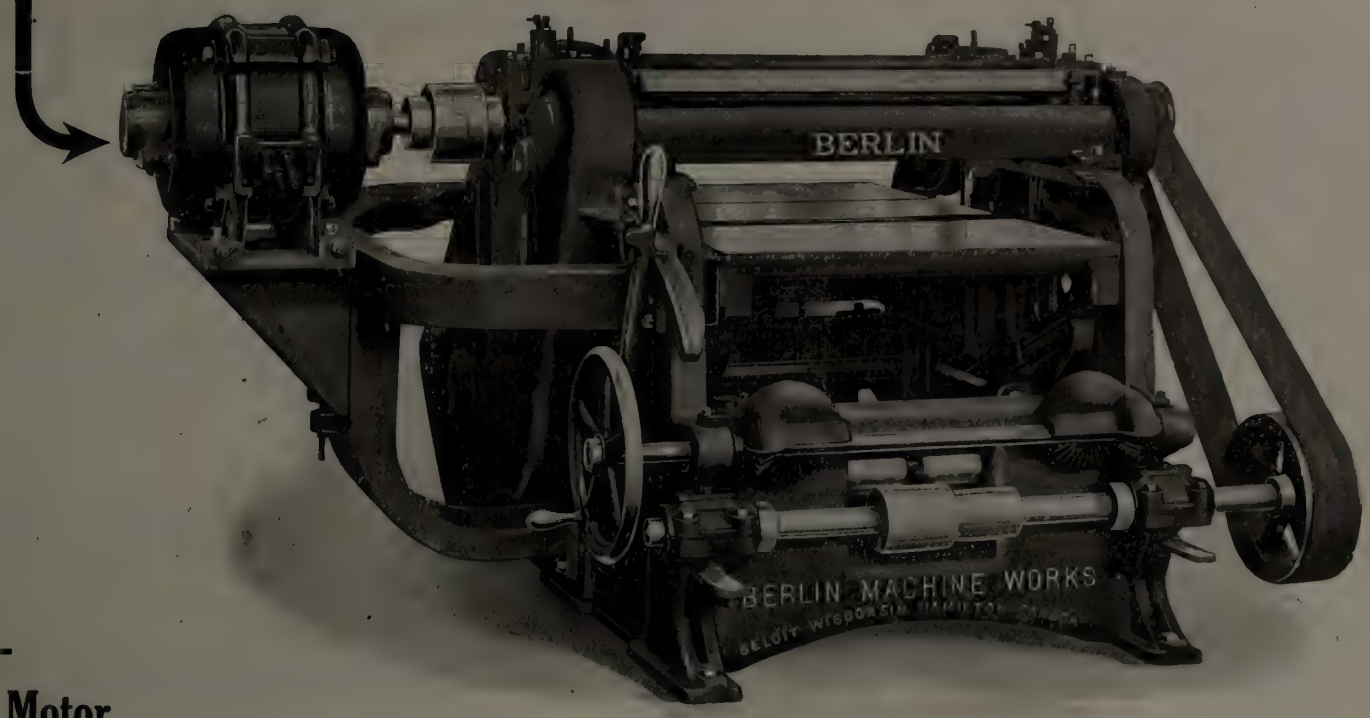
## Edgers Bolters Rift Saws

Correct design, highest grade material and skilled workmanship adapt Disston Saws to economical, efficient use in the manufacture of lumber from the log in any class of wood.

DISSTON 1840 1915 JUBILEE

**Henry Disston & Sons, Ltd.**
2 Fraser Ave.
Toronto Ont., Can.

# A Steady Economical Surfacer Drive




**The Direct-Connected Motor**

## On the Berlin No. 156 Cabinet Single Surfacer

drives both cutter-head and feed steadily at their most efficient speed. The proper ratio between cutting and feed speed remains constant over the widest range of load. Uniform surfacing is assured.

The machine with motor so applied, is made independent of line or counter shafting and belts. The best use of floor and overhead space is allowed. Location can be made most convenient to cut down the cost of handling stock.

With line shaft drive in use the belt friction load of tool and countershaft varies from 25 to 40 % of the total power required. Motor drive saves both this loss and belting costs and their strain and wear on cylinder journals.

Moreover the power bill stops whenever the machine is shut down, and even additional minutes of power cost and operators' time are saved through easy starting and stopping.

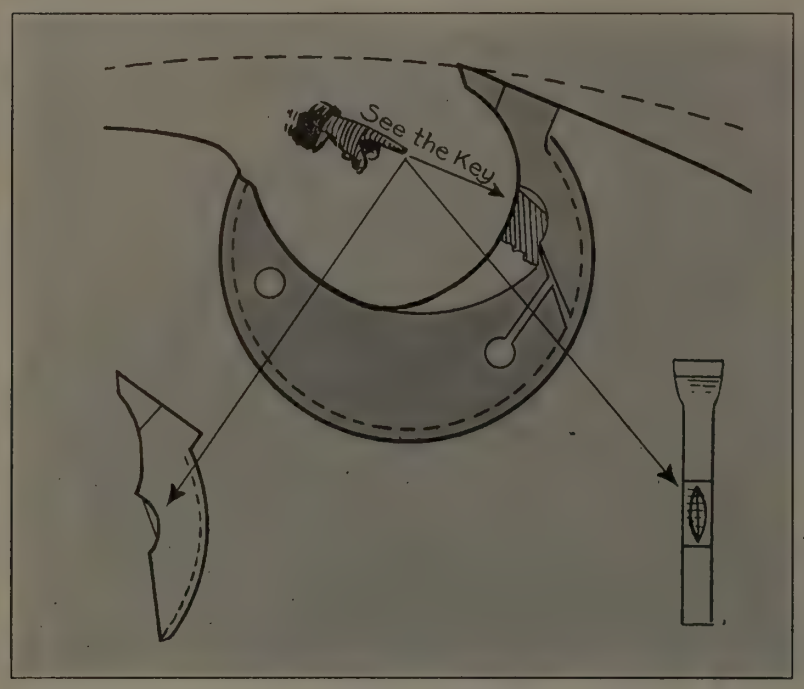
And the machine itself may be equipped with the head, top in-feed roll and chip-breaker especially designed to handle your particular work. But your greatest saving will be on work requiring the smoothest finish, for with round head equipment carrying thin steel knives which may be ground and jointed on the machine, sanding all your stock won't be necessary.

We'll explain this when you give us your address and tell us the class of work you have to do.

**BERLIN MACHINE WORKS, Ltd., HAMILTON, ONT.**

*Largest Manufacturers of Woodworking Machinery in the World*

U. S. Plant, with offices - BELOIT, WIS.




# "I X L"

## Inserted Teeth

**are now made and sold by us at our**

## MONTREAL FACTORY

**Send us your orders or inquiries for any**

## SIMONDS SAWS

# Simonds Canada Saw Company, Limited

**St. Remi Street and Acorn Avenue, Montreal**

**St. John, N. B.** **Vancouver, B. C.**

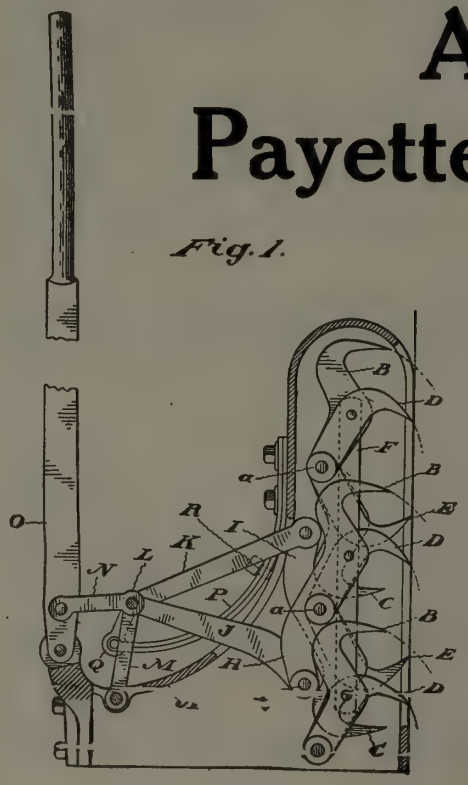


*Fig. 1.*

# A Boon to Lumbermen
# Payette's Famous Patent Mill Dogs
## 650 Sets already sold

**BECAUSE**

(1) They will dog with perfect ease and safety in any class of timber.
(2) Will dog just as easily, frozen maple or hardwoods of any description.
(3) Will dog the last board, just as easily as they dogged the first one.
(4) They do not tear the board or stock.
(5) Many other reasons, too numerous to mention here.

Write us for full particulars and booklet on same.

**We also manufacture the following High-Grade Saw-Mill Machinery;—New Modern Saw-Mill Carriages, with either three or two head blocks; P. Payette's New Patent Saw-Mill Dog, for use in either winter or summer. P. Payette's Grip-Set Works; Steam Feed Valves, Steam Lifter and Loaders, Valves. Five different classes and styles of Edgers, for either light or heavy duty. Combined Gang-Circulars and Edgers, or Independent Gang Circulars.**

**Steam-Canters, Steam Lifters and Loaders, and a general line of saw-mill machinery. Detachable Chain-Sprockets, Castings of Gray-Iron, Semi-Cast Steel, and brass castings for general use.**

**Descriptive Booklet and prices mailed free upon request.**

# P. Payette & Company

**Engineers and Machinists**

**Penetanguishene, Ontario**

# Canada Lumberman & Wood Worker

Issued on the 1st and 15th of every month by

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"The Canada Lumberman and Woodworker" is published in the interest of, and reaches regularly, persons engaged in the lumber, woodworking and allied industries in every part of Canada. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

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Vol. 35 Toronto, February 15, 1915 No. 4


# Why Not Get Your Customers' Cash?

Next to selling lumber, the most important feature of the lumber business is to get paid for it. There is no one selling lumber today who does not know this, but there are a great many who do not live up to it; and the peculiar part about it is that neither they, nor anyone else, can give any reason for their unbusinesslike methods. In times like the present, when the volume of trade is greatly reduced and money is of great importance to those who can get it, the man who is not paying sufficient attention to his collections is in a bad position; while the man or the firm who have always made a point of going systematically after the money owed to them, find their business in a comparatively satisfactory condition. Throughout the lumber trade, from the manufacturer to the retailers' customer, the situation is much the same, although it becomes less business like the nearer the transaction approaches the consuming customer.

Most of the successful manufacturers and wholesalers conduct their affairs upon a basis of granting a two per cent. discount for bills which are paid within 15 or 30 days of delivery, charging the net price for bills paid between that date and 90 days from delivery. After that, the custom is to charge interest, sometimes at a specified rate, sometimes at the current bank rate. This practice has become an established one in most parts of eastern Canada and is one which, when followed up persistently gives good results. In the first place, it depends for its value upon systematic sending out of invoices at the same time as delivery is made, or very shortly afterwards, and careful attention to the office books with a view to notifying each customer periodically of the condition of his account. There is no reason why this systematic way of looking after accounts should not be followed regularly by all lumbermen, but the truth of the matter is that there are many who do not conduct their affairs in this way, and who, sooner or later, suffer as a result.

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The retailer is the chief sinner in regard to collections. There are retailers and retailers. Some of them do their business in a most up-to-date manner and could give a good example to many wholesalers and manufacturers; but there are others who seem to think that their particular cases are exceptions to the general rule; that for some hazy reason their customers are not of the same stripe as other retailers' customers and that they have some peculiar inherent right to the use of the retailer's money, without paying interest, as long as they wish to keep it. How this belief grew up in the first place is not difficult to discover. The farmer, who is the most important customer of many retailers, used to get his money at long intervals. He could not get it until his grain was sold; but he could not sell his grain unless he had money to put up a barn or a granary in which to store the grain until it could be marketed. So, someone had to finance him. One would suppose that it was the natural duty of the banks to attend to this end of the business, and so it was; but the banks in most cases were called upon to finance the farmers until they had purchased their farms, stock, machinery, seed, etc., and paid the wages of their farm hands. By the time the farmer came to need money for his granary he had, in a good many cases, reached the limit of his credit with the bank, or thought he had, and had also begun to realize what it meant to be paying interest on borrowed money. Moreover, he had found out that the way to get money for nothing was to go to a retail lumberman and order lumber, knowing that, in many cases, the lumberman would not press for payment until the grain had been marketed, and that in some cases he would not even be very pressing then. The retailer, unless he was a natural business man, soon got into the way of thinking that this was the right way of doing business, and that there was nothing for it but just to hand out the lumber when it was wanted and hope that the customer would pay for it before long.

This is the most unsatisfactory feature of the whole lumber trade and the least excusable. Why, even a farmer should not conduct his business in a reasonably businesslike manner and proportion his annual expenditures to his income in such a manner as to have a bank account upon which he can depend so as to take advantage of the discounts permitted by firms which are ready to give a discount for cash, is difficult to understand. In the earlier days it might be natural that a farmer should not develop business instincts of this order, because he was far removed from business centres and did not have any good examples before him to study; but nowadays he has examples of this kind before him continually and should be made, by the retailer to realize that when he gets lumber he must be ready to pay for it or to pay interest at the bank rate. We believe there is a way in every instance to make the retailers' customers live up to this manner of doing business. No matter how confirmed they may have become in their loose way of settling accounts, they can be brought to see things in the proper light if a persistent effort is made; and there is no question that such an effort is well worth while.

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The making of an effort to teach customers the habit of meeting their obligations regularly is where so many retailers fall down. Everyone knows just how this works out. We all know in our own private affairs that some of the merchants from whom we buy expect prompt payment and generally get it, and that others adopt a careless attitude and give us the impression that they can wait indefinitely. The result is that they do wait and are generally the last to be paid. In a certain district, there is a contracting carpenter who is doing a very good business. He is a good carpenter and also a pretty good business man. When he has done a job he sends in a bill without any delay and soon afterwards he makes a call, ostensibly to look over the work and see whether there is anything more required. He puts in a casual remark that there is an account to be settled and that he hopes to have, at least a little on account before very long. He drops around frequently thereafter; that is to say, once every two or three weeks. This man is not in a very large way of business and can pay personal attention to his affairs in this way; but if he were so busy as not to be able to do this he coul dget similar results by correspondence followed up in a persistent manner.

In the same district there is a plumber who does things in a very different manner. One of his customers, who is trying to get his debts settled systematically, has been wanting a little work done for a couple of months and has also wanted to pay part of his account for

work already done. This plumber, not that he is too busy to look after things systematically, but because he is not of a systematic nature, has been putting off doing the little bit of work that is wanted, and has been promising to send in a bill, "some day soon." He even went so far recently as to say that he would make out the bill that night and send it by mail the next day; but this was over a month ago and still the bill has not arrived. Naturally this customer pays the persistent carpenter and lets the plumber wait indefinitely. All customers, as a matter of course, adopt towards their merchants just the same attitude as the merchants adopt towards their customers. If the merchant realizes this and makes it the backbone of his business methods, he will find that much of the difficulty of collections is done away with.

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Wherever it is possible in a district to get the customers into the habit of paying cash, this should be done. A month ago we published in this journal a most interesting and valuable article upon this subject written by Mr. H. R. Isherwood, of Sawyer, Wis. We have discussed the plan adopted by Mr. Isherwood with other lumbermen and all have thought highly of it; agreeing that it is a system which can be put into practice without much difficulty, and that its benefits must be immediate and great. The innovation adopted by Mr. Isherwood is that he not only gives a two per cent. discount up to 15 days after purchase, but he induces many of his customers to pay cash when they give an order, by giving a discount of 4 per cent. for cash paid then. He gets the use of the customer's money instead of the customer getting the use of his money. Having the customer's money he feels well disposed towards him, and does his very best for him. The customer feels that he is in good standing with the merchant and visits him freely. The result is an all-around good feeling which encourages trade and makes business a pleasure for the retailer. This retailer has practically converted a large credit business into a cash business and has made himself solid with every farmer and worth while customer for miles around. We would suggest that our readers take into consideration the advisability of following Mr. Isherwood's plan. If they want to enquire into it fully they will find it described in detail in the Canada Lumberman of January 15th, or if they wish to write us we will gladly give them full particulars.

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# Confidence Returning in the West

With their customary breezy optimism, the lumber trade of British Columbia are taking comfort in the reappearance of definite orders for lumber which have recently come out in pretty substantial quantities. For many months past nothing in the way of news has come out of British Columbia that was not discouraging. The situation went from bad to worse, until it reached that stage where everyone had a chance to devote time to studying the reasons for the depression more completely than usual, and there was a rather surprising unanimity of conviction that some of the lumbermen had more to do with the depression than they had formerly thought. In fact the situation was very tersely put by a prominent banker, who, referring to British Columbia industry and trade in general recently said that the war had not been responsible for the present conditions, but had simply revealed them.

Those who have been keeping closely in touch with British Columbia developments for the past three or four years, will immediately agree that there is more than a little truth in this criticism. The present situation commenced to develop in British Columbia several years ago when men began to turn over real estate at a profit in an unreasonably short space of time. The speculative fever of the West became intense and continued so for much too long a period. It seemed to have behind it all the great natural wealth of the country and the prospective continual influx of many thousands of settlers to the prairies and to British Columbia for years to come. The crisis fortunately arrived ahead of the war, but the war showed up the whole unsound situation in all its natural ugliness, as nothing else could have done.

The lumber industry, caught in the great speculative movement, followed the current to the end. It had its examples of bad financial management, unwise sales management and improvident over-production. It went along with little consideration of the day of reckoning. It was lifting itself by its boot straps, so it thought, but it was really doing nothing of the sort. It was simply digging its own grave and getting ready for the funeral. The great surprise is that after such a funeral there should already be promise of a resurrection.

It is to the infinite credit of many British Columbia lumbermen that they have set themselves so definitely and with such determination to the task of searching out the cancer of their trade and cutting it out. They have freely admitted their shortcomings and have reformed their ways almost over night. We only hope that their conversion is genuine and permanent. They have set themselves also to search out the markets of the world for British Columbia lumber. They have found a way of selling large quantities of stock to Great Britain. They are selling many shingles and a fair amount of lumber in the United States. They have representatives touring the republics of South America, confident of getting new trade. They are planning a method of telling the whole world how good British Columbia lumber is; how to get it; how to use it, and what it costs. They are studying the markets of Australia and the Orient as they never studied them before. They are shipping to the eastern States and the West Indies by the Panama Canal and expect to work up good permanent markets in those countries. The few good orders that have recently come out, have opened some of the large mills and the whole trade, which a few days ago was in dejection, is already counting many an unhatched chicken. We can only hope that the results will be up to expectations. In the meanwhile, however, it is like a breeze from the pines to a tired city dweller, to read once more the cheering news that the west feels its confidence returning.

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# Preparing to Push Wood Products

At the mass-meeting of the Forest Products Federation which is to be held in Chicago on February 24th and 25th, information will be presented by special committees and by officers of the Association upon the conditions which tend to reduce the use of lumber, or to encourage the use of other building materials. To every man who is engaged in the manufacture or sale of lumber this information will be of much value, and the efforts which will be made to increase the use of lumber, after this information has been received and discussed, will, it is hoped, bring about a much better trade condition than has ever existed in the past.

It is remarkable how quickly the public takes up a statement of a sensational nature regarding an impending scarcity of any important raw material, and how difficult it is to displace such an idea once it has secured a good hold upon the public mind. In connection with lumber this has been demonstrated very forcibly. The "impending wood famine" is now a time-honored subject of discussion in the press in spite of all that has been done to give the public a more accurate idea of the situation. The popular opinion is that timber has already become scarce enough to warrant the extensive use of substitute materials. This opinion has been sedulously fostered by the clever campaign of publicity conducted by those who are interested in substitute materials. In spite of popular opinion, however, there is still plenty of timber available for all necessary requirements, and the campaign for the wider use of lumber and timber has a firm foundation of fact to build upon. Properly conducted, this campaign cannot fail to have good results, both to the lumber industry and to the consuming public.

The question is almost entirely one of teaching the consumer about the source of supply and the proper methods of use in order to get the best results. The object of the proposed campaign is, not to

encourage the use of wood in places for which it is not suited, but to cultivate the field of the proper use of lumber so that the annual consumption will be sufficient to take care of the output. Under modern conditions of trade, manufacturers of every commodity have to follow out a practice of this nature, and lumbermen are no exception to this rule of business. More complete use of lumber will be possible only as wider markets are developed. This is the primary purpose of the Forest Products Federation and for this reason the results secured will unquestionably be important to the industry, both in Canada and in the United States.

The new feature of the present movement is that it includes every branch of the lumber industry. The co-operation of manufacturers, wholesalers and retailers in spreading information about the merits and uses of lumber will do much, not only to educate the public along this line, but also to educate the different branches of the trade and industry regarding the better development of good business relations between one another. So far as the use of different varieties of wood are concerned, the federation will leave all such matters to the various lumber associations which are directly concerned.

In order to systematize the work of the Forest Products Federation, several committees have been appointed which will present reports at the mass-meeting at Chicago. These reports will be upon the following subjects:—Building Codes, Fire Losses, Comparative Prices of Building Materials, Shingles, Promotion. Strong committees have been appointed and the information which they present should furnish an excellent basis upon which to work out the details of the publicity campaign.

In Canada the use of substitute materials has been so successfully exploited as to make the question of just as much importance to the lumbermen of this country as it is to those of the United States.

# Forestry Progress During the Past Year

Sir Clifford Sifton, in his annual address delivered recently before the Commission of Conservation, dealt at considerable length with the forest production of Canada. The fire season of 1914, he said, was the worst since 1910, and the aggregate of loss will be heavy. Had it not been for the fire protective organizations established during the last three years, the loss might have approached the dimensions of a national disaster. Results have shown that these organizations are effective, but need strengthening to provide really adequate protection. In practically all cases, larger appropriations are needed, especially for the protection of young forest growth. This action, wherever practicable under present conditions, is fully justifiable on the basis that fire protection must be regarded not as an expense, but as an investment, necessary in the public interest and one which will pay high dividends in the future.

There is strong reason for the belief that the forest resources of Canada have been much over-estimated, and the necessity for a general stock-taking is obvious, in order to provide the basis for a comprehensive plan for intelligent conservation.

Under the fire regulations of the Board of Railway Commissioners, the railway fire protection work has been continued along the lines of organization and policy established during 1912 and 1913. Steady improvement has taken place, and along hundreds of miles of railway lines, the fire protective organizations of the railway companies have proved the most effective, and in some cases the only organized agencies in those particular sections, for the extinguishing of fires.

During the past year, material additions have been made to the area of Dominion Forest Reserves in Saskatchewan, but there are still large areas of non-agricultural forest lands in all the western provinces which should likewise be included in permanent forest reserves. At the present time the total area of forest reserves and parks in the western provinces is 43,802 square miles. There are also 17,900 square miles temporarily reserved with a view of being later included in permanent forest reserves. This does not include areas which were examined during 1914, the temporary reservation of which has not yet been approved. Action to approve the reservation of these areas should be taken without delay.

The present area of forest reserves and parks in Ontario is 22,574 square miles, or 14,447,360 acres. This area, while large in itself, is not great in comparison with reserves and parks in Quebec; nor is it large in proportion to the total area of non-agricultural lands in Ontario which must always be chiefly valuable for the production of timber. The present annual revenue from woods and forests in Ontario is in the neighborhood of $2,000,000. It is obvious that, if this revenue is to be maintained, new areas must be continually opened up for lumbering, and this in turn necessitates the protection of the non-merchantable areas and the young growth.

A notable occurrence of the past year in eastern Canada was the organization last spring of the Lower Ottawa Forest Protective Association. The territory protected by this Association comprises 7,500,000 acres, on the watershed of the Gatineau, Lievre, Rouge, Coulonge and Nation rivers, in the province of Quebec.

# Editorial Short Lengths for Busy Readers

The Labor Gazette in its review of trade conditions during 1914 states that the index number showing the average price of lumber during each month was as follows:—January, 184.2; February, 184.9; March, 183.7; April, 183.1; May, 184.5; June, 184.2; July, 184.1; August, 183.8; September, 182.8; October, 181.9; November, 179.6; December, 186.7. These averages are a comparison with the average prices during the decade from 1890 to 1899 which is taken as 100.

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Numerous interesting reports of orders for large quantities of lumber and timber have lately been reported from British Columbia, which are beginning to give the industry the appearance of renewed activity. The Canadian Western Lumber Company, New Westminster, received an order in January for 3,000,000 feet board measure of railway ties for the United Kingdom. Other reports indicate that some 25 million feet of railway tie business has been placed recently on the coast, and that there is more coming. The Cameron Lumber Company announce the receipt of an order for 250,000 feet of fir decking for the United Kingdom. One report states that orders for 5,000,000 feet of lumber have been placed in Vancouver recently by the C. P. R., acting on behalf of the Imperial Government. Frederick Stobart, a representative of the British War Office, who was recently in Ottawa, placed large orders with British Columbia firms for railway ties and bridge timbers.

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The lumbermen of British Columbia will ask the Provincial Government for $25,000, and the Dominion Government for a similar amount, to assist them in their campaign to make known throughout the world the advantages of British Columbia timber products. It will be pointed out that the government derives a very large revenue from timber, and only a comparatively small portion comes back to the industry. Moreover, when the lumber industry is brisk, times are good in the province. Figures given previously are that 85 per cent. of the price obtained for lumber goes out for labor and supplies, which means wide distribution.

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Pacific Coast rates on certain shipments to Great Britain will be advanced on June 1st. The rates on lumber from Seattle to London and Liverpool will, it is reported, be advanced from 90s. to 100s.; from Seattle to Glasgow from 95s. to 105s.

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Experimental shipments of mine props of British Columbia fir are being sent to the collieries of Durham and Yorkshire in Great Britain. The shipments are going by way of the Panama Canal.

# The Reader's Viewpoint on Trade Topics

## A Wagon Manufacturer's Views on Birch—Government Inspection Not Approved by B. C. Reader—The Necessity for Co-operation

### Approves of Birch for Various Wagon Parts

Editor Canada Lumberman:—

In the construction of a wagon wheel we find the black birch of Pennsylvania and the New England States and also the yellow birch of Wisconsin and northern Michigan, the very best woods that can be secured for the hub. It does not have the tendency to check and split open that is so characteristic of oak. We have adopted birch entirely in our work and have found since having done so, our loss on account of the degrading had been reduced to a minimum. We find birch will retain the spoke in the mortise fully as well as any other wood that we have used. For other purposes in the construction of the wagons we have not adopted it for the reason that in such grades as we would require it, it has not been advantageous from the standpoint of cost. There is no question, however, but what in the construction of dump wagon boxes it is fully equal to any other wood that can be secured as it is very firm, slow to rot and durable.

We understand that many of the eastern wagon concerns have used it quite extensively in this connection. We believe it would also be a very good wood to use for the construction of log wagons and some parts of farm wagons for bolsters and sand boards, but the price would be prohibitive in this connection.—U. S. Wagon Manufacturer.

### Sees No Need for Government Inspection Bureau

Editor, Canada Lumberman:— Genoa Bay, B.C.

I have your favor of the 23rd ult, to acknowledge. Regarding government inspection of lumber cargoes in lieu of Pacific Lumber Bureau inspection. It strikes me that until British Columbia annexes the States of Washington and Oregon we are not in a position to dispense with the Pacific Bureau inspection. Our competition comes from the manufacturers of Washington and Oregon, and if we are to meet them on even terms in foreign ports we have to guarantee the same grades and inspection as buyers receive if lumber is shipped from those states.

Without some particulars as to what government inspection would amount to, we are not in a position to make any remarks on that side of the subject, but at present sellers and buyers are well satisfied with the service of the Pacific Inspection Bureau, and personally we have no reasons for desiring a change.—Geo. R. Elliott, Manager, Genoa Bay Lumber Company, Limited.

### No Necessity For Government Inspection

Editor, Canada Lumberman:— Chemainus, B.C.

I do not think the time is opportune to try to adopt government inspection. In my opinion, there is no cause for a change. The Bureau of Inspection certificates are accepted as a standard throughout the world, the same as Hunt's inspection of steel, so we can see no object for trying to force a new inspection on the market.—E. J. Palmer, Victoria Lumber & Manufacturing Company, Limited.

### Confidence Coming Back Surely

Editor Canada Lumberman:— Toronto, Ont.

It is most difficult to predict what is likely to happen during the balance of this year. There are many factors to be taken into consideration but without mentioning them individually, I cannot see any just cause at the present time for pessimism, in fact the general trend of affairs is generally favorable

While the war is likely to last for some time it is very much in favor of the Allies, and will become more so from month to month. The tremendous orders for war material placed with the various manufacturing industries in this country, and high prices for all classes of farm products should be the means of keeping the great majority of our Canadian industries busy. What is needed to restore full confidence is for the loan companies to commence loaning money as usual, which they are likely to do in the near future, and for the banks to advance sufficient money for the lumber industry, and for all Canadians to give the preference to Canadian made goods and for every individual to do his part in keeping business going as usual.

While there is no doubt that there has been a heavy shrinkage in business, it was caused largely through a certain lack of confidence. This confidence is becoming gradually restored from month to month. This should be helped along by all the financial institutions in the country doing their utmost to assist every worthy industry.

At the present time I understand that the lumber industries are suffering to some extent, through sufficient capital not being advanced to them by the banks, although as far as the manufacturers are concerned, other than the lumber industries, I believe the banks are doing their full duty.

Almost all the factories in the United States that were closed during 1914 have now started operations, no doubt with fewer men than formerly, but as the railway problems have been practically all settled with the Government, it is stated that all the factories in the United States will be working full time and with a full compliment of men within two or three months. A prosperous United States will have a good effect on Canada.

To sum up the whole situation the magic wand which could bring everything back to its normal condition is called "Confidence"; let every person wave this wand and act up to it and 1915 should be a good year for all.—W. J. Murtry, President, Gold Medal Furniture Company.

### Volume of Business Holding Up

Editor Canada Lumberman:— St. John, N.B.

While the business in boxes and box shooks during the past year was not as lively as we would have liked, still the volume of business which we have done compared very favorably with that of 1913. We have recently been offered some large export orders in box shooks for England at good prices f.o.b. St. John, but the difficulties in securing steamer space under the present great scarcity of transatlantic tonnage with the consequent abnormally high rates of freight prevailing, are militating against the successful carrying out of this export business.—Wilson Box Company, Limited.

### Co-operation Badly Needed in Lumber Trade

Editor Canada Lumberman:— Penetanguishene, Ont.

We read with a good deal of interest the article in your last issue on the co-operation of lumbermen. We think that the article is a good one and deserving of being repeated many times until they all get the idea dinned into them so that they all work together. The different lumbermen are beginning to realize it, we think, and if they could establish their Lumbermen's Club into a "get together" club it would do a great deal to help the conditions existing to-day.—The C. Beck Manufacturing Company.

### Confidence on Its Way Back

Editor Canada Lumberman:— Montreal, Que.

Despite the optimistic outlook for business in general, at the outset of 1914, the optimism felt by the lumbermen did not, as everyone knows, materialize, even during the months when the early spring rush of lumber to the yards and factories was naturally expected.

The feeling of caution seemed to pervade all the markets several months prior to the declaration of the European war, no doubt reflected by the attitude of the banks throughout the country, whose elasticity in loans, during the most necessary times, was not appreciable.

No doubt the uneasiness felt by these institutions can be traced back to the Balkan wars, which many claim was the indirect result of German influence.

European banking institutions were in a position to appreciate the heavy calls for loans by the various governments, and, no doubt, the feverish war preparations, which were being quietly undertaken, presaged the conflict which is now under way, and paved the way for the extraordinary caution, which we were all forced to accept.

As a consequence, the necessity for prompter payments on the part of buyers, shortened very greatly the amount of outstanding notes and trade paper; reduced very largely the stocks on hand in the yards; produced a condition of overstock at the mills, and with the declaration of war a feeling of demoralization, apparently went through the ranks of manufacturers in general, which was not really justified by reason of overstocks in the yards and at factories.

Nineteen-fifteen. We are all hoping—some optimistically, more otherwise—for an early return to normal business, and if we can only keep our heads, confidence will be restored, and those, fortunate enough to be able to hold their balance of 1913-14 stocks for early spring months, as well as those, whose unbounded, and well placed confidence, in the ability of Canada to hold its own, war or no war, induces them to manufacture their usual output, will realize good sales at top prices. It is the writer's opinion that many lines will be

at a premium, the buyer's market will disappear, and it will be a case of the seller holding his own at his own price, which he will get.

Let us ever be cautious; but over-cautiousness may prove a hidden rock on which our ship of commerce may founder.

J. H. Poulin, Sales Manager,
Canada Lumber Sales Company, Ltd.

# Quebec Forest Revenue Increased

### Receipts Greater Than in Any Previous Year—Forest Service Prevented Serious Damage in Spite of Drought

The annual report of the Minister of Lands and Forests of the Province of Quebec for the year ending June 30th, 1914, has just been published. It shows that the revenues received from woods and forests for the year amounted to $1,588,958.73, which was made up as follows:—Ground rents, $359,287; stumpage dues on limits, $1,183,-021.61; penalties for infringements of regulations, $21,637.31; accrued interest, $15,724.81; bonuses on transfers, $9,288. The aggregate amount received by the Department was $1,777,220.18, the highest figure ever obtained by the revenue of the Department since Confederation. The total receipts from woods and forests, $1,588,958.73, were also the highest on record.

The report of the Chief of the Forestry Service for the year states that the twelve months ending June 30th may be looked upon as one of the best years the Service has had, because its organization had been completed in all parts of the province because the royalties obtained on the cut of timber would be the highest ever paid the Department. It was to be feared, however, that the current year would not be so good because, in the first place, the driving of logs was unsuccessful in some places, and also on account of the great disturbances due to the war in Europe.

Referring to the separate districts of the Forestry Service the report states that in district No. one, comprising the Ottawa River Basin, the total quantity of timber cut on timber limits was about 393,000,000 feet of pine, spruce, etc. This cutting was done by 405 shanties, employing 7,543 men and 2,108 horses. There were also in this district 422 sawmill owners and 87 lumber merchants who bought their logs from private forests, the total under this head being approximately 200,000,000 feet. The district also included 107 woodworking establishments and five pulp and paper mills.

In district No. 2, extending from the County of Montcalm to the County of Charlevoix the quantity of timber cut on the limits was 233,000,000 feet. This cutting was done by 945 shanties with 4,509 men and 1,533 horses. This district contained 371 sawmills, 148 woodworking establishments and 11 pulp and paper mills. The cut on private lands in this district amounted to 122,000,000 feet.

In district No. 3, comprising the Counties of Chicoutimi, Lake St. John and Saguenay, the cut on limits was 152,000,000 feet, which was cut by 768 shanties, employing 3,612 men and 1,431 horses. The cut on private lands in this district was over 65,000,000 feet. The district included 60 woodworking establishments, 216 sawmills and 3 pulp and paper mills.

In district No. 4, comprising the Counties of Sherbrooke, Stanstead, Compton, Frontenac, Wolfe, Arthabaska, Megantic, Beauce, Dorchester, Bellechasse, Montmagny, L'Islet, Kamouraska and Temiscouata, the cut on limits amounted to 105,000,000 feet and was done by 314 shanties, employing 2,841 men and 1,124 horses. On private lands in this district the cut amounted to 334,000,000 feet. The district included 893 sawmills, 328 lumber merchants, 300 woodworking establishments and 82 pulp mills.

In district No. 5, including the counties of Rimouski, Matane, Bonaventure and Gaspe, the cut on timber limits amounted to 140,-000,000 feet and was done by 442 shanties, 2.761 men and 1,137 horses. On private lands in this district the cut amounted to 97,000,000 feet. The district included 279 sawmills, 56 woodworking establishments, 123 lumber merchants and one pulp mill.

The report of the Superintendent of the Forest Protection Service states that weather conditions from July to November, 1913, were normal, but from April to June, inclusive, in 1914, the rainfall was very light and the inside an doutside staffs of the service were severely taxed. The situation up to June was the most difficult to handle since forest protection had been in force in the province. Referring to the railway companies the report states that this was the second year since the orders of the Board of Railway Commissioners of Canada and the Quebec Public Utilities Commission had come into force, and it showed an interesting situation. They could no longer regard the railways as one of the great "timber burners" as they had in the past. Much improvement had taken place in this direction and hearty cooperation and compliance with orders had given most satisfactory results.

Two years ago the Dominion Entomologist had given it as his opinion that the spruce bud-worm would gradually disappear. This opinion seems to have been well founded for little was either seen or heard of it now. The Tussock moth was also seldom reported nowadays.

During the year, 899 fires had been reported. The efficiency of the forest protection system against fire had been proved by the fact that many incipient fires, chiefly due to the exceptionally dry weather, were extinguished soon enough to avoid any disasters.

### Helping Northern Ontario Settlers

The paper makers both in Canada and in the United States decided recently that pulp wood in the rough would not do, according to recent reports. As Mr. J. L. Englehart, Chairman of the Temiskaming and Northern Ontario Railway, said: "They wanted it dressed and now they want it nude." The settlers in Greater Ontario rely on the sale of their pulpwood to carry them through the first few years in the new land, but they have no facilities for removing the bark, so that the sudden change of policy on the part of the paper manufacturers left them in a bad way. To many of them it meant hardly less than starvation. The situation was a critical one and fortunately the T. & N. O. Commission and the Ontario Government recognized that fact. Mr. Englehart and the officials of the road, with the concurrence of Hon. G. Howard Ferguson, Minister of Lands, Forests and Mines, and of the Prime Minister, decided to buy a number of rossing machines at once and to ross the pulpwood for the settlers at cost. Only two machines could be secured immediately. One will be used on the line of the T. & N. O. south of Englehart and the other on the line north of Englehart. Two other machines have been ordered and will be in operation soon, while, if necessary, two more will be secured.

The question of finding a market for the pulpwood came up for consideration, also, and the T. & N. O. Commission, with the co-operation of the Ontario Government, decided to assist the settlers to the extent of paying them $2 a cord for the wood at once and to act as the agents of the settlers when a market is found.

The settlers expected that there would be a big demand for pulpwood this year, especially for news print, but the demand was not as large as was anticipated at the outbreak of war. Many of the settlers had made purchases on credit in the expectation that their pulpwood would be snapped up, but, while the demand is fair, the addition of the requirement of rossing gave the settlers a setback. The local storekeepers also found themselves in a bad way, as they could not secure any more goods from the wholesale companies until they had paid their bills, and, therefore, they had to shut down on extending credit. It was this fact which actuated the T. & N. O. Commission in extending an advance of $2 per cord for the settlers' pulpwood. They will not, however, grant this privilege for more than 100 cords to any one settler.

### Inquiry for Bentwood Hoops

An inquiry has been received by the Department of Trade and Commerce, Ottawa, as to whether Canada can supply the wooden hoops used in the production of bentwood trunks, hat boxes, etc., which have previously been supplied from Germany and Austria. The hoops are usually manufactured from beech. It is stated that about six different sizes in pairs are used and they run from 16 inches to 22 inches in length between bent ends. The hoops are rounded and about 1 inch in diameter. It is said that hundreds of thousands of pairs are used yearly in Great Britain. Attempts to use English beech for this purpose have been unsuccessful because it will not stand the bending process, while that obtained in Germany and Austria will. It is possible that Canadian beech may also be unsuitable for this reason, and elm or some other timber may be found more satisfactory. A trade catalogue of trunks in which hoops are used may be seen at the Department. Today's price per hundred pairs assorted sizes, 17-inch to 20-inch (i.e., 17-inch, 18-inch, 19-inch, 20-inch) between ends is 45s. c.i.f. London. The name of the applicant for these goods may be obtained from the Department.

### Match Splits Wanted in England

The weekly report of the Department of Trade and Commerce under date of February 8, says:—Attention may be drawn to Trade Enquiry No. 228 appearing in Weekly Report No. 575, and having reference to a United Kingdom inquiry for 500,000,000 splits for match making. In order to illustrate the standard length and thickness of the splits used, Mr. J. E. Ray, Birmingham, has forwarded samples to the Department where they can be inspected by interested Canadian firms. (Refer File No. A549.) It is also stated that the material must be aspen. If Canadian firms are in a position to supply these splits, large quantities can be taken annually.

A bill to amend the Quebec Cullers Act has been introduced into the Quebec legislature. Its object is to allow graduates of the forestry school to act as lumber cullers, without examination.

# A Modern Sawmill in the Far North

## Extensive Settlement in Northern Manitoba Leads to Erection of Large Spruce Manufacturing Company at the Pas, by the Finger Lumber Company

The Finger Lumber Co.—View of Sawmill and Loading Shed.

The Finger Lumber Co.—Loading a Barge.

IT is difficult to realize the mighty development which, in the last decades, has taken place in Western Canada, especially in the Middle West, comprising the Prairie Provinces of Manitoba, Saskatchewan and Alberta. It is only a very few years ago that the settlers commenced to flock in and take up land in the most southern parts of these provinces. They have gradually worked themselves northward, and the railroads that commenced to build parallel with the international boundary extending east and west, are more and more invading virgin country to the north.

If you will look at an ordinary map of middle Western Canada you will notice what a vast territory there is north of the Grand Trunk Pacific and Canadian Northern transcontinental lines tributary to the Saskatchewan River, a territory which is still apparently virgin and not surveyed. In describing this country the compiler of the map has been content with such general remarks as "Rich sandy loam," "Quantities of pulp wood," "Good timber," "Merchantable spruce in large quantities," "Hay lands," "Good timber," etc. It is a country where nature's riches are still lying dormant waiting for the settler. Certain parts of this country have been more or less before the public eye during the last few years and a movement of pioneers has set in. We refer to that part through which the Hudson Bay Railroad is being built from The Pas to the Hudson Bay.

### How the Timber Was Located

Among those who renounced the comforts of civilization and took upon himself to find new fields for his energy was Herman Finger, who, fascinated by the charms of the wilderness, set out to assist in developing this virgin country. As early as 1904 Mr. Finger explored the timber reserves of the country tributary to the Saskatchewan River between Prince Albert and The Pas, and the Carrot River Valley. He traveled by canoe in the summer and by dog teams and on snow shoes in the winter. He slept in the open under the spruce tree in the middle of winter, without tent or stove, with the thermometer registering fifty degrees below zero. It required six years for the preliminary work of exploring the timber, and in 1910, having acquired extensive timber limits located on the Carrot and Saskatchewan rivers, Mr. Finger organized The Finger Lumber Company, Limited. A site for the mill and yards was purchased at The Pas, Manitoba, 500 miles north of Winnipeg and 400 miles west of Hudson Bay. Work on the plant started in October, 1910. In 1911 the plant was completed and sawing operations commenced.

### A Complete and Modern Plant

The Finger Lumber Company's plant is one of the most complete and modern sawmills in the middle West. The mill proper is a substantial building constructed of British Columbia fir on cement foundation, the building is 208 feet long and 64 ft. wide. It is equipped with rotary and gang saws.

Only one-half of the mill is equipped at present but the company expects to install the other side just as soon as trade warrants it, thereby doubling the capacity.

The mill is driven by a Corliss engine of 750 h.p., the gang being driven separately by a twin engine of 200 h.p. The five boilers are 72 in. x 18 ft. and have Dutch ovens.

The extensive yards are located immediately behind the mill. They are equipped with tracks and all the lumber is hauled out from the mill on cars. Cars are also used in hauling the lumber to the planing mill. The sawmill has a capacity of 250,000 feet in twenty hours. The capacity of the planing mill is ten cars per day.

The Finger Lumber Company is principally catering to the trade of the Prairie provinces. A good market for lower grades is found in the Chicago-Milwaukee territory.

The company has built comfortable dwellings for its employees and is also operating a boarding house.

The timber limits belonging to the Finger Lumber Company contain a high grade of white spruce with a sprinkling of cottonwood,

The Finger Lumber Company's Steam Barge C. R. Smith.

The Finger Lumber Co.—Log Landing on the Carrot River.

The Finger Lumber Company, The Pas, Manitoba—Planing Mill and Loading Shed.

The Finger Lumber Company—A Log Jam in the Carrot River.

tamarack and other woods. The camps are located about sixty miles from The Pas on the Carrot River. All supplies are shipped in in the fall by water, so very little toting has to be done during the winter. The logs are driven to the mouth of the Carrot River where they are boomed and towed down the Saskatchewan. The company owns one high power tug and one steam barge one hundred feet long with side paddle wheels, also one pile driver and several barges.

**Mr. Finger a Born Lumberman**

Mr. Herman Finger, the President of the company, received his early training as a lumberman in Wisconsin. Ever since he was a boy he has followed the life of a lumberman. He started at the bottom of the ladder and, advancing rapidly to responsible positions, finally acquired an interest in a logging company. He later became one of the organizers of the Eagle River Lumber Company, of Eagle River, Wisconsin. Disposing of his interests at that point he moved to Port Arthur, Ontario, where he organized the Pigeon River Lumber Company.

Mr. Finger takes an active part in the affairs of the town of The Pas, having served as Mayor since its incorporation in May, 1911.

The other officers of the company are: Vice-President, C. R. Smith, Menasha, Wis.; Secretary-Treasurer, W. H. Miner, Menasha, Wis.

The logging operations of the company are superintended by Mr. O. G. Finger, who accompanied his father during the early travels in locating the timber.

## B. C.'s Lumber Trade Handicaps

That the lumber industry in British Columbia is suffering from a lack of available markets was the statement made by Mr. J. D. McCormack, of the Canadian Western Lumber Company, recently. While there is plenty of lumber in the province and plenty of demand for it in many parts of the world, the difficulty is in effecting a link between the two. With the falling off of the local demand for lumber, due to the fact that the cities in British Columbia had been built ahead of the present time, there was a falling off in the demand from the prairie provinces, which was the only other natural market for British Columbia lumber. The trouble with sending lumber to the Orient, South Africa, Australia and Europe was to get it there at reasonable prices.

Ships could not afford to come to British Columbia for cargoes of lumber unless they had incoming cargoes to haul. The reason why San Francisco firms had secured the lumber market in Australia was because they imported large quantities of Australian products, such as coal, wool, mutton, etc. For the same reason, Australia was not likely to grant a preference to Canadian lumber. It would not care to discriminate against a good customer.

An unfavorable factor in the situation in British Columbia was that lumbering could be carried on cheaper in Washington and Oregon than British Columbia because the trees stood thicker together on the ground and the cost of lumbering was therefore less. The soft woods of the Southern States were a formidable competitor to British Columbia lumber in the Atlantic seaboard because labor was cheaper there and the freight rate less.

Asked where any prospect of future betterment for the industry lay, Mr. McCormack said that after the war, Great Britain would have a surplus of ships and no doubt many of them would come to British Columbia for cargoes of lumber. Then, of course, the development of the prairie provinces would create a steady demand for lumber, but a buying and shipping organization similar to that in San Francisco, which would finance shipments, was necessary in British Columbia, before the industry would be in a position to compete properly.

## Pacific Coast Timber in United Kingdom

Pacific Coast woods will no doubt be used more largely in the future, but it appears that it will be more during the continuance of hostilities that such will be inquired for. As is of course well known, it is impossible to export any wooden goods from the Russian Baltic, and this source of supply will be closed without doubt until peace has been declared. The proclamation of the Russian Government, declaring all wooden goods contraband of war, has curtailed the export from Sweden, and although it is in some cases possible to rail the goods across to Norway, this naturally means an increase in price of, say, approximately $5 per thousand. The result is that as soon as the German proclamation was made, the market for all kinds of wooden goods —except, perhaps, expensive hardwoods—appreciably advanced, and for this reason there are very much better prospects of buyers purchasing Pacific Coast woods for their ordinary requirements, though unfortunately the freight situation at present is such that it stops business generally on account of the high cost, freight and insurance prices. If only the freights were about normal, we would anticipate a big business being done from the Pacific coast. The present high rates of freight naturally react more heavily on the Pacific coast than from, say, Norway, the distance from the latter country being so much shorter. For instance, 50 per cent. rise in freights from Norway would mean merely a matter of $2.50 per thousand, whereas 50 per cent. increase in Pacific freights means a very considerable increase on this figure. Furthermore, there is practically no tonnage offering at the moment, and the essence of present contracts is prompt shipment. In our opinion Pacific Coast woods, especially Oregon pine (Douglas fir), will be used more largely after the cessation of hostilities, for the reason that these woods will in the near future be employed to a large extent to replace Baltic woods for certain purposes, with the result that their use in such cases may remain permanent.—(The Timberman, Portland, Ore.).

## B. C. Pit Timbers Handicapped in Great Britain Trade

Osbeck & Company, Limited, pit timber merchants, Cardiff, Wales, in a recent report to the West Coast Lumberman, discourage the expectation that pit timbers from the Pacific Coast may find a market in Great Britain.

"We cannot see any possibility of making use here of pitwood from the Pacific Coast," they say. "It is true that the war has to a considerable extent interferred with our ordinary sources of supply, but goods are still reaching us from France and Scandinavia in fair quantities, and at prices that would preclude importing from even your Atlantic ports. The long ocean freightage from the Pacific side is prohibitive in the case of a low-valued commodity like pitwood, however cheaply the timber may be obtainable f. o. b., although we know that your shippers can offer some of the finest quality wood in the world.

"For the information of your readers, we may say that the normal import of mining timber into the Cardiff district amounts to one million seven hundred and fifty thousand tons per annum—say sixty million pieces—usual sizes being six and a half and nine foot lengths, in diameters from four to eight inches. The trade is therefore on a somewhat extensive scale, but when it is said that even during the war selling prices have been below twenty shillings per ton ex ships here ($4.80) it will be understood that there is little or no prospect of Pacific wood finding a place in this market."

## The British Columbia Log Market

No improvement is shown in the British Columbia log market over that of a month ago. The Canadian Western Lumber Company resumed operations on the 18th of January, having got an order for three million feet from a British customer, but it has several million feet of logs on hand and will not need to start its big camps near Courtenay for some time. This mill expects that with the little improvement showing up it will be able to continue cutting, and doubtless when this is assured logging will again be started. It is seldom a buyer in the open market. The Cameron Lumber Company, Victoria, which has also been getting some business, took about three million feet of logs from the International Timber Company, of Vancouver, since it is better to buy these days than to cut. The International gets its timber from the Campbell River district, and has large booms on hand. Prices of fir logs are quoted at from $6 to $7.50.

In December the logs scaled amounted to 40,000,000 feet in the coast district, as compared with 29,000,000 feet in November. This increase, suggested a logger, is the result of re-scaling for export and also double scaling, the figures not being kept separate. For instance, if an objection is raised to a scale and the boom is scaled over by another logger, the second scale is counted along with the first, as the loggers each turn in their respective figures which are totalled. The same applies to logs re-scaled for export. That would make it appear that official figures do not give an exact idea of operations of the camps. In December, it is known that fewer camps were operating than at any time since a year ago, yet the returns were comparatively large. Logs scaled in the coast district for the twelve months past were: January, 21,209,017 feet; February, 26,410,998 feet; March, 32,276,051 feet; April, 36,344,866 feet; May, 59,785,729 feet; June, 60,158,666 feet; July, 74,549,445 feet; August, 61,926,046 feet; September, 66,510,906 feet; October, 47,037,352 feet; November, 29,161,124 feet; December, 40,000,000 feet.

The United States Forest Service is offering for sale 382,000,000 feet of timber on the Crater and Paulina forests in the State of Oregon. This is the largest body of timber ever placed on the market in Oregon by the Forest Service. Of it, 10,000,000 feet is western yellow pine of good quality, the rest being sugar, lodgepole, and western white pine. It is estimated that the investment of $340,000 will be necessary for the operation. The minimum price for which bids will be accepted is $3 a thousand feet for the yellow and other pines, on the smaller section, which contains 7,120 acres, and $3.25 on the larger section, in addition to 50c. per thousand for the less important species. Sealed bids are being recieved by the district forester at Portland, Oregon, until April 10th.

# Prominent Lumberman Passes Away

## Death of R. H. Alexander—A Pioneer Lumberman and Prominent Factor in Development

R. H. Alexander, of Vancouver, B.C., one of the best known lumbermen of British Columbia, who has been extensively interested in the lumber industry of the Pacific Northwest for nearly half a century, died suddenly of cerebral hemorage at the home of his son, Fred. W. Alexander, in Seattle, Wash., on January 29th. Mr. Alexander had been at Tacoma the day previous attending a meeting of lumbermen.

For many years the late Mr. Alexander had been manager and secretary of the British Columbia Mills, Timber & Trading Company, and one of the most prominent lumber manufacturers in British Columbia, but retired a few months ago, though still remaining upon the board of directors. Mr. Alexander's death leaves a great gap among the ranks of Vancouver's early pioneers. No one man among the old pioneers was so universally respected and beloved for his many good qualities as Mr. Alexander, who was really the dean of Vancouver's early settlers and who, old timers will recall, came within just one vote of being elected as the first mayor of Vancouver.

The late Mr. Alexander took a prominent part in the history of the city and was one of its most active citizens during the period of reconstruction following the great fire which destroyed the city on June 13th, 1886. Hundreds of burnt out residents of the fire found shelter and refuge under the quarters of the Hastings mill, as the property is still sometimes known. Thanks to the energy of Mr. Alexander and his staff, the Hastings Mills delivery wagons, on the evening of the fire, commenced hauling lumber for construction of temporary shelters on sites of what are now many of the down-town skyscrapers of Vancouver. In after years Mr. Alexander served the city successfully as an alderman. He was a charter member of the Vancouver Board of Trade. If he had lived for another month he would have completed 28 years continuous membership of the Board. When the Board celebrated its 25th anniversary Mr. Alexander was one of the three surviving members who stood up when a call was made for charter members, the other two being Mr. F. L. Carter-Cotton and Mr. Wm. Skene.

In his younger years the late Mr. Alexander took a prominent interest in all sporting events. Even in his later years he was widely known as a keen yachtsman. During the last twenty-five years he had been the owner of many well-known sailing yachts. He was a member of the first Vancouver Yacht Club, organized nearly twenty years ago, and took a prominent part in the organization of the present Royal Vancouver Yacht Club about ten years ago. He was elected commodore in 1906 and 1907.

Mr. Alexander had gone to Seattle from his home in Vancouver, B.C., to attend a meeting of the Pacific Lumber Inspection Bureau, of which, years ago, he was one of the founders. He attended this meeting the day before his death and seemed in his customary good health. He spent the night at the home of his son, and was preparing for breakfast when stricken with cerebral hemorrhage, passing away shortly afterwards.

Mr. Alexander was born in Edinburgh, Scotland, May 17th, 1844. He came to Canada shortly after completing a course in Edinburgh Academy. The spirit and ruggedness of a pioneer were his, and, in 1862, long before the days of transcontinental railways, he made the trip out to British Columbia, reaching the Coast by way of the Tete Jaune Cache and the Fraser River. After a few years at mining and packing, he, in 1870, became assistant to Capt. James Raymur, who at that time was operating the second sawmill ever built in British Columbia—the British Columbia, Spar, Lumber & Saw Mill Company, Limited, located on Burrard Inlet. Mr. Alexander succeeded Capt. Raymur in 1882.

When in 1886 the Canadian Pacific extended its road from Port Moody to Granville (now Vancouver) and the lumber industry of the province really began to develop, in that development Mr. Alexander was ever a prominent factor. In 1891 the Hastings Mill Company, with which he was identified, bought out the Royal City Planing Mills Company, of New Westminster, and the British Columbia Mills, Timber & Trading Company was formed by John Hendry, Mr. Alexander, David McNair and C. M. Beecher, a nephew of the famous Henry Ward Beecher. Mr. Hastings was made secretary of the company, which assumed control of the Hastings Mills, and Royal City Planing Mills, with plants at New Westminster, Vancouver and Moodyville. It was in twenty-four years of active participation in this company's world-wide lumber trade that Mr. Alexander became a conspicuous force in Pacific Coast lumbering.

Notwithstanding the requirements of his active business career, he found much time to devote to civic affairs of the province and of his home city. In 1865 he served with the famous Victoria Rifles. For a number of years he was a member of the board of health of Vancouver, secretary of the school board and chairman of the pilotage board.

Four children survive—R. H. H. Alexander, the well-known Vancouver lumberman; Fred. W. Alexander, secretary of the Pacific Lumber Inspection Bureau, Seattle; H. O. Alexander, of Vancouver; and Mrs. J. L. G. Abbott, also of Vancouver.

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### Death of Geo. McKean, of St. John, N.B.

Mr. Geo. McKean, the well-known lumber dealer of St. John, N.B., died at his residence on February 1st, at the age of 74, after an illness of about two weeks. Previous to his illness Mr. McKean had been actively engaged in his business.

The late Geo. McKean was born in Armagh, Ireland, in 1841. In 1867 he was sent out to St. John as the representative of Francis Carvill & Son, and he continued in that capacity until 1872, when he was admitted into partnership and the name of the firm was changed to Carvill, McKean & Company. This firm quickly became one of the leading lumber companies in the province. It was dissolved in 1883. The late Mr. McKean then engaged in business on his own account. About 1895 he became connected with Price, Pearce, Limited, and continued in active association with it until the time of his death. This firm did a large business, trading throughout the provinces of New Brunswick, Nova Scotia and Quebec. The firm's connection extended to South America, Great Britain, the United States, South Africa, and Australia.

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### Labor Gazette Review of Lumbering Operations

The Canadian Labor Gazette, in its issue for January, contains the following reference to lumbering operations during the month of December, 1914:—Lumbering operations were fairly active during December, particularly in New Brunswick, where a plentiful fall of snow facilitated work both in the woods and in the yards. Crews as large as in former years were employed and the cut was expected to equal that of last year. In Nova Scotia also, operations in the woods were being carried on extensively and were expected to increase in activity with the arrival of more snow. In Quebec districts lumbering operations were fairly active, with plenty of snow in some localities. Logging operations in the Ottawa district were also helped by good falls of snow. The wages being paid by J. R. Booth, who had some seventeen camps in the woods with about eighty men in each camp, ranged from $18 to $26 a month. Low water in the Ottawa River continued to cause inconvenience to the pulp and paper mills in the city. Conditions in this respect, however, were improved from the previous month, and a number of employees of pulp and paper mills who had been idle owing to low water resumed work. In the Peterborough district lumbering operations were quiet, and except for pulpwood very little timber was being cut. From Cobalt it was reported that the larger camps expected to do little in most sections beyond the taking out of pulp-wood.

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### Six inch Spruce Cargoes

The Timber Trades Journal, London, Eng., in a recent issue says: In times like the present some disruption of standards of relative value must necessarily occur, as witness the enormous rise which, owing to the exceptional demand, has taken place in 2 in. x 4 in. compared with other sizes. The appreciation which has taken place since the war in all scantling dimensions has emboldened shippers of Lower Port spruce to take 6 in. widths out of the category of scantlings, and to ask full price for them with the sevens and up. When regard is had to the large percentage of 6 in. scantlings usually shipped, the loss of the pound per standard reduction on these deprives importers of the "plum" which a good line of 6 in. in a cargo was regarded as constituting. Buying 6 in. and up at an all round price, obviously there must be an adjustment inter se of the relative values of the different sizes when sold separately, especially as the percentage of the wider, and therefore more valuable, widths seems to be growing beautifully less by degrees. In ordinary times an attempt to effect a change of this kind would probably have produced some outcry, but today buyers are probably only too glad to get prompt cargoes without haggling unduly over the few hundred pounds extra cost on the cargo which the loss of the usual allowance on this width in scantling entails. If our memory serves us aright, some few years ago an effort was made to reduce the allowance on 6 in. to 10s., but the attempt failed, and it now remains to be seen whether the present effort to cut the allowance off altogether will be more successful. In the circumstances at present prevailing, 6 in. x 3 in. and 6 in. x 2 in. are very useful and saleable sizes, but when the stress of the present demand is over, and shipping facilities more nearly approach the normal, different considerations will have to be reckoned with.

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News print paper has been made by the Forest Service of the United States laboratory from 24 different woods, and a number compare favorably with standard spruce pulp paper.

# Reduction in B. C. Production in 1914

## Nearly Half a Million Feet Less Than in 1913—Shipments Decreased About Half a Million Feet But Almost Balanced Output

The annual general meeting of the Mountain Lumber Manufacturers' Association was held recently at Nelson, B.C., the following members being present:—O. Rodgers, Canyon City Lumber Co.; F. W. Adolph, Adolph Lumber Co.; H. N. Sereth, Riverside Lumber Co.; C. M. Cooke, Columbia River Lumber Co.; J. S. Deschamps, Rossland; C. M. Pennock, Crows Nest Pass Lumber Co.; W. Mark DeCew, Western Pine Lumber Co.; C. D. McNab, Baker Lumber Co.; H. H. Ross, Ross-Saskatoon Lumber Co.; C. B. Staples, Otis Staples Lumber Co.; A. E. Watts, Wattsburg Lumber Co.; W. C. E. Koch, Koch's Siding; W. A. Anstie, Forest Mills of B.C.; W. F. Lammers, Adams River Lumber Co.; Neale Murray, Arrow Lakes Lumber Co.; G. F. Robinson, Western Canada Timber Co. and Summit Lake Lumber Co.; Wm. Waldie, Edgewood Lumber Co.; A. G. Lambert, A. G. Lambert & Co.; T. S. Richardson, British Canadian Lumber Corporation.

Mr. Chas. O. Rodgers, the president, occupied the chair and delivered an interesting address on the conditions of the lumber industry during the past year. He was most optimistic of the future.

The secretary reviewed the work of the association for the past year and gave approximate figures of production and shipments of lumber of the western Canadian mills for the year 1914 compared with the year 1913, as follows:—

| | Feet |
|---|---|
| Cut, 1913 | 1,516,000,000 |
| Cut, 1914 | 1,080,000,000 |
| Shipments, 1913, | 1,530,000,000 |
| Shipments, 1914 | 1,035,000,000 |
| Stock at December 31, 1914 | 663,000,000 |
| American importation in four western provinces | |
| 1914 | 78,000,000 |
| 1913 | 140,000,000 |

The figures for the mountain mills alone show a reduction in the cut of 1914 in comparison with that of 1913 of 150 million feet, while there was a falling off in sales of 125 million feet.

Officers for the year 1915 were elected as follows: C. D. McNab, Waldo, B.C., President; Chas. O. Rodgers, Creston, B.C., Vice-President; I. R. Poole, of Nelson, B.C., Secretary-Treasurer; W. A. Anstie, Revelstoke, B.C., W. F. Lammers, Chase, B.C., A. K. Leitch, Jaffray, B.C., and W. Mark DeCew, Grand Forks, B.C., Executive Committee.

### Want Better Parliamentary Support

The question of securing adequate representation in the Legislative Houses was discussed at some length, and the following was given out for publication:—

"After due consideration, the Mountain Lumber Manufacturers' Association has deemed it advisable, for the welfare of the lumber industry, to send to Parliament representatives who have a knowledge of the adverse conditions under which the lumber industry has been laboring during the past few years. The association is not taking this course with a view to entering the political arena, but feels that the lumber industry, the largest and most important in the province, and consequently supplying a large proportion of the population in the interior of British Columbia with a living, is not getting the consideration due it.

"Government statistics show that the revenue from the forestry branch is equal to $6.63 per capita of the population and the total Government revenue from the forests of British Columbia during the past nine years has been sufficient to pay for all the roads, bridges and wharves constructed and has been the most important factor in the commercial and industrial development of the province. The annual cut of British Columbia timber is approximately two billion feet. There are 420 sawmills and 790 logging camps in the province employing 60,000 men. The timber industry represents one-half the industrial capital, one-half of the payroll and 37 per cent. of the annual production of wealth in British Columbia.

British Columbia in 1913 made the following expenditures in the lumber industry:—

| | |
|---|---|
| In wages alone | $11,025,000 |
| Food supplies of operatives only | 3,353,000 |
| Mill and logging supplies | 1,575,000 |
| Employment, tow boats | 800,000 |
| Total | 16,753,000 |

"In order that this portion of the province may get proper representation, the lumbermen have decided that they will support only men with a knowledge of conditions who will pledge themselves to do all in their power to place this industry on a sound basis."

A resolution of condolence to the family of the late D. R. Wilkie, formerly President of the Imperial Bank of Canada, and of congratulation to Mr. P. Howland in his succession to Mr. Wilkie in the Presidency of the institution was passed as follows: "That the Mountain Lumber Manufacturers' Association of British Columbia congratulates Mr. P. Howland on his succession to the presidency of the Imperial Bank of Canada.

"It is further resolved that we take this opportunity of expressing our regret at the great loss sustained not only by bankers but by the commercial and social community of Canada, by the death of the late D. R. Wilkie. The lumber interests have especially lost a courageous friend who was not afraid to criticize frankly those who were mainly responsible for the deplorable state of the lumber trade in the west during recent years, and whose valiant attempt to assist by speaking and writing were highly appreciated by all.

"It is the unanimous wish of all the members of this association that our respectful sympathy be conveyed to the members of the family of the late D. R. Wilkie and not only sympathy but admiration for his sons who have so gallantly taken up arms in defence of the honor of our Empire."

Included in the secretary's report was a review of the work of the Accident Insurance Department. This department is conducted by the association and provides accident insurance at the low rate of ¾ of 1 per cent. Since the inception of this department, some seven years ago, over $126,000 has been paid out in claims. During 1914 the sum of $16,000 was paid out in claims, compared with $23,000 for 1913, and 97 accidents were reported compared with 127 for 1913. The department is conducted by the association for the benefit of its members only, on the mutual plan.

A general discussion took place on the question of asking the Government to grant an extension of time for the removal of timber licenses owing to the exceptional financial conditions existing at the present time, and the following resolution was passed: "That the Government be petitioned to grant an extension of time for the removal of timber licenses until at least six months after the close of the war, and that a committee of three be appointed to interview the Government on the matter."

There was also a general discussion on the present conditions of the lumber industry and prospects for the future. Practically no logging is being carried on this winter, and few mills will start sawing this spring unless there is an improved demand over the present. The general opinion was that no great improvement could be expected for some four or five months, or until good crops were assured.

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### Western Lumber Finding Sale in the U.S.

Shipments of lumber are now benig sent more regularly than previously from western Canada to United States points. This is a reversal of the condition of affairs which existed a short time ago, when lumber from many parts of the United States was freely shipped into western Canada. Manitoba and Saskatchewan spruce is reported to be freely sold to-day in the United States. Shipments of certain classes are being sent even as far as New York. This material is chiefly used for making boxes. This business has become so important that the sales manager of a Winnipeg lumber company has been transferred to Minneapolis, and his headquarters are now at the latter city. Leading lumber dealers in Winnipeg believe that the lumber business in the rural parts of Manitoba, Saskatchewan and Alberta will be fairly good this year, but it is generally conceded that trade in Winnipeg and other cities will be rather slow. At the same time, lumber merchants in Winnipeg think that business revival will reach that city sooner than the cities farther west. The financial situation gives but little promise of any noticeable betterment while the war lasts, and money for investment in city buildings will be scarce. On the other hand, farmers' buildings are not of a speculative nature, and many of them received such good prices for farm produce this season that they will likely be in fairly good position to erect whatever buildings they may require.

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Imports of wood and timber into Great Britain during the past three years were valued as follows:—1914, £25,337,251; 1913, £33,788,884; 1912, £28,357,158. The decrease in value as compared with 1913, therefore, was £8,451,633, and as compared with 1912, £3,019,907.

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Dominion Government dock works in Vancouver and Victoria will take several million feet of timber.

# Suggest Compensation Act Changes

## Lumbermen Want Delinquent Manufacturers More Heavily Penalized for Failure to Pay Assessments

A number of prominent Ontario lumber manufacturers had an interview on February 3rd with Hon. W. H. Hearst and the members of the Ontario Compensation Workmen's Commission, the object being to discuss several points in connection with the Compensation Act. The lumbermen made it clear that the criticisms which they had to offer were directed toward simplifying and improving the Act, and that they were not lacking in sympathy with the compensation system.

One of the chief questions taken up for discussion was the liability of the employer who has not contributed to the compensation fund. At present all injured workmen are given compensation out of the central fund, whether the employer pays his assessment or not. The deputation stated that they had no idea of infringing upon the rights of the worker, but they thought that steps should be taken to penalize those employers who failed to pay their assessment, when they were traced by means of an accident. Their suggestion was that such employers should be made to pay the full amount of compensation given to the employee. They pointed out that a small employer in the lumber industry, who knew that in case of an accident the worst he need fear would be compulsion to pay back assessments, together with a percentage added for delay, would be likely to avoid paying so long as he could escape notice.

Another important point under discussion was the working of the Act in such districts as the Ottawa Valley where the boundary line between two provinces is located. According to the Act in its present form, a man who is employed in another province, but whose residence is in Ontario, has the option of applying for compensation in Ontario or in the province where he is injured. It is considered that this will be unfair to Ontario employers because of the comparative ease with which it will be possible to get compensation in this province. This, it is believed, will result in claims being made not only from workers in Ontario whose dependents live in Quebec, but from men employed in Quebec who are living in Ontario. The lumber manufacturers are likely to have to pay compensation in both ways.

The deputation made no objection to the scale of rates which has been drawn up for the lumbering industry.

Among those who were present were the following:—H. I. Thomas, of J. R. Booth, Ottawa; Daniel McLachlin, of McLachlin Bros., Arnprior; J. S. Gillies, of Gillies Bros., Braeside; T. Clendenen, of W. C. Edwards & Company, Limited, Rockland; W. J. Bell, of the Spanish River Lumber Company, Sudbury; W. E. Bigwood, of Graves, Bigwood & Company, Byng Inlet; G. A. Gray, of the Spanish River Pulp & Paper Company, Espanola, Ont.; A. E. Craig, of the Northern Timber Company, Penetanguishene, and Frank Hawkins, Secretary of the Canadian Lumbermen's Association, Ottawa.

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### Criticizes Compensation Schedule

In regard to the application of the Workmen's Compensation Act of Ontario to the lumbering and woodworking industries, we have recently received several letters complaining of inequalities in rates charged to different classes of industries, the claim being made that, in several instances the charges are unreasonably high. A letter which we received from one of the largest lumber manufacturing companies in Ontario asks whether lumbermen intend to make any protest againts the arrangement of the rates. So far as the Canada Lumberman is aware no suggestion of this nature has yet been made. We presume that it would have to come either from the Canadian Lumbermen's Association, or from some other general body of lumbermen who might hold a meeting for the purpose of adopting such a course. The writer of the letter referred to above says that, according to his information, the basis of rates has not been consistently worked out. For instance some factories are charged $1.20, which is probably two or three times too high. The rate of $1.80, which is charged for all sawmills, shingle or lath mills is in his opinion, absurb and simply amounts to commandeering from the lumbermen an immediate large contribution, which is especially inopportune during war time and is not warranted by the results of the past so far as the number and nature of accidents in these companies is concerned.

The writer of this letter states that he has been operating logging camps and mills for over forty years and that, up to the date of making returns last fall for the new act, the only accidents that had occurred in connection with sawmilling operations with which he was connected included one fatal accident (absolutely unnecessary and entirely the fault of the victim) one accident resulting in a man having his toes cut off, another resulting in a man losing two fingers and several others resulting in the loss of tips of fingers. These may be less, he says, than the average, but at present rates for sawmill operations, the charges against such accidents would amount to over $60,000, probably $70,000.

It looks, the writer adds, as if the Workmen's Compensation Act will eventually militate against men with large families, render men less careful, and possibly, in a very small percentage of cases, even provoke accidents, for the sake of the monetary advantage.

In conclusion the writer says he cannot see how it can be considered equitable to class operators of mill machines, where danger lurks, at the same rate as the men who handle lumber and slabs in parts of mills where there is no danger. The men who are employed on a sorting platform, the lumber pilers, shippers, handlers of slabs and lumber and those engaged in delivering, are no more liable to accident than men who are engaged in farm work.

In connection with the above criticism of the schedules of the Act, we publish below a list of rates charged against lumber and woodworking operations. The rates given in each class are the percentage of the total wage scale which is payable. For instance under the first section, lumber, etc., $2 is the rate for each $100 for the annual wage scale.

| | |
|---|---|
| Class I.—Lumbering, Logging, River Driving, Rafting, and Booming | $2.00 |
| Class I.—Operation of saw mills, shingle mills or lath mills | 1.80 |
| Class I.—Manufacture of veneer or excelsior | 1.60 |
| Class I.—Staves, spokes or headings | 1.80 |
| Class I.—Operation of Lumber yards (including the delivery of lumber) carried on in connection with sawmills | 1.80 |
| Class I.—Creosoting of timbers | 1.80 |
| Class III.—Manufacture of furniture—Interior woodwork, cabinet work, fixtures or picture frames. | .80 |
| Class III.—Coffins (wood) | .80 |
| Class III.—Wicker and rattanware | .50 |
| Class IV.—Operation of—Planing mills or sash and door factories | 1.50 |
| Class IV.—Operation of lumber yards (including delivery) in connection with planing mills or sash and door factories | 1.50 |
| Class IV.—Manufacture of—Boxes, Corrugated paper and wooden | 1.50 |
| Class IV.—Cheese Boxes | 1.50 |
| Class IV.—Mouldings | 1.50 |
| Class IV.—Screens (window and door) | 1.20 |
| Class IV.—Window shades | 1.20 |
| Class IV.—Shade rollers | 1.20 |
| Class IV.—Wooden articles or wares and baskets | 1.20 |
| Class IV.—Matches or wooden toys | 1.20 |
| Class IV.—Cooperage—not including staves and headings | 1.20 |

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### Activity General in the Maine Woods

A report from Bangor, Maine, says that after nearly snowless winter up to the last of January, several heavy storms within a few days covered the ground in Northern Maine to depths varying from eight to sixteen inches, and the lumbermen, who had become greatly alarmed over the delay in their operations, are much encouraged. Hundreds of men who had been discharged from logging camps have been recalled, and their prospect is good for steady employment to the end of the season.

Not only loggers, but many farmers and small operators who cut short lumber of various kinds had been worried by lack of snow, as such heavy forest products as railroad ties, last blocks, poles, cedar posts, etc., cannot profitably be moved to railroad or river points over bare ground, and enormous quantities of such lumber that ordinarily would have reached the railroads weeks ago, are yet deep in the woods awaiting transportation. Now that the snow roads are good business is expected to show a tremendous improvement in northern and eastern Maine.

The cut in the Maine timberlands will be unusually light this winter. All the big operators are confident that prices will reach a new high level by midsummer. Across the boundary in the Maritime Provinces there is such a pressure of orders for lumber from British possessions, that very little of the Canadian output of spruce will come into the American market. Then too, owners of northern New England timberlands are becoming more and more independent in their attitude toward the operators. They are steadily increasing their stumpage rates on the theory that within a score of years practically all the virgin spruce in this district will be consumed, and builders will have to depend on southern and western lumber producers for dimension timber for house frames. Some of the best authorities in the Maine lumber trade are predicting $30 spruce within two years.

The demand for pulpwood was never so brisk as it is now. Enormous quantities of second growth and small sized spruce are being purchased by the pulpwood operators.

## Major R. S. Wilson in the Third Contingent

Major R. S. Wilson, Toronto

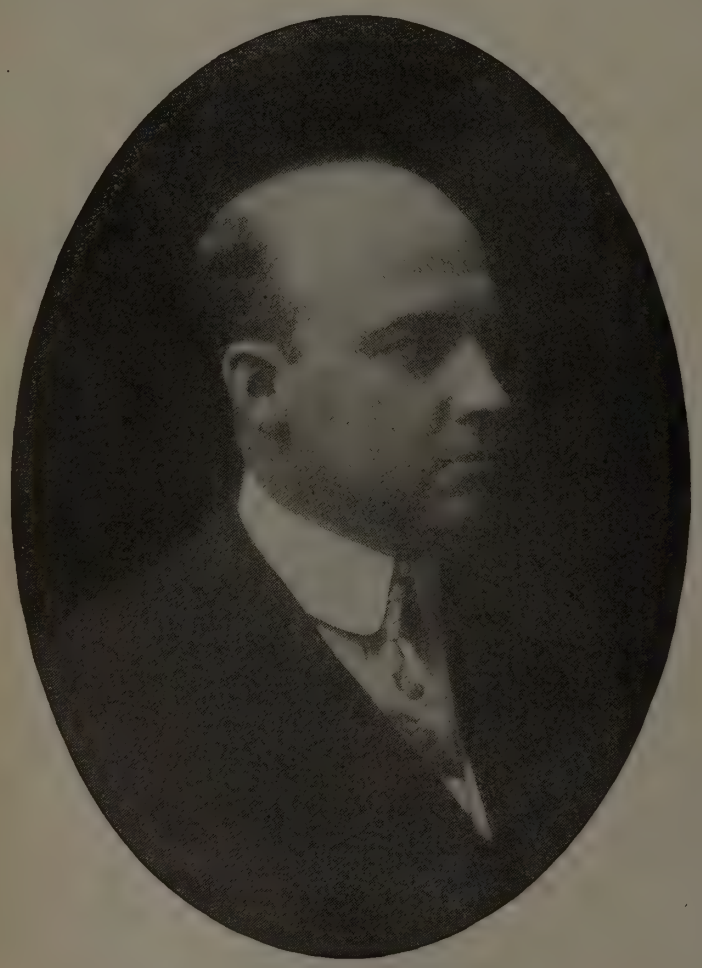
Major R. S. Wilson, of the Wilson Lumber Company, the well-known hardwood manufacturers and wholesalers, of Toronto, will go with the Third Contingent from Canada to the seat of the European war. Major Wilson holds his military rank in the 48th Highlanders and has been devoting a great part of his time recently to the work in connection with the Third Contingent.

Major Wilson has been connected with the Wilson Lumber Company since it commenced business about twenty years ago, and is also president of the Vicksburg Export Company, Vicksburg, Miss., an organization which is affiliated with the Wilson Lumber Company for the purpose of handling its export business. He is also president of the Mississippi Hardwood Company, of Jackson, Miss., whose operations were recently described in the Canada Lumberman. Major Wilson has made the hardwood business his life study and is counted among the most expert members of the hardwood trade in Canada. He formerly spent much of his time in the south looking after the various manufacturing interests of the company.

It is expected that Mr. A. J. Morris, vice-president and general manager of the Mississippi Hardwood Company, and also assistant manager of the Wilson Lumber Company, will look after Major Wilson's work during his absence and will spend his time equally between Toronto and Jackson, Miss. The sawmill of the Mississippi Hardwood Company, which was closed down shortly after Christmas, resumed operations early this month.

## Col. A. D. McRae Serving the Empire

A Vancouver despatch reports that Colonel A. D. McRae has resigned as vice-president and general manager of the Canadian Western Lumber Company, and has entered the army service of Great Britain in the quartermaster general's department, and just now is buying horses in Canada. Colonel McRae, who enjoys an honorary title from the Sixth Regiment, Vancouver, makes his home in Vancouver, having numerous other interests. He will be succeeded as general manager of the Canadian Western by J. D. McCormack, who has been secretary and treasurer of the company. Mr. McCormack is also prominently connected with the McCormack-Dailey Lumber Company, a wholesale lumber concern with headquarters in Seattle, which was organized a few months ago.



Col. A. D. McRae, Vancouver, B. C.

## Personal Paragraphs About Lumbermen

Duncan McLaren, of the Union Lumber Company, Toronto, is spending a month in Florida and other southern points.

John Buchanan, General Manager of the Mexican Mahogany Company, which is controlled by Montreal interests, has arrived in Montreal from Mexico.

George R. Potter, until recently prairie representative of the Adams River Lumber Company, which has its mills at Chase, is now in charge of Chandler & Ditwig's Vancouver office.

Wm. Bryant, formerly with Benson & Bray Company, Limited, Midland, Ont., has been appointed superintendent of the woodworking plant of Schultz Bros. & Company, Limited, Brantford, Ont.

Mr. P. D. Gordon, of Mason, Gordon and Company, has been re-elected a member of the Council of the Montreal Board of Trade. He was one of the old members who secured re-election after a strenuous contest.

J. O. Mason has been given charge of the production department in news, ground wood and sulphite of the Laurentide Company at Grand Mere, Que., in whose service he has been for a number of years.

C. H. Ditewig, of the firm of Chandler & Ditewig, wholesalers in lumber, of Vancouver and Winnipeg, has severed his connection with the firm, and has gone to the Superior Lumber Company, Seattle, to engage in the lumber business.

Mr. E. W. Hamber, vice chairman and general manager of British Columbia Mills Timber & Trading Company, Limited, Vancouver, B.C., was a visitor in Toronto recently to attend the annual meeting of the Dominion Bank of which he is a director.

The firm of Terry & Gordon, wholesale lumber dealers, Confederation Life Building, Toronto, have added a new traveller to their staff in the person of Mr. E. T. Sharpe, who in future will be associated with Mr. F. A. Kirkpatrick in representing this company upon the road.

A recent visitor to Vancouver was Niel Nielsen, trade commissioner of New South Wales, Australia, and a representative to the Panama Exposition. He conferred with the council of the board of trade and its lumber committee relative to trade with Australia, in which market British Columbia millmen are seeking a preference.

Mr. F. N. Waldie, of the Victoria Harbor Lumber Company, Toronto, was married on Saturday, February 6th, to Margaret Blaikie, youngest daughter of the late John L. Blaikie, of Toronto. Mr. and Mrs. Waldie have left for a trip to Washington and other United States points and will return to Toronto about the first of March.

## Pit Prop Prices Steadier in England

The Weekly Report of the Department of Trade and Commerce, in a recent issue, quote Messrs. C. Leary and Company, London, Eng., in regard to the report of the commission which recently visited Canada and Newfoundland to enquire into sources of pit prop supplies, as follows:—"A commission was sent out to Newfoundland and Nova Scotia to make full inquiry, and its report is now known. The outcome thereof is that in normal times those countries cannot hope to compete with the north of Europe, owing to scarcity of labor, and above all, to want of outward cargoes and consequent necessary high freights, as these shipments would have to pay for the entire outward and homeward voyages. However, a new feature came into play, viz., the greatly lessened demand, due to short time being worked at the pits. This fact, together with large supply of native stuff secured by many consumers, has steadied prices. With respect to the future, the duration of the war is a matter of the utmost uncertainty, as also the trading conditions so long as it lasts. Prices cannot resume their normal level under such conditions, nor for years after the war is over."

During the year 1914 Canada's trade in forest products amounted in value to $41,871,383, as compared with $42,532,673 during 1913 and $43,586,853 during 1912.

# Hardwood Men See Prosperity Ahead

## Hardwood Manufacturers' President Discusses the Situation and Outlines Conditions which Promise Improvement

The annual meeting of the Hardwood Manufacturers' Association of the United States was held at Cincinnati, on January 28th, and was in every respect a remarkable success.

One of the most interesting addresses delivered at the meeting was that of the president, Mr. J. H. Himmelberger, of Cape Girardeau, Mo., in the course of which he spoke in part as follows:—

Most men find it unpleasant to linger with thoughts such as a contemplation of the events of the year 1914 brings before them, and I shall, therefore, dwell upon them but briefly. Nineteen-fourteen was ushered in with a feeling of optimism and with the prohpecy of an early return of prosperity, but the handicap inherited from 1913 was not overcome. The first six months, from a business standpoint, were characterized by the same sluggishness that marked the latter part of 1913. There was considerable business transacted, but there was a lack of the snap and vim that indicate real prosperity. Still, we continued hopeful until the shock of the European war the latter part of July shook the foundation of our faith, and temporarily brought us to a standstill.

Since that time our industries have been marking time, and our business men have been trying to solve the problem of the future.

Crops have been good—money, which for a time was tight, is now plentiful, and everything is here for us to do business with.

We cannot afford to sit quietly by awaiting the close of the war; it may not come this year, or next, and if we have been deprived for a while of our business with the countries now at war, we should make an effort to go ahead and do business among ourselves, and with those countries that are not engaged in the conflict. In a word, quoting from one of our famous statesmen "The way to resume is to resume."

Recently your Secretary sent out to a number of our longest headed business men a letter inquiring what they thought of the situation, and in practically every answer received the opinion was expressed that our opportunity for commercial expansion was before us, and that the near future would bring good business. War means not only destruction of human life—first and most deplorable, but the wiping out of existence of millions upon millions of dollars' worth of property; and the breaking down of the commercial systems of the countries involved.

The loss of life cannot be repaid, but the desolated countries must be restored. Some country must furnish the great storehouse from which the needed supplies can be drawn, and logically, our country, with her boundless resources, is the one to do so. Not only will the markets of Europe be open to us, but those of South America, which were formerly supplied by some of the countries now at war.

As much as we deprecate the awfulness of the conflict now raging in Europe, we must not overlook our opportunity. Proper enterprise and legitimate effort at this time to promote our business are not to be looked upon as taking advantage of the misfortune of others. It is our duty. Already we read of immense orders for supplies of all kinds being placed in this country, but as large as they are, they are only a drop in the bucket as compared with what shall be needed later.

### On the Threshold of Unexampled Prosperity

Inasmuch as the steel industry is usually looked upon as a barometer to business conditions, the following quoted from a recent interview with Charles M. Schwab, President of the Bethlehem Steel Corporation will not be amiss at this time. Mr. Schwab says that the United States is now at the threshold of the greatest period of prosperity that it has seen in many years, and admits that on a recent trip to Europe he took contracts for several million dollars' worth of steel product. He further states that the nations of Europe have placed contracts in the United States for more than three hundred million dollars' worth of supplies since the beginning of the war.

"The next big problem the United States will have to face," said Mr. Schwab, "will be the development of transportation facilities in order to handle the tremendous increase in manufacturing and commercial enterprises." The development of our business with foreign countries should be approached with caution. Their conditions must be studied carefully and their credits closely scrutinized.

We, who are here today, are primarily interested in lumber and in what lumbermen are doing.

The policy pursued by hardwood manufacturers since the outbreak of the European war has resulted in a very great reduction in the production. Each man has worked out his own salvation according to his ability and needs. The result has been that in the past five or six months not more than fifty per cent. of the mills in the southern hardwood producing belt have been in operation, and that the production of hardwoods has been reduced to about level with the consumption. There has been no effort on the part of this organization to bring about a curtailment of production.

There is a growing need of a better organized effort on the part of lumbermen to protect their interests against substitutes. This is not a new subject, but is one that should be talked constantly. "lest we forget."

### Organized Effort to Improve Trade

In the 17th of December there met at Chicago lumbermen from all over the country to discuss the necessity of some movement to advance the interests of lumber. The result of this meeting was the formation of an organization, to be known as the Forest Products Federation. The purpose of this organization is to develop an educational campaign that will acquaint the public with the fact that there are numerous places where lumber serves better than anything else; that there is plenty of it to be had and at reasonable prices, etc. Ignorance on this subject is astonishing. The average citizen thinks of our forests as of the past. He does not know that there are somewhere between twenty-five and thirty thousand saw mills in the United States alone, cutting nearly forty billion feet of lumber per year, and that this production can be continued for many years. The substitute fellow with his wily ways and clever advertising has told him differently. About eight billion feet of the production are hardwoods—so it behooves us to put our shoulders to the wheel and push. This new organization was promoted under the auspices of the National Lumber Manufacturers' Association and will be supported by manufacturing organizations, wholesalers, retailers, and in fact everyone who markets lumber and is interested in its welfare. The Forest Products Exposition Company, which is part of the National Lumber Manufacturers' Association, did great work last spring at Chicago and New York for the lumber industry. All of the efforts of the past have accomplished much good, but we must push on and work for the future. We must not, however, be narrow minded enough to claim that lumber is better than anything for everything, nor advocate its use for purposes for which other materials are better adapted, but we must insist with all our might that it has a place, and we as lumbermen must see to it that that place is not usurped. Only organized effort can do this, and if you are called upon to contribute your moral and financial support to any movement having that object in mind, do not hesitate to do so by contributing willingly and liberally. You can best accomplish this by giving your loyal support to your Association.

The Cleveland lumber trade is organizing for the purpose of putting before the public arguments in favor of lumber and its good record of immunity against fire, both in residential and business districts. Of course, what is taking place in Cleveland is taking place in many other sections of the country, and as has already been so ably and frequently pointed out, the lumber trade needs to be as awake and alive as its opponents in other lines of building supplies.

The Forest Products Federation has called a mass meeting to be held in Chicago on February 24th and 25th. It is the plan of the Federation to present at the coming meeting the full status of the situation as regards the propoganda of the substitute manufacturers and fire prevention organizations.

It occurs to me that in the past we lumbermen have wasted too much money and effort fighting each other and trying to convince our customer of the merits of our respective grading rules, systems of inspection, merits of organizations, etc., instead of paying attention to the enemy, who took advantage of his opportunity and got the business that we both lost. Why not all stand together and push wood against substitutes, and not fight among ourselves?

### The Customer Commencing to Insist Upon Grades

We may differ as to the needs of one or more associations, or as to the merits of this or that system of inspection, but I believe we are all agreed that there should be only one set of grading rules, and in this connection we must not overlook the fact that the person who is most insistent upon this point and who is beginning to show signs of wanting to take the reins in his own hands to bring this about is our customer. He is interested primarily in having one set of grading rules and those rules to be permanent and not frequently changed.

In marketing our lumber it behooves us to study his needs—he is just as important a factor as we are, whether at home or abroad, and we must not attempt to cram down his throat something that we think he needs, regardless of what he thinks about it. It doesn't make us strong with him for the future, and all business transactions should be made upon an enduring basis with an eye to the future.

The financial condition at this time does not seem to be giving anyone very much concern. It is generally conceded that the new banking laws will provide for any contingency that may arise, and that it will be ample and broad enough to afford protection to all, and that the shortage of money, and the lack of facilities to handle commercial paper which prevailed last fall will not occur again. The lack of means to handle the cotton crop, and the embarrassment of

business men in all lines in the south is a matter with which you are all familiar, and one with which some of you have had experience.

In facing the future let us make an effort to solve some of the problems that confront every lumber manufacturer, and which we are prone to treat with too much indifference.

Let us ask ourselves whether we pay enough attention to our manufacturing costs. Whether efficiency reigns in every department of our business; whether we pay enough attention to that always vital subject—uniform grades—(and I want to mention here that mixing grades should not be countenanced); and whether we might not improve our methods of merchandising by studying our customers' needs, and remembering always that our interests and the interests of our customers in every transaction are mutual.

These are questions with which all of us have to deal, and upon the manner in which we dispose of them depends very largely on our success.

### Improving Inspection Service

An interesting report was also presented by the Secretary, Mr. W. H. Weller, who stated that in spite of the business depression which had prevailed during 1914 the association had increased its membership. He drew attention particularly to the inspection work of the association. The number of inspections for the year had been reduced by forty per cent. in comparison with 1913, which could be attributed in part to the smaller volume of lumber shipped and in part to the fact that members were shipping more uniform grades than formerly. This was one of the results of the educational work carried on by the association at the mills. Inspection schools had been held at convenient points during the year by the chief inspector. The method of work was as follows:—The chief inspector selected several hundred line boards of the different species of wood and numbered them consecutively. Each inspector went over the entire lot and his grades were recorded. The chief inspector then followed and graded each board. Points of differences were then discussed and threshed out. In this way they had secured excellent results. After the work each employer was shown the record of the inspector and of all those who took part in the work. He could thus determine just where his own men were weak or strong, and whether he was giving his lumber away and making for himself a reputation for unreliability. The association believed that these inspection schools were furnishing the very best means yet devised for enabling members to keep check on their grades.

## Cooperage Trade Had a Poor Year

By J. Innes

The year 1914 was unique in the history of the cooperage industry of Canada on account of the serious effect that the war had upon it. The outlook at the beginning of the year was brighter than for many years past. Stocks at the mills were good, both in quantity and quality, and prices were satisfactory to the manufacturers. Large contracts were made by the consumers and there was every prospect of a busy year. Unfortunately, war broke out, and for a while all business was affected, but later the regular trades assumed nearly normal proportions. The scarcity of tonnage for export and the uncertainty of shipments going forward in time to prevent deterioration while in railroad cars, affected the export trade in apples to such an extent that hundreds of thousands of barrels of apples were not barrelled, but were left to rot in the orchards or were converted into cider and dried apples.

This condition affected the cooperage industry adversely, as large stocks of apple barrel material had been accumulated at the mills in anticipation of a heavy demand for apple barrels and a large perecentage of this stock will have to be carried over to 1915. As it costs about 1 per cent. per month to carry this stock, insurance, interest and some depreciation, if the manufacturers are to obtain profitable prices, it will mean higher prices this year for apple barrel material, as the mills are not likely to manufacture much of this stock in 1915 until they dispose of their old stock.

Mills are putting in very light stocks of logs this winter, and only putting in picked timber to make No. 1 stock such as flour, sugar and starch barrel material and as mills will only run on short time the cost of production will be high, as overhead expenses are much higher proportionately on part than full stocks.

It is doubtful what the year will bring forth, but there is a cheerful optimism prevalent which is bound to have a good effect on business conditions and we look forward in confidence to at least a moderate year's business.

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There has recently come onto the Canadian market an increase of one hundred tons per day of unbleached sulphite pulp, among the new concerns being the Donaconna Paper Company, Donaconna, Que., the Belgo-Canadian Pulp and Paper Company, Shawinigan Falls, Que., the new plant of the J. R. Booth, Ottawa, and others, while the new fifty-ton sulphite mill of the Bathurst Lumber Company at Bathurst, N.B., will be completed in a few months.

# A Problem in Sawmill Equipment

### Expert Millwright's Advice On An Interesting Question Involving Manufacture of a Special Line of Logs

Editor, Canada Lumberman: Westboro, Ont., February 2nd.

I have received the following letter from a lumberman: "We have about five million feet of white pine logs, running from 6 inches to 30 inches diameter, the average being about 15 inches. The logs from 20 to 30 inches are defective; from 15 inches to 20 inches, a little better quality; from 6 to 15 inches, sound but knotty, a great many being top logs. We want to saw those logs into one inch, one and one-half inch, and two inch lumber, and will require a machine on which this can be done to the best advantage.

"We shall have about seven million feet of the following class of logs: hemlock, spruce, red pine, jack pine, fir or balsam, basswood, and black ash. The hemlock and basswood will be about the same size as the second size of white pine. The rest will run from 6 inches to 15 inches. In fifty per cent. of all those smaller size logs, knots are much in evidence, but they are otherwise sound; we want to saw the most of them into one-inch stock boards, 4-6-8-10 and 12 inches wide, with a proportion of 2 x 4, 2 x 6, 2 x 8 and 2 x 10 inches, and some squares 6 x 6, 6 x 8, 8 x 8 and 10 x 10 inches. We are looking for machines to do good, smooth sawing at a moderate cost. Yours, etc."

My reply to this letter was as follows: "For sawing the white pine, large and medium size, also the hemlock and basswood, from 15 inches to 20 inches, I would advise a band saw, with wheels 8 feet diameter, the saw 12 inches wide, 14 gauge, teeth spaced 1½ inches, speed 9,000 feet per minute or 357 revolutions per minute of wheels; the feed, 32 teeth to cut out one inch of kerf, or the log would feed forward 11 inches to one revolution of the saw. If the saw were 44 feet long I would advise a single cutting mill, with the sawyer in front, as he could better select the good from the faulty wood.

For slabbing the small logs, making cants or stocks from 4 inches to 12 inches, and sawing the squares as required, I would install a 48-inch circular and carriage; the speed of saw 9,000 feet per minute, or 720 revolutions. It would be 9 gauge, have 60 teeth, spaced about 2½ inches, the feed being 15 teeth cutting out one inch, or 4 inches to one revolution of the saw.

For cutting up the cants into 1 or 2 inch, or any other dimension that can be sawn in a gang, I would recommend a circular gang, for the reason that it would do as much or more work, and very much better sawing than any other machine in the sawmill today. The saws would be 36 inches diameter for the rough, knotty logs, 10 gauge thick, 36 teeth. The feed would be one inch to a revolution of the saw, or 36 teeth cutting out one inch of kerf. The speed would be 600 revolutions per minute.

In this machine the lumber is set 1/16 inch thicker than the dressing size, and it will make as many boards out of the log as the 14 gauge band saw and carriage where the boards require to be set ⅛ inch thicker than the dressing size.

The above machines, with suitable edgers, trimmers, etc., would saw 100,000 feet in ten hours; from 30,000 to 35,000 ft. with the band saw, and 65,000 to 70,000 with the gang. These figures are taken from mills in operation for the last six or seven years. The mill would require 35 men to operate it, all told, and woulid require 350 horsepower to drive it."—I. N. Kendall.

## Enjoying a Profitable Trade

Editor Canada Lumberman:— Hyde Park, Boston, Mass.

It would be natural for us to expect a slump in trade corresponding to that experienced by other manufacturers, but this has not been the case.

This may be due to the diversity of our products, fans systems and allied products include fans, heaters, engines, motors, turbines, shavings conveying systems, economizers and mechanical draft apparatus. You will see, therefore, that the range of use of our apparatus is so wide that we profit by receiving orders from those mills which are busy.

Under such circumstances we do not fear calamity, but our condition is probably different from that of most other manufacturers.

All the branch offices of our American company send in very enthusiastic reports stating that business has picked up greatly and that the amount of prospective business is very large.—B. F. Sturtevant Company of Canada, Limited.

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A lumber camp building near Dacre, Ont., which was built in 1868 by the late Jonathan Francis, of Pakenham, and was used subsequently by Carswell & Mackay, is in such good condition that it is being used in connection with cedar logging operations this winter.

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The Great Northern Railway is placing orders in the Province for dimension timber, piles and poles for shipment to the United States. Fifty carloads have already gone forward.

## Maritime Province Trade's Importance

Mr. W. B. Snowball, president of the J. B. Snowball Company, Limited, Chatham, N.B., in an address recently delivered at the Maritime Forward Convention in Amherst, N.S., spoke in part as follows:—

This is a critical period in the history, not only of Canada, but of our Empire. We may from now on make a distinctive forward movement, or it may be retrograde for some years to come. Opportunities are before us, and if we realize and use them, we can make great progress.

Probably the importance of Canada's trade in forest products, has not fully appeared to you. Forest products are worth to Canada, $185,000,000 annually. This does not mean that we export that amount, but the out turn of our forests in exportation and local consumption, amounts to that enormous figure. The exportation of forest products from the Province of Nova Scotia, brings in a revenue of $4,620,000 annually and from the province of New Brunswick a revenue of $7,300,000 annually. These figures will bring before you the importance of this industry.

I notice that in the year 1878 the exportation to Great Britain and the continent from the Province of New Brunswick was 368,000,000 super. ft. In 1880 it was 438,000,000 super. ft., while in 1913 it dropped to 271,000,000 super. ft. The exportation from Miramichi in the year 1880 was 160,000,000 super. ft., and in 1913, 74,000,000 super. ft. Take the province of Nova Scotia, and in 1884 the exportation, which was then about normal, was 69,000,000 super. ft. In 1897 it was 185,000,000 super. ft., and in 1908 the best information I could get was that it did not exceed over 50,000,000 super. ft.

It is within the memory of anyone present who is conversant with the lumber business, that the prices in 1880 were at least 30 per cent. to 40 per cent. less than the prices in 1913. Why is it that the exportation has dropped so enormously? Is it that we have depleted our forests during the period when our exportation was so high, so that they are not capable to-day of producing the same quantity annually? Are we to-day cutting only the annual growth or are we exceeding it? This is something we should carefully consider. This is a year in which all those engaged in the lumber business should sound a note of warning in case with the increased demand for the forest products in both sawn lumber and pit props, and the high prices being paid, that we permit avarice to overcome good judgment, and thus materially injure our forests, whether privately owned or the property of the Crown.

At the present time the lumber business in the Maritime Provinces stands in possibly the best position of any industry in Canada, and it is to be hoped that the lumbermen will guard this position by not making too large a production, but so control it as to continue the prosperity that has come to them, and which has been so long in the coming. Don't let us either kill the goose that lays the golden egg or smother those who buy.

Expert testimony states there is 680 super. ft. of waste out of every thousand feet of lumber that is taken from the forest. This seems like an enormous waste and if it exists to this extent, some effort should be made to overcome it. If from the 320 ft. of forest product that is used, we get $182,000,000 annually in this Dominion, how much more would we have had if we had used more closely the product of the forest, or how much less would have been cut if we had used it more prudently. The trouble is that we consider our forests are inexhaustible, and we use them too lavishly.

A comparison of New Brunswick and Nova Scotia shipments of 1880 and 1913 should be a warning. What will be the showing at the end of another thirty years if we continue the same methods?

A 9-in. log, 16 ft. long, by the New Brunswick scale, which I presume is the same as the Nova Scotia, is 48 ft.; by the Quebec scale, 45 ft., and by the Ontario scale, 25 ft. This is a great difference in the scaling. The bulk of the lumber sawed in our provinces has been cut by either an 8 gauge gang saw or rotary saws using 5-16-in. inserted teeth, and in every 9-in. log sawn, there is a waste of approximately 16 ft., or 320 ft. to the thousand, which at $15 per M. with the average sawing of a rotary, say 20 M. per day, is $96 per day wasted in sawdust without taking into consideration the waste in slabs and edgings which is tremendous in an ordinary operation. This will account for part of the waste of 680 ft. Can we save any of it? Why not use less extravagant methods of sawing? Why not use up more closely our waste? Is there not some use to which we can put sawdust? I have seen horse and cattle feed, that has produced good results in feeding, that was made from sawdust. I have seen gas produced from sawdust operating a gas engine of 240 h.p., and I have seen sugar made from sawdust, and probably before many years, the waste from bark, and other wastage from our mills, will yet be used profitably.

The Conservation Commission, of which I am a member, is starting a research work in connection with McGill University and I feel we cannot be too prompt in finding some method of utilizing profitably the waste product from our mills, instead of burning it up as we do at present.

I have noticed a remark that a forest is only lazy lumber, that we should wake it up with a saw and set it to work. I, however, differ from this, and think that a forest of young growth should not be destroyed any more than we would destroy the young of the animals on our farms before they have reached maturity.

In our locality we allow that the trees will increase in size 2 ins. in 8 years. A butt log 16 ft. long and 8 ins. at the small end, and 10 ins. at the butt, will measure 40 super. ft., and a log 16 ft. long and 10 ins. at the small end, will measure 64 super. ft. Twenty-five of the former logs which are really only pulp wood, at $8 per M. are worth 32c. per piece, while the logs 16 ft. and 10 ins. are worth $10 per M. or 64c. per piece, or in 8 years they have doubled in value. Is there any more profitable investment for your money than letting the forest grow?

Dr. Fernow in 1909 made a forest survey of the province of Nova Scotia, and if I remember correctly he stated that 70 per cent. of the area he travelled over was only profitable for lumber growing and if given a chance would produce a good growth of lumber. Why not take advantage of suggestions made public in his report.

## Fire Protection in the Lumber Yard

Fire protection plays a most important part around saw mills and lumber yards, and every lumberman aims to have the best in this respect. A system now on the market which is most efficient and already in use by many leading Canadian lumber firms is known as the Hardinge Watchman's Register sold by the Lintz-Porter Company, 27 Yonge Street Arcade, Toronto, who are general agents for Canada.

The Hardinge Watchman's Register consists of the Hardinge Patrol Watchman's Portable Clock and a series of recording stations. The great advantage of this system is that stations may be placed in the yard at the end of any alley and simply screwed to the lumber pile, and when changes are required in the yards they can be removed and placed at other points where needed, no electric wiring being necessary. The stations are weatherproof and tamperproof. All screws used to attach a station to the support being sealed in place with metallic seals.

The manufacturers claim many exclusive features for this system which are not found in any other. It is the only system in which the recording key is not removed from the recording stations to make the record, and in which the embossed letter is not exposed. The character cannot wear off and are not subject to mutilation or duplication. The clock used is of the same size and weight whether one or one hundred recording stations are used. The company claim that this is the only system in which no two of a series of recording stations need be alike for, instead of the customary numerals, the Hardinge System employs large legible letters which may be so arranged as to spell the name of the firm, the name of the section of the plant in which the stations are located, or any other arbitrary word or phrase which may be determined upon.

The manufacturers give an unlimited guarantee and are prepared at any time to replace or remedy free of cost any imperfection which may be traceable to imperfect material or workmanship.

The cost of installing the system, they claim, is much lower than that of a magneto electric clock system.

The comparative cost of Magneto and Hardinge Patrol systems supplied are given by the company as follows:

| | Magneto | Hardinge Patrol |
|---|---|---|
| 6 stations ... ... ... ... ... | $112.15 | $ 59.60 |
| 10 stations ... ... ... ... ... | 172.25 | 74.80 |
| 15 stations ... ... ... ... ... | 236.50 | 93.80 |
| 20 stations ... ... ... ... ... | 300.75 | 112.00 |

These prices are based on an average cost of wiring up magneto stations to the clock in the office of the plant. The Hardinge needs no wiring and there is no expense of installation beyond a man's time putting up each station around the plant. The one manifest advantage of the system is that there are no wires to be broken through handling the lumber.

## The Worst Has Come and Gone

Editor Canada Lumberman:— Montreal, Que.

It is the writer's opinion that the worst has come and gone, and he is very optimistic for the present year. He does not see any reason why we should not look for business to settle down and although there are going to be great hardships while this terrible war is raging, feels satisfied that all people in Canada should do missionary work, and prepare for the time when it is over. There is no doubt that business will be better than ever. Canada is a country that should be, in the future, a land of great promise, but everyone here must do as he preaches and practice buying goods "made in Canada." If we are to succeed we must keep the balance of trade, and everyone must work with that idea.—Sadler & Haworth.

# Machinery and Equipment

**What Manufacturers of Logging, Sawmill and Woodworking Appliances are Doing**

## Swedish Machinery on the Canadian Market

Swedish machinery has an excellent reputation, and an examination of a very fine catalogue, excellently illustrated, issued by the J. and C. G. Bolinders Company, Limited, Stockholm, shows that Sweden is able to produce a complete range of wood-working appliances. This firm's machinery has obtained 140 prize medals, including five grand prizes, in addition to 106 diplomas of honour. The company intend to make a vigorous effort to secure business in Canada, and with the long line of machines should be able to obtain a satisfactory turnover. Many of the machines have appliances new to this country. The illustrations in the catalogue, reproduced from photographs, show the machines to be well manufactured and finished. The appliances include standard log and saw frames, new ideal frame, precision log frame, rip saws, improved edger, fast feed flooring and match-boarding machines, planers, moulders, outside moulders, surfacers, shavings cutters, double resaws, resaws, band resaws, lath and rip saws, cross-cut saws, grinding machines, automatic boxboard machines, patent special cutters, also tools and accessories. Many of the machines are made in several sizes and for special purposes. The catalogue gives details of these machines, and is complete in every particular.

One of the features is the patented precision log frame, which is the result of many experiments. It is designed not only for the Swedish timber—small grown soft timber—but also for the ordinary run of timber found in various countries. Thin saw blades are used for all log diameters, the saw kerf being about 1/16 in. The carriage is brought by mechanical power to the log haul, and the latter automatically loads the log on to the carriage. Afterwards all manoeuvering is accomplished by means of levers, which control the movements of the log in any direction. The upper pressure rolls adapt themselves automatically to the varying diameter of the log whereby the hand adjustment of the ordinary log-frame rolls is obviated. The rolls control the most irregular log with ease and guide it with precision through the machine. As soon as the sawn log has passed through the frame, vertical and horizontal rolls are automatically set in rotation and transport the lumber to a conveyor. The makers state that the accuracy obtained with the maximum feed and a saw kerf loss of only 1/16 in. is due to the fact that all excessive pressure on the saw blades is avoided by letting each tooth take its proper share of the work. This can only be realized by making the overhang of the saw blade frame and the feed rate change automatically, according to the diameter of the log at every movement. As the diameter of the log being sawn changes, either increasing or decreasing, the motion of the feed rolls changes correspondingly.

By means of an eccentric and lever system entirely automatic in its action, both the saw blade frame guides and the friction disk of the feed rolls are governed by a form or curve which is constructed from a diagram giving the correct ratio of overhang and feed rate to any diameter. For sawing crooked logs there is a device which makes it possible for the log to be guided through the machine in a line corresponding to its crookedness by setting the feed rolls out of parallelism with each other. This is accomplished by a hand lever in the changing carriage; at the same time, a graduated scale gives the amount of variation made. The log-frame is entirely self-adjusting. The machinery is built from only the highest grade Swedish material, guaranteeing stability and correctness as well as long wear. The Canadian agents of the J. and C. G. Bolinders Company, Limited, are the Swedish Steel and Importing Company, Limited, 503 Canadian Express Building, Montreal.

## Packards Produce Important New Motor Truck

An entirely new line of motor trucks is announced by the Packard Motor Car Company, of Detroit. The series, ranging in capacity from one to six tons, inclusive, possesses numerous features that result in economy to the user and overcome the difficulties formerly identified with the installation of worm drive.

The 1-ton Packard is a new addition and marks the entrance of the company into the light duty field.

Each unit is designed especially for the duties required of a truck of that capacity. So carefully have the Packard engineers developed the new product, that it has taken three years for the forework. The preliminary trucks, during the final test, were driven a distance equivalent to five times around the earth. This mileage was established over the roughest road conditions to be encountered between Michigan and the Rocky Mountains.

The matured design which has been evolved in the new models as the result of ten years experience in building motor trucks will, doubtless, remain substantially unchanged for several years.

The builders express a complete confidence in having achieved a truck design which not only renders the maximum service with the minimum cost of up-keep but also with the minimum attention and effort on the part of both the owner and his employees.

Evidence of the improved design of the new Packards is indicated

Patented Precision Log Frame made by J. & C. G. Bolinders Company, Limited, Stockholm, Sweden.

in their quietness of operation and their centralized control. The latter feature is entirely new in heavy duty trucks and means complete mastery of the vehicle from the driver's seat.

The new models have left drive and left side levers which provide a greater ease and safety of operation in congested terminals.

The Packard motor is automatically governed to prevent overspeeding by reckless drivers and the resultant abuse of the vehicle. The carburetor is automatically controlled and hot-water-jacketed, while the ignition system is so ingeniously protected as to be practically waterproof.

These newest of commercial efficiency machines have provision for electrical cranking and lighting apparatus, also a power take-off for operating independent mechanism.

Despite large orders from Europe, the Packard truck shops, the largest in the world, are prepared for early deliveries of the new models.

# Reports on Trade by Machinery and Equipment Firms

### No Uncertainty About the Good Prospects

Editor Canada Lumberman:— Toronto, Ont.

We must confess to a little feeling of surprise that there can be any room for doubt as to the prospects for 1915.

In our opinion the immediate outlook for Canadian farmers, business men and manufacturers is better than it ever was before in the history of the Dominion.

We have reached the end of a period of reckless speculation and fictitious values. Some of us have perhaps been brought down from our airy flight with a very sudden jolt, but at least we have the satisfaction of finding that the good old earth of Canada is a very solid thing to fall back on.

Our facilities for borrowing huge sums of capital abroad have suddenly been cut off, and we are thrown back upon our own resources. Development therefore must come from within, and it must be evident to everyone that such a growth will be more permanent and satisfactory than much of the unhealthy development of the last few years.

So far as the Herbert Morris Crane & Hoist Company, Limited, is concerned, we have every confidence in the future. Since the outbreak of war, our business has shown a steady and satisfactory increase, and we are doing our part towards ensuring and sharing in the general prosperity which we believe will fall to the lot of Canada in 1915.

Let every responsible Canadian imbue himself with a spirit of cheery optimism and a desire for real efficiency, and the results will not long be in doubt.—The Herbert Morris Crane & Hoist Company, Limited.

### Expects a Partial or Complete Recovery

Editor Canada Lumberman:— Galt, Ont.

Referring to general trade conditions in the woodworking machinery, we may state from our own experience in this line we have found during the past twelve months that there has been a decided decline in the demand, which was further accentuated at the declaration of war. The business offering since that time has practically been nothing, excepting the demand created by the manufacturers of war material, who on receiving contracts for material, were limited purchasers of woodworking machinery.

We are, however, pleased to state that so far this year there has been a considerable increase in the number of inquiries for woodworking machinery, and we believe that the business should show quite a revival during the spring months, as there appears to be considerable interest shown with a view to spring purchases. We believe that we will have a partial if not a complete resumption of normal conditions in this line of machinery during the summer months.

The chief difficulty in the way of most purchasers of this machinery is the apparent difficulty which the consumers are experiencing in the collection of their accounts, which restricts their available funds for new equipment.—Canada Machinery Corporation, Limited.

### Counting Upon Steady Improvement

Editor Canada Lumberman:— Port Hope, Ont.

The conditions in 1914 were a natural reaction after over expansion and construction, accentuated somewhat by the war. For the last few months the country has been living on accumulated stocks and therefore the manufacturers have not been called upon to make the quantity of goods actually used. These stocks are now exhausted and we anticipate very shortly that the manufacturers will experience an increase in the buying, as products consumed will have to be replaced.

It is the goods consumed in daily life that gives the manufacturers the bulk of their business. New construction work is good to have, but it is the smaller part of the business. We believe we will all experience a steady improvement in business through 1915. The country will accommodate itself to conditions abroad, as our home market for manufactured goods is our big market.—Nicholson File Company.

### Have Had a Very Busy Year

Editor Canada Lumberman:— Fort Frances, Ont.

Russel Brothers, manufacturers of the Shaw Motor Headworks, have had a very busy year and have booked orders for about as many of these boats as their present staff can turn out for spring delivery.

Out of six lumber and tie firms in this district five are using the Shaw Motor Headworks for towing, this year, and the firms who have been using them in the past speak most highly of them.

Owing to their light weight, immense power and cheapness of operation, they are creating a very favorable impression among all their users.

With the exception of the gasoline engine, which this firm cannot buy satisfactorily in Canada, the Shaw Motor Headworks is wholly Canadian workmanship and material.—Russel Brothers.

### Expect Greatly Improved Trade Conditions

Editor Canada Lumberman:— Hamilton, Ont.

We are in much the same position as most other manufacturers, viz., that at the declaration of war our business fell off to practically nothing, but after about a month it began to revive, and has been improving ever since, until today it looks as though the year 1915 will bring us something like fifty per cent. of normal business. This is without considering any orders which we might receive for war material. We believe that trade conditions will greatly improve in Canada, first because we believe the allies will gradually advance towards Berlin, and secondly, because the stock of goods in Canada will gradually be depleted. After the war is over, and conditions have an opportunity of adjusting themselves, we believe that Canada will go ahead by leaps and bounds.—The Smart-Turner Machine Company, Ltd.

### Believe 1915 Will Show Improvement

Editor Canada Lumberman:— Kalamazoo, Mich.

The year 1914 was very fair with us until the first of August. August and September were poor months. October and November were very poor months to put it mildly. If we express it as we should, we say that they were "rotten." In fact the last two months mentioned were the poorest that we have had since 1897. The month of December showed a substantial improvement, although we can easily class it as "poor." Our Canadian business always increases and decreases with the rest of our business, and has done so during the past year.

We believe that 1915 will be a better year for us than 1914 was, but we do not expect a "boom." However, we shall be glad to be surprised.—Wm. E. Hill Company.

### A Little Better Feeling in the Trade

Editor Canada Lumberman:— Brantford, Ont.

Trade in the lumber business, particularly in the centre and west, has been extremely poor.

In the Eastern Provinces, apparently trade has been better, but the conditions have been such in all parts of the country that there has been practically no demand for sawmill machinery.

It is a little too early in the year to be able to express our opinion regarding what trade may be like, but it seems to us that there is a little better feeling than there was a few months ago, and this may develop into an improved demand. Conditions, however, are so unusual that it would take very little to upset what looks like prospects for a possible improvement.—The Waterous Engine Works Company, Limited.

### Looks With Confidence to the Future

Editor Canada Lumberman:— Montreal, Que.

Along with all other industries in Canada, particularly those associated with the manufacture of steel and lumber, we have naturally felt the effects of dislocation in trade, due to the war. However, we look with confidence to the future. A greater demand has been created in Canada for goods in our line of the very best quality, so that the demand for our product is greater than it has been, for we find that the mills are looking for a greater production per day, and a better grade of manufactured lumber is demanded, so that the best saws and machine knives are demanded regardless of prices, and the day of cheap saws and knives has past.—Simonds Canada Saw Company, Limited.

# WANTED & FOR SALE DEPARTMENT

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 15 cents per agate line (14 agate lines make one inch.) ($2.10 per inch) each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word net. Cash must accompany the order. Minimum charge 50 cents.

Advertisement must be received not later than the 10th and 26th of each month to insure insertion in the subsequent issue.

## Wanted—Lumber

### We Want to Buy

1¼ Birch, No. 1 C. & B, dry.
1½ S. Elm, No 1 C. & B., dry.
The Manufacturers' Lumber Co.,
3-4 Stratford, Ont.

### Basswood Wanted

No. 2 Common and Mill Cull. Winter cut preferred. Apply Firstbrook Brothers, Ltd., Toronto, Ont. 7-tf

### Wanted

2,000,000 ft. White Birch Sqs. ⅞-in., 1-in., 1⅛-in., 1¼-in. up to 2-in. Lengths 2-ft., 3-ft., 4-ft. and 6-ft. Clear stock. Write M. Mitchell, Lucknow, Ont. 1 t.f.

### Spruce Lath Wanted

Good mill run 1½ x ⅜ x 4 ft. for immediate shipment. State quantity and price f.o.b. shipping point. Box 133, Canada Lumberman, Toronto. 4

### Hemlock Wanted

Block, 2-in. dry. Must be well made. Sizes piled separately. Quote lowest prices, point of shipment, Spring delivery, for No. 1 and down tally (No. 2, if any). Also Cedar Poles peeled, 35 ft. and over in length, 7 in. top, and Spruce 1 x 12 in. Box 137, Canada Lumberman, Toronto. 4

### Wanted To Buy

500,000 ft. 1-in. Cull Pine.
50,000 ft. 1-in. Cull Basswood
50,000 ft. 1-in. Cull Hardwood.
1,000,000 ft. 1-in. and 2-in. Hemlock.
200,000 pieces 1½-in. lath.

Apply Box 139, Canada Lumberman, Toronto. 4-7

## For Sale—Lumber

### We Have a Full Stock

of Hardwood, Hemlock and White and Norway Pine Lumber, Norway and White Pine Piling, up to 60 ft. Keenan Bros., Limited, Owen Sound, Ont. 3t.f.

### We Can Cut To Order

Spruce or White Pine Timber up to 12 x 12. Inquiries solicited.

H. C. DUNBAR,
1 t.f. Haileybury, Ont.

### For Sale

400 Spruce Spiles, 60 ft. long, 7 in. tops. Also any quantity Spiles 35 to 50 ft. long. Prompt shipment.

The Northern Lumber Mills, Limited,
21-t.f. North Cobalt, Ont.

### Logs For Sale

About 3,250,000 feet red and white pine logs, 90 per cent. white pine. Can be delivered on Georgian Bay early in June. These logs scale about 43 ft. to piece, and are now dumped on the ice. Address Box 142, Canade Lumberman, Toronto. 4

### Lumber For Sale

200 Pieces 1 x 15 and up 22 ft. Cypress.
375 Pieces 1 x 15 and up 24 ft. Cypress.
Clear for boat building, in stock at Montreal.

GEO. C. GOODFELLOW,
c Montreal, Que.

## For Sale—Machinery

### For Sale

One Whitney 50-in. scraping machine; complete with knife grinder. It has been in use about one year. Will sell on easy terms. Address

AMERICAN COMPOUND DOOR CO.,
4-7 21st and Morgan Streets, Chicago, Ill.

### 75 H. P. Steam Boiler

with usual fittings, all in splendid order. Band rip saw, Fay & Egan make, shaving exhaust double fan, with quantity of pipes, etc. Flooring matcher, with Sherman flooring boring machine, also shafting, hangers, pulleys. Also a complete saw mill, capacity about 10 M., including good building if wanted. Cheap for cash, or terms, or Hardwood lumber taken in exchange. J. S. Findlay, Owen Sound, Ont. 3-10

### Woodworking Machinery For Sale

1 No. 51 Crescent universal woodworker; 2 24-in. planers and matchers; 3 12-in. buzz planers; 1 12-in. four-side moulder; 1 No. 802 Canada Machinery Corporation shaper; 5 30-in. Ideal pedestal bandsaws; 2 No. 619 Canada Machinery Corporation saw tables; 1 36-in. double drum sander; 1 20-in. American wood scraper.

H. W. PETRIE, LTD., Toronto.

### Rebuilt Veneer Machines

We have the following rebuilt Coe veneer lathes and clippers ready for immediate shipment:

Lathe, 50-in. swing, 88-in. knife, 6-in. spindles.
Lathe, 50-in. swing, 64-in. knife, 6-in. spindles.
Lathe, 50-in. swing, 64-in. knife, 5-in. spindles.
Lathe, 50-in. swing, 76-in. knife, 6-in. spindles.
Lathe, 42-in. swing, 52-in. knife, 5-in. spindles.
100-in. power clipper.
64-in. foot power clipper.

These machines are decided bargains and carry the same guarantee as we give our new ones. Prices on application.

THE COE MANUFACTURING COMPANY,
23t.f. Painesville, Ohio.

## Wanted—Employment

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents

Position wanted as band saw filer, double or single cut. A1 references. Address Box 140, Canada Lumberman, Toronto. 4-7

Position wanted as saw mill foreman or millwright. Can give best of references. Age 44. Address Box 141, Canada Lumberman, Toronto. 4-7

Mill or General Superintendent wants position. Eastern and western experience. Splendid record. References. Box 131, Canada Lumberman, Toronto. 3-6

Accountant, office manager, wants position. Sixteen years' experience in lumbering, mining, manufacturing furniture, sash, doors and blinds, salesmen's accounts and collections, also duties of secretary-treasurer. Excellent testimonials. Box 295, Burlington, Vt., U.S.A. 4

A1 Band Saw Filer wants position. Double or single cut. Will go anywhere with good season's cut. Best references. Box 138, Canada Lumberman, Toronto. 4-7

Band Saw Filer open for position. Used to cutting hard or soft wood in saw mill or factory. Box 124, Canada Lumberman, Toronto. 2-5

Position wanted as Salesman or Bookkeeper. 14 years' practical experience in all branches lumber business. Good references. Not object going to a mill. Address W. L., 247 Guy Street, Montreal, P.Q. 4

Book-keeper, experienced in lumber accountancy and collections, open for engagement about April 1st. Can furnish excellent references. Box 134, Canada Lumberman, Toronto. 4-5

Wanted to get in communication with a lumber firm who need the services of an up-to-date circular mill man, to take charge and do his own filing. W. H. Nogar, 128½ Lansdowne Avenue, Toronto, Ont. 4-6

Lumberman wants position as manager of a retail lumber yard. Has had eleven years' experience. 29 years of age, married, sober. Can give best of references. North preferred. P. B. Starmer, 1217 Campbell Street, Kansas City, Mo., U.S.A. 3-4

Position wanted by manager. Have learned the business by practical experience, east and Pacific Coast. Managed all branches; expert on manufacturing, also mill designing and building. Good organizer and cost reducer. References guaranteeing efficiency and character. Box 130, Canada Lumberman, Toronto. 3-7

## Wanted—Employees

**Advertisements under this heading two cents a word per insertion. Minimum charge 50 cents**

WANTED—An experienced shipper to ship and inspect lumber in Ontario. Apply Box 135, Canada Lumberman, Toronto. 4-7

WANTED—First-class man for travelling and selling lumber in Ontario. State age, experience and salary expected. Apply Box 136, Canada Lumberman, Toronto. 4-7

## Business Chances

### Timber Limits For Sale

Can be quickly and profitably disposed of by advertising them on this page. This is where buyers of timber property look for opportunities to invest. If your "ad" is here the investor will see it. Canada Lumberman, Toronto, Ont. tf

### Sawmill For Sale

Saw, Planing and Shingle Mill with lumber yard in connection. Building 46 x 70, steel roof. Capacity of sawmill, 12 to 15 M. per day. Lots of timber. A good retail business and a good business building summer cottages. This is a rare opportunity for a man with some push and a little capital to make some money. Good shipping facilities by water, 10 miles of the best of roads to Brucefield station. Owing to a combination of bad health, other interests and a heavy financial loss, I will accept any reasonable offer and give any reasonable terms. Will keep a half interest with working partner. Come and see this and go over the books. W. A. Mustard, Bayfield, Ont. 3

## Miscellaneous

### Wanted To Purchase

200 to 300 boom chains, ½ inch thick and nine feet long, with toggles and rings attached. Name best price for cash f.o.b. cars shipping point.

MONTEITH BROTHERS,
1-4 Rosseau, Muskoka, Ont.

### Wanted

Second-hand Alligator Tug. Box 142, Canada Lumberman, Toronto. 4

### Do You Want to Buy or Sell?

If you wish to purchase or dispose of a particular stock of lumber or logs, a mill property or timber limit, or some second-hand machinery, the CANADA LUMBERMAN AND WOODWORKER will bring quick returns. Use our "Wanted and For Sale Department."

### Saw Mill Machinery For Sale

Sawmill near Sellwood, Ontario, daily capacity 60,000 feet. All machinery including:—Log Ladder, Bullwheel, Steam Kicker, Log Loader, Stationary Steam Nigger, 42-in. Steel Carriage, 10-in. Steam Feed, 8 ft. Double Cutting Bandmill, Cast Iron Lumber Table, 5-Saw Slab Slasher, 48-in. Big Champion Edger, Trimmer, Transfers to Edger and Trimmer Tables, Sorting Tables, etc. Also, Independent Lathmill, Filing Room Outfit and Power Plant complete. This machinery is of the latest design, practically new and in excellent condition. Offers will be accepted for all or any part of this machinery, where it stands or F.O.B. cars Sellwood.

The Waterous Engine Works Company,
22-t.f. Brantford, Canada.

### Self-Oiling Bearings

It is difficult to understand why self-lubricating types of bearings are not used more on woodworking machinery. They are used in the principal bearings, true enough, but why not use them also on the less important bearings, so as to allow the workman to totally forget the oiling routine for a month at a time?

You have all seen the electric fan in the boss's office and you know it runs at a mighty high rate of speed. But have you ever seen anybody oil it? No, you haven't. It is oiled by a wick that runs down into an oil pocket, and as long as there is oil in the pocket, capillary attraction will do the job of oiling.

I once ran a wick-oiled shaft for six months on one oiling, just to see what would happen—nothing happened. I believe I could have run it six more months, for there was still oil in the pocket. The rate of oiling depends upon the size of the wick. As to the length of the wick, I do not know; I have never experimented with various lengths. Perhaps some reader can tell us definitely.—N. G. Near in the Woodworker.

The manufacturers of musical instruments in the United States report the use of 41 woods to the amount of 260,000,000 ft. a year. Following are the musical instrument woods of the United States, arranged in the order of importance, from those demanded in largest amount to the least: Maple, yellow poplar, chestnut, spruce, oak, elm, birch, basswood, white pine, red gum, mahogany, black walnut, beech, ash, cottonwood, yellow pine, sugar pine, hemlock, Douglas fir, tupelo, cherry, sycamore, redwood, Cir-

cassian walnut, balsam, fir, butternut, West Indies boxwood, cypress, ebony, rosewood, cedar, Spanish cedar, buckeye, satinwood, prima vera, holly, eucalyptus, camphorwood, tulip wood, hickory, Turkish boxwood.

### Turkish Boxwood

Numerous trees known as boxwood grow in various parts of the world, but there is only one Turkish boxwood, and it has become scarce. It has been planted all over southern and western Europe, but the wood grown there is lighter, and is inferior to the best that comes from the tree's native hills in Asiatic Turkey and Persia. It grows in the same region that produces Circassian walnut, in the country south of the Caspian and Black Seas. The tree seldom exceeds a height of 25 ft. and a diameter of 9 ins. Few logs are more than 6 ft. long; and the majority that reach market are 3 ft. or 4 ft. long, and less than 5 ins. diameter at the big end.

The wood is yellow. High-grade (not cheap) carpenter rulers are made of it, and the color never fades. No sapwood is used, for the very good reason that there is none. It is a peculiar wood in that respect. Many kinds of trees have little or no heartwood, but few lack sapwood. The boxwood may have a layer of sap of the thickness of writing paper.

Planted trees in Europe and America grow with fair rapidity, and the annual rings are fairly distinct; but on its native hills its growth is very slow and the yearly rings scarcely visible. The wood varies greatly in weight; some of it is little heavier than hard maple, other sinks at once if dropped into water. It is very hard, but does not measure up with lignum vitae or ebony.

Boxwood from the West Indies is replacing the Turkish article, except where the best is demanded. The two woods look much alike, but the West Indies trees are larger, and the wood is of less pleasing color.

### Competition in Oaks

The international strife is breaking up old trade relations, and new ones will be established. If the English, for reasons satisfactory to themselves, should decide not to use Austrian oak, there is no reason why they should not use the American wood. It is of as high grade as Austrian oak, as high in class, as high in character of its service, and the only thing in which it does not rate as high as the Austrian wood is price, says an American writer. The commercial oak of Austria, England, Italy, and of most other regions of southern and western Europe, is all of the same species. If there is any difference in the wood, it is a difference due to soil and climate. It is handsome and substantial. Its colour is a little darker than old, mature American white oak, and not so dark as old red oak. It has a pleasing, subdued tone. It may be quarter-sawn, and that is sometimes done; but it is said that the plain-sawn stock is more popular in Europe; and it is certain that little quarter-sawn European oak is ever seen on the American side of the Atlantic. When this oak goes over there it is sold at about double the price of mahogany. It is not claimed that American oak is an exact substitute, but the claim can be made without reservation that it is as handsome and as serviceable. It is useless to waste time with poor or common stock. The English are good judges of wood, and while probably somewhat severe in condemning what does not please them, they are fair in their decisions. The American oak should win on its merit, and it ought to be given a chance to take some of the market which Austrian oak seems in a fair way to lose.

### The Excelsior Industry

The makers of excelsior in the United States consume 100,000,000 feet of wood a year in the production of this commodity. Its use has greatly increased in recent years. Formerly it was in demand principally for certain classes of upholstering, but it is now in use chiefly as packing material in place of straw to protect crockery and fragile castings from breakage. It is superior to straw for that purpose. It possesses greater elasticity, and when the question of handling is considered, it is often cheaper.

Excelsior consists of thin, narrow shavings or ribbons of wood cut by machinery from bolts of short length. The bolts are placed in the machines and the ribbons are cut lengthwise with the grain of the wood. The machine is provided with a battery of knives which slit or score the surface of the bolt with parallel cuts whose distance apart determines the width of the ribbons which are shaved off by a second knife.

Different grades of fineness are cut by regulating the distance the slitting knives are spaced apart, and the thickness of the shaving cut off. The extra fine grades are called wood wool and have been used as a substitute for lint or absorbent cotton. However, the usual grades are much coarser.

The selection of wood for excelsior is important. A number of kinds will answer, and a number of kinds will not. The wood must be soft and thoroughly dry. It must be elastic and tough. A wood which in the bolt or billet may not be considered tough, may be wholly satisfactory when sliced in narrow ribbons. Cottonwood is of that kind. Ordinarily, it is neither strong nor tough; but the thin shavings or ribbons do not easily break, and they are quite elastic. It can be readily understood that if the fibres of excelsior break and splinter, the product loses much of its value. A number of woods that are light and soft are not suitable for excelsior becaues the fibres break too easily. Chestnut is such a wood.

Excelsior is more saleable if the wood is of light color. It has a better appearance. Light weight is likewise desirable. When it is used as packing for goods to go by freight, express, or parcel post, the weight of the packing must be paid for as well as the weight of the merchandise, and every pound saved adds to the profit.

The trees of the cottonwood group, including common cottonwood, aspen, and balm of gilead, are the most important in the excelsior industry.

There is not much waste in an excelsior operation. Though knots are rejected, the ability to use short lengths makes it possible to work very closely.

**J.M. & D.M. Croteau**
**Civil Engineers, Quebec Land Surveyors and Draughtsmen**
**81 St. Peter St., Quebec, Que.**
Phone 2718
are prepared to examine and report on forest properties anywhere. Forest surveys, Logging maps, Timber estimates, Water Power, Water Storage, Topographical plans, Water supplies, Park Works, General plans for village sites and Private Estates. Railroad location and construction. Roads and Rivers improvements. Good information concerning Quebec Timber and Mining lands, cheerfully given.

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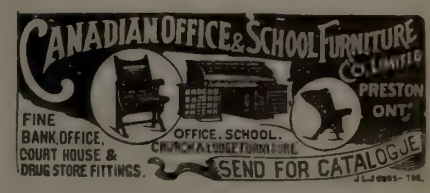
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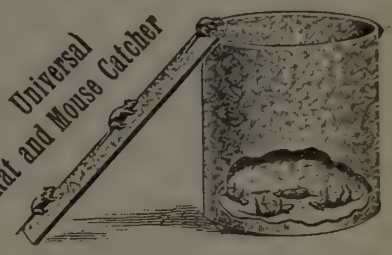


RATS ARE DISEASE CARRIERS: ALSO CAUSE FIRES. Device resets itself; always ready; catches daily. Made of galvanized iron; can't get out of order; cheese is used, doing away with poison; 12 rats caught one day in one catcher. One sent any place in U. S. upon receipt of $3. Catcher 10 in. high, for mice only, $1. On account of shipping charges being prepaid, remittance requested with order.

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**Canada Lumberman**
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**Toronto Montreal Winnipeg**
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# Review of Current Trade Conditions

## Ontario

Considerable improvement is reported from the trade in Ottawa. A few good orders from local sources have already come out, as a result of the prospects for an early spring. Interesting enquiries are also at hand from Great Britain and from the United States. The representative of the British War Office, who was recently in Ottawa placed large orders for lumber to be used as railroad ties, bridge timbers, etc. Most of these orders, however, went to British Columbia firms. The export trade is very quiet, as is usual at this time of year. Woods operations have been continuing under good conditions, with heavy snow falls and good cold weather. Teaming conditions are therefore excellent. Ottawa retailers are not looking for a very active season, although there will be a far greater amount of trade on account of the demand for material for military barracks.

In the country districts in Ontario many retailers report that the prospects are fairly encouraging for a good trade in the spring. Farmers are, as a rule, in good financial condition, although they will need considerable encouragement in order to persuade them to spend their money instead of laying it up against a future rainy day. Prominent wholesalers state that they are meeting with a slightly improved demand for most stocks, recent advances in the price of yellow pine following upon the introduction of higher freight rates in the United States have had a beneficial effect in Ontario, although actual prices have not shown any decided stiffening. The demand for hemlock continues weak. Hardwoods are quiet, but in most cases firm. One hears frequently of very interesting orders being placed for material required by Great Britain on account of the war. There are also a number of reports of important wood consuming factories again coming into the market for supplies. Most of these plants have been getting along on very small stock for the best part of a year and, now that they find the public once more showing a tendency to spend money they are loosening up a little bit themselves. Taking into consideration the general unsettled conditions, wholesalers, manufacturers and retailers all agree that trade conditions today are by no means as unsatisfactory as they might have been expected.

## Eastern Canada

No new development can be reported in the lumber trade situation in Eastern Canada. Quiet trade continues at Montreal and throughout Quebec. There is a fair prospect for trade of normal volume after the mild weather comes, but it will depend very much upon the conditions in connection with the English markets and especially upon the ability of transatlantic shippers to obtain tonnage. Woods operations throughout eastern Canada have been favored with excellent weather since the end of the January thaw. There has been plenty of snow in the woods and clear, frosty weather has been general. This has made hauling operations easy and will help to reduce the cost of logs. Much will depend, of course, upon the conditions prevailing during the driving season, but up to date the logging operators are pleased with their progress. Local demand at all eastern points is quiet without much indication of activity.

The spruce market at Boston continues quiet. Some of the large retail yards are not yet in a position to pay off their obligations for lumber already purchased and consequently are not contracting any new debts until their customers have settled up. It is expected, however, that quotations will become firmer in the course of a few weeks. The brisk English demand has induced several of the Maine manufacturers to look for good prices and quick collections. New England production of spruce will be lighter than the average this winter. The base quotations today on frames is $24, with a little business at 50c less. The demand for random is quiet. Boards also are quiet.

Shingles at Boston are weak with offerings heavy and a light demand. Most of the business at present is at $3.35 to $3.45 for white cedar extras; $2.80 to $2.90 for clears, and $2.50 to $2.65 for second clears. Red cedar quotations are uncertain. Some fancy makes coming by rail are offered at $3.65 and up, but others by way of the Panama Canal are quoted much lower. Arrivals of lath are heavier than the market requires. The best 1⅝ in. are bringing $4.15. For 1½ in. the range is $3.70 to $3.75.

## Great Britain

Business on the spot market at London is still fairly brisk and large quantities of wood are going into consumption. There are still considerable stocks of yellow and red pine on hand, of the lower qualities, and there is a good market for these on account of the high rates ruling for yellow and white fir goods. Recent imports from the north of Europe have been small. Two cargoes of St. John spruce recently arrived and were very useful in filling up the gaps in stocks. Very little forward buying is reported at present, as most people are satisfied to wait for the development of events. Deliveries at London docks for the week ending January 16th amounted to 3,970 standards as compared with 3,340 standards during the corresponding week of last year. At Foy, Morgan & Company's recent auction sale 3 x 10 third Quebec and Montreal yellow pine sold at £16 15s and £16 10s. 3 x 9 and 11 in. Quebec varied from £17 to £16 10s. 3 x 8 Quebec sold at £15 15s and 3 x 7 at £15 5s.

At Liverpool, spruce prices are still advancing on account of the difficulty of obtaining freight. Stocks in the Liverpool district are gradually being denuded of favorite sizes. It is reported that if tonnage could now be secured even at the present high rates, the cost, freight and insurance, to any port on the Mersey, or any west coast of Britain port, for a cargo of spruce deals of the ordinary specifications would be higher than the record figures up to date. Whatever may be the solution of the present position of the freight market, there does not appear to be any likelihood of relief for the timber trade until international transport again becomes normal. Practically all the available tonnage is taken up with grain and cotton.

Stocks of Canadian pine deals are disappearing steadily. Firsts have gone off the market and consumers who formerly used the highest stocks are now obliged to take the lower grades. The principal importers from Ottawa, however, are holding off, on account of the general unsettled conditions. The estimated total imports of spruce into the United Kingdom, according to the chart issued by Smith & Tyrer, Limited, Liverpool, during the year 1914 was 205,880 standards as compared with 229,540 standards during 1913. At Liverpool and Manchester the stock was 25,570 standards in January, 1914. At the end of the year it had been reduced to 11,950 standards. The consumption reached its maximum in August, being then 10,930 standards. Prices for the year ranged from £8 10s in May to £14 10s in December; and freights varied from 35s to 80s.

## United States

Trade conditions in the United States are unquestionably becoming better, although the improvement is not quite so extensive as was expected earlier in the year. There are widespread fundamental reasons for believing that improvement will continue although possibly at a rather slow rate. In the middle west conditions are showing very definite improvement, largely as the result of high prices being received for food stuffs. Orders for all kinds of finished steel products have been increasing and operations at the mills are heavier. The United States Steel Corporation is reported to have increased its pay roll by 25 per cent. since December. The large volume of foreign enquiries and orders for United States products since the beginning of the war is also an important factor tending towards trade improvement.

In connection with the lumber trade it is quite justifiable to report that conditions today are practically normal for this time of year. Now that money has become more plentiful and easier to get, building projects are expected to increase as soon as the weather permits. The railway companies, moreover, have secured a large percentage of the advance in rates which they desired and are expected to come into the market for lumber. Some of the prevailing conditions are better than those of a year ago, particularly the situation in connection with stocks. Curtailment has been largely carried out throughout the south and the Pacific Coast and should have a beneficial effect upon prices as soon as trade becomes active.

Improvement is reported in the yellow pine trade. Some of the important railroad companies are placing orders for bridge timbers, ties and lumber for general work. There is also a better demand for car repair material. It is reported that the Illinois Central has sent out enquiries for material for 1,000 refrigerator cars. The New York Central and Santa Fe roads have placed extensive orders for timber and ties. The Burlington has enquiries out for 1,200 box cars and 300 stock cars. These enquiries and orders bear out the general belief, that, on account of the extensive retrenchment practiced by the railroad companies during the past year, they will have to buy heavily to provide replacements and new rolling stock.

Retail dealers, most of whom have been holding their annual meetings recently, appear to have confidence in the trade outlook. This is based upon excellent crop prospects and the good financial situation of the farmers. Wholesalers report that the enquiries for stock and prices have increased and that the demand will probably become quite active as soon as the weather moderates, especially in connection with yellow pine lumber.

View of Mills in Sarnia.

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Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

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**SARNIA, ONTARIO**

B. P. Bole, Pres. F. H. Goff, Vice-Pres. E. C. Barre, Gen. Mgr. W. A. Saurwein, Ass't. Mgr.

# Market Correspondence

**SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD**

## Ottawa Shows Considerable Improvement

Ottawa, February 10th (Special to the Canada Lumberman):—There has been considerable improvement in trade during the last two weeks in every direction. With prospects of an early spring there have come some fairly good orders from local sources. From Great Britain there have been several inquiries about different grades; also from the United States. Mr. Frederick Stobart, purchasing agent for the British War Office, stated when in Ottawa recently that he had placed large orders with Canadian firms for lumber to be used principally as railroad ties, bridge timbers and for other military purposes. Most of these orders, however, have been placed with British Columbia firms. As in other years, at this time, there is very little doing in the export trade and what business there is has not been encouraged by the recent German submarine raid in the Irish Sea, which caused Lloyd's to advance the insurance rate on Atlantic cargoes from $1.25 to $2.50 and $3.75.

Operations in the woods are proceeding apace under very good conditions. Recent heavy falls of snow and the severe weather have put the roads in excellent shape. Most of the log makers have returned to the towns and cities and in their place have gone loaders and teamsters.

The outlook for building in Ottawa for this year is, at present, not very encouraging, though just at present considerable lumber is being used in the preparation of buildings for military barracks. There are now over 1,000 recruits stationed in Ottawa and more will be mobilized here shortly. Last year the Public School Board spent nearly $300,000 on new buildings and repairs to buildings. This year the building committee is asking for about $12,000. Prices remain the same and are not likely to show any alteration for some time to come.

The command of the 38th Infantry Battalion, to be known as the Royal Ottawa Regiment, which will be a unit of the Third Canadian Contingent, has been given to Col. C. P. Edwards, of the firm of Watson & Todd, and a nephew of Senator W. C. Edwards.

## Quebec Manufacturers Expecting Improvement

Montreal, February 12th (Special to the Canada Lumberman): Trade at Montreal continues on the slow side. There is very little building in progress, and a revival in this respect is not looked for at least for another month or six weeks. Tenders are out for three or four fairly large jobs, which however, will not be commenced until the weather is more open. The permit figures for January continue to show declines. The value is given as $203,261, compared with $409,645 last year.

Although business with the United States is quiet, there are indications that it will shortly pick up.

Many manufacturers are satisfied with the general outlook for the current year, basing their optimistic views on the expectation of very large orders from the other side of the water.

The decision of the British War Office to alter specifications to allow of Canadian pine being used in substitution for Archangel red, should mean more business for this country. At present the position for exports generally is uncertain. Freight rates keep up, and the available tonnage is so limited that the steamship companies have had to refuse lumber for shipment to the United Kingdom. The prospects for spruce are good, but much will depend upon the course of freights. If they are easier, it is almost certain that the demand for Canadian lumber will be very active.

In the pulp and paper sections there is a more hopeful feeling, notwithstanding that in some grades of paper orders are light. A gradual improvement is confidently looked for. The pulp situation remains about the same so far as selling is concerned, ground wood being in only moderate request. Heavy stocks of sulphite from Europe have recently arrived at United States ports.

## The War's Effect Upon Glasgow Trade

Cant & Kemp, Glasgow, in their annual timber market report say:—The timber trade like all other trades at the commencement of the war was considerably disorganized. Difficulties without precedent were an every day occurrence. Some branches of the trade, notably spruce, developed a large demand through the curtailment of European importation. Prices rule high, and may even yet reach higher figures. Hardwoods have not, generally speaking, been in great demand owing to the cabinetmaking industry being badly hit. Owing, however, partly to the stoppage of consignments, but chiefly to the phenomenal rise in freights during the last two months, a considerable business has been done both for spot stocks and for shipment. If freights go higher still, or are even maintained at their present level, business in some directions will, we fear, be seriously restricted. A large part of the demand has been in connection with Government orders.

Shipbuilding on the Clyde has had an eventful time. During last year the output of new tonnage was very great. Nothing approaching this had ever been turned out in any previous year, and it was not expected that anything near its total would be launched during the year. New contracts were very scarce in the early months of the year, and the laying up of unprofitable tonnage was being discussed. The war, however, changed the whole aspect of affairs, and three of our largest shipbuilding establishments were immediately turned into Government dockyards for the time being. Further, when the war turned in favour of the Allies, a large number of contracts were placed for new steamers, and now the yards are all busy, and the main difficulty is getting sufficient men to do the work. The total vessels launched on the Clyde during the year number 307 measuring 460,258 tons, as against 370 vessels measuring 756,976 tons for 1913, being a decrease of 296,718 tons. Over Scotland there have been launched 454 vessels measuring 508,945, as against 520 vessels measuring 688,188 tons for 1913, being a decrease of 179,243 tons.

Quebec Yellow Pine Waney Boardwood.—The stock is much reduced from last year, due to a considerable portion being pressed for sale which obtained unsatisfactory prices. The stock is still sufficient to keep the market going for some time. Quotations may be given as from 3s. 6d. to 5s. 6d. per cu. ft.

Walnut Logs, etc.—The stock of logs is moderate, consisting largely of second class timber. The stock of planks and boards is small, while the enquiry is chiefly for first class parcels of wide average. Quotations are as follows, viz.:—Logs, 3s. 3s. to 6s. 6d. per c.ft. usual string measure. Lumber—Prime grade 5s. to 6s. 6d.; Medium grade, 3s. 6d. to 4s.; No. 2 Common, 2s. to 2s. 9d.,—all per cubic foot according to specification.

Quebec Red Pine.—The stock of logs is nil, while the stock of deals is moderate with limited enquiry.

Quebec Oak.—The stock is considerable and the demand very poor, any enquiries being for first class lots. Quotations are:—3s. to 4s. 6d. per cubic foot according to quality and specification.

Quebec Elm.—The stock is moderate with a fair demand. Prices are firm for first class parcels.

Ash.—The stock is small and all United States timber. Prices are firm and quotations may be given as 2s. 6d. to 3s. per cu. ft. according to quality and specification.

Birch.—The stock of logs is very much lower than at this time last year with a fair demand. The stock of planks and boards is considerably reduced with a moderate enquiry. Quotations are:—Logs, 1s. 10d. to 2s. 9.; Planks and boards, 1s. 6d. to 2s. 6d.,—all per cu. ft. according to quality and specification.

Quebec Yellow Pine Deals, etc.—The stock of all grades is light with a slow enquiry, the demand being chiefly for the lower qualities. First pine deals and sidings have only been occasionally enquired for. The same remarks apply to Californian pine sidings, sugar pine planks and Siberian pine, the prices of which are inclined to droop. Values of Canadian goods are firm, and may be quoted as follows, viz.—Firsts—Boards, 5s. 3d. to 6s.; Regulars, 4s. 10d. to 5s. 3d.; Undersized, 3s. 4d. to 3s. 9d. Seconds—Broads and Regulars, 3s. 4d. to 3s. 10d.; Undersized, 2s. 4d. to 2s. 9d. Thirds—Broads and Regulars, 2s. 2d. to 2s. 8d.; Undersized, 1s. 8d. to 1s. 10d. Fourths—Broads and Regulars, 1s. 8d. to 1s. 10d.; Undersized, 1s. 3d. to 1s. 5d. Good sidings, 3s. 6d. to 5s. 6d.,—all per cubic foot according to specification.

Quebec Spruce Deals.—The stock is considerable, with a strong demand. Quotations are high for reasons already stated.

Lower Port Pine and Spruce Deals.—The stock of spruce is fairly heavy. There is a good demand and high prices are being maintained. The stock of Riga is considerable, and good prices are the rule.

## United States View of the Trade Situation

The president of the Hardwood Manufacturers' Association of the United States, Mr. J. H. Himmelberger, in a letter to the members of the Association, calling their attention to the annual meeting, which was held on January 28th and 29th, referred in the following interesting manner to the business situation:—

"We have just entered upon a new year; a year we all earnestly hope will inaugurate that period of increased business we have been so eagerly looking forward to.

"But just what does 1915 hold in store for us?

"The new year is ushered in by unusual circumstances that make it unique—different from any in the recollection of the oldest lumberman. The European war is the great, uncertain element. That un-Christian catastrophe descended upon mankind just at a time when we were pushing our head out of the hole of commercial and financial depression.

"As far as lumber is concerned it struck the industry quick and hard. It shut off our export outlet for surplus stock, and threw back on to the domestic market millions of feet of lumber that was pushed for sale.

"But just as the war was a shock and a costly setback, the peace that is to follow will swing the pendulum the other way. Europe will buy our lumber for reconstruction; she must buy from us. We should be ready for this demand."

Lodgepole pine, one of the principal trees of the Rocky Mountains, makes good strong wrapping paper and pulp board.

# Getting Acquainted

Is somewhat of a problem, at times, occasionally decidedly unpleasant You have probably found it so in both your buying and selling experience.

Why take a chance of having your pride, feelings or temper ruffled—stick close to your old friends, not quite the excitement maybe, but there's that peace of mind, that satisfaction in knowing that they can be depended upon.

There is no more dependable place on earth to get your Dressed Spruce, than Fenderson's—the value is in it—beautifully dressed—excellent grade—bone dry—you can bank on its being good when you place the order.

If you would help your business grow, handle better stock than the other fellow, your customers talk it over, if pleased, they build your business—if not pleased, they tear it down. Be jealously careful of your strongest advertising medium.

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Make that next car a Fenderson car.

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# Fancy Woods and Veneers

THEIR ORIGIN, VALUE AND USE—COMMENT AND VIEWS ON AN IMPORTANT BRANCH OF THE TRADE.

## The Merits of Austrian and British Oak

By Professor Percy Groom, M.A., D.Sc.

In a majority of cases, where oak is used in the woodwork of better-class buildings in England, architects specify that the oak shall be Austrian. Consequently, if there be available other kinds of oak equal in merit to, but cheaper in price than, Austrian oak, the custom of demanding Austrian oak in contracts involves an undue inflation in its price and waste of our national financial resources. Austrian oak is demanded where lasting decorative effect is the sole end to be attained. The question of the strength of the wood is therefore irrelevant, for the high price of Austrian oak at once excludes it from use for mere constructional purposes.

The kinds of oak timber regularly available in England and suitable for decorative woodwork are: (1) British; (2) American; (3) Russian; (4) Anstrian; (5) Japanese.

American oak, as a rival of Austrian, can be instantly dismissed. For, although some of it is very boldly figured by reason of its deep silver grain, yet the supplies reaching this country are so mixed and varied as regards tint and texture that it is not practicable to secure sufficient uniformity of appearance for better class work. Moreover, in these timbers, derived from several species of oak (Quercus alba, Q. rubra, Q. velutina, Q. patustris, and others), sap-wood is frequently included. American oak is therefore not an adequate substitute for Austrian, and is properly relegated to lower class woodwork.

In order to appreciate the relative merits of the four remaining kinds of available oak timbers, it is necessary to consider briefly their structure and the two modes of sawing them. The main mass of the wood is traversed at intervals by ribbon-like structures running across the grain and directed towards the actual centre of the trunk. When the trunk is cut down the middle, these radially arranged ribbon-like structures, or medullary rays, are visible as glistening bands constituting the so-called silver grain. It is not possible, however, to cut the cylindrical trunk into boards whose sides were all originally directed to the centre; the nearest practicable approximation has to be adopted. The result is that the middle boards show relatively long and deep, and therefore relatively bold silver grain; at increasing distances the boards on the two sides show shorter and often shallower silver grain. When two kinds of oak differ in the boldness of their figure, marginal boards of the bolder figured kind may be far inferior in silver grain to the more central boards of the other. Hence, although Austrian oak generally appears to be somewhat bolder figured than Russian and Japanese, yet its marginal boards may be inferior in figure or indistinguishable from more medium boards of the other two. In fact, if the boards be cut too far from the middle ones, they are very poor in figure and become almost indistinguishable from boards cut in the manner about to be described. Boards cut so as to show the silver grain are said to be "cut in the quarter," or "quartered," and constitute genuine "wainscot" oak. Boards cut in a direction at right angles to that in which quartered oak is are "bastard sawn"; they are dull, in so far as they show no silver grain, and are described as "plain oak."

Another character of wood must be mentioned before discussing the relative merits of the different oaks. When drying, including seasoning, wood shrinks least lengthwise, and in a transverse or cross direction it shrinks much less in a radial direction than in a direction of the annual rings. The result is that boards of quartered oak shrink less in width, and warp less than do bastard-sawn boards, and the nearer the quartered boards are to the middle one the more marked the lack of shrinking and warping. Hence, in comparing the shrinkage and warping of boards, comparison must be made between similarly cut boards; and, for instance, one must not condemn British oak because bastard-sawn boards tend to warp and consequently crack in drying more than do Austrian boards cut on the quarter.

Of Austrian oak the salient merits are that it is mild ,of even, open grain, easy to work, and obtainable in boards that are of considerable width, yet free from defects. The true wainscot wood of the best quality shows bold figuring due to deep silver grain, and is unsurpassed by others in this respect.

Straight-grained British oak is not only exceptionally strong and hard, but shows silver grain as handsome as that of Austrian oak. The fine decorative effect of such British oak is demonstrated not only in historic buildings, but also to an equal degree in modern woodwork, thus proving that the appropriate kind of wood is still obtainable. The conclusions concerning the decorative value of British oak will be given later, when other classes of the wood are considered.

In Russian oak, imported from Riga, Dantzic, Stettin, and Odessa, the silver grain is generally somewhat shallower and less bold than that of Austrian (though, as already pointed out, this holds good only for corresponding boards of the two opposed kinds). But inasmuch as some persons prefer the shallower silver grain, this cannot be counted wholly as a disadvantage. It should, however, be pointed out that the boards are so cut that the majority show no silver grain near one edge, which therefore must be cut off to secure a wholly figured panel. Or sometimes, in order to secure wider boards, the Russian log is cut in such a manner that all the resulting boards show nearer one edge a plain band of wood that is actually "bastard cut" and devoid of silver grain. But when Russian wainscot oak is cut to the best advantage it may, in situ, be indistinguishable from Austrian oak, or, if showing a difference from this, is regarded as superior or inferior according to the beholder's taste.

While British, Russian, and Austrian oak timbers owe their strong likeness to one another largely because they are derived from one and the same species or two very closely allied species (or co-species) of oak, Japanese oak as at present imported is obtained from at least two entirely different species. Despite this fact, Japanese oak timber shows so strong a likeness to the European oak timbers mentioned that in completed woodwork it may readily be mistaken for one of these. Derived from old forest trees, Japanese oak has straight, even grain, and narrow, very uniform annual rings, which nevertheless, in frequent contrast with narrow annual rings of European oaks) have a good percentage of wood-fibres that impart strength and hardness to the wood. Japanese oak certainly has great power of resisting shrinkage, warping and cracking, that are liable to occur in oak during seasoning and drying. For I have seen cases of woodwork in which it was exposed to alternate dryness and moisture, and also in which it was exposed to a severe test as regards dryness and heat (associated with a radiator very close to the wood in a draughty passage). The silver grain is, on the whole, a little less bold than that of Austrian oak, yet is sufficiently bold to cause the wood to yield handsome wainscot panels, practically indistinguishable in situ from Austrian oak panels.

As regards plain (bastard cut) straight-grained oak of all kinds under discussion) it is not possible by mere inspection to distinguish these from one another when in situ, though this is not true when the magnifying lens and microscope are used). It is now necessary to consider some special varieties of oak timber so far passed over.

Set in three classes by themselves are certain kinds of British oak.

In the first place, there is the highly decorative burrwood, which, however, is too scanty in quantity and too costly to be regarded as other than a furniture wood; it is therefore not a rival of Austrian oak.

Abundant, on the other hand, is a second type of British oak timber, which is obtained from trees grown in well-lighted situations, and has, in place of straight grain and even texture, twisted grain and varied texture (due especially to inequality in width of the annual rings). The cut wood owes its decorative and varied "figure" not merely to the depth and abundance of the silver grain, but also to the tortuous and obliquely cut grain. This oak wood, which can be obtained at a lower price than that of Austrian oak, I regard as the finest decorative oak of ordinary color that is procurable. Yet where the artistic scheme demands greater uniformity or austerity of design a straight-grained oak will be selected.

Absolutely without rival for richness of color is a third kind of British oak—the famous British "red" or "brown" oak—which is unobtainable from any other country. This unique wood, I understand, can be obtained at present at a price scarcely exceeding that of Austrian oak, which cannot compare with it as regards color.

In regard to British oak, several circumstances militate against its use. They are:

(1) The supply is irregular and uncertain. This fact, in turn, reacts on the demand and on the economic policy of the timber merchants in regard to purchase and storage for seasoning. I understand that there is no shortage of large-sized oak trees in this country, and that if the demand were more continuous there would be a satisfactory supply.

(2) A considerable amount of British oak timber has twisted grain and knots, and architects frequently refuse to accept such wood for decorative purposes, regardless of its most attractive appearance.

(3) Partly connected with this last is the stigma under which British oak rests in regard to its liability to warp, crack, and shake. It is true that wood with twisted or irregular grain is, during seasoning, more liable to crack than is straight-grained wood, but with careful seasoning this tendency can be guarded against. Moreover,

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***LET US FIGURE ON YOUR 1914 CONTRACTS***

## Dominion Mahogany & Veneer Company

**Montreal West, P.Q.**

when the wood is once fully seasoned for indoor use, such oak in internal woodwork will endure indefinitely without shrinking appreciably or cracking. That this is the case is demonstrated by the superb modern wood-panelling in the Court of Criminal Appeal. But oak wood of this kind is not so well suited to alternate exposure to moisture and draught.

(4) British oak is apt to be more wasteful when cut up, and is harder to work than is the case with the other oaks mentioned. Its wastefulness will doubtless influence the price paid, but will not otherwise affect the consumer. And, as regards difficulty in working, practical men state that this is largely due to lack of practice on the part of workmen, and that country joiners, who are more accustomed to the use of British oak, readily become adepts in dealing with it.

### Conclusions

The following are the conclusions to be drawn from the facts and considerations already recounted as to the relative merits of the different kinds of oak available in England and suitable for the same and sole purpose as Austrian oak—namely, for decorative woodwork:—

(1) From the point of view of color, the supreme place is taken by British "red" or "brown" oak, a unique wood which at present somewhat exceeds Austrian oak in price.

(2) Of oak woods normal in color, the one giving the highest and most varied decorative effect is that abundant form of British oak which has twisted, irregular grain, including knots.

(3) Where a more uniform scheme of decoration is required, but the satiny surface of "silver grain" is desired, the choice can be made among five kinds of straight-grained true (figured) "wainscot" oak. Of these American oak is excluded from better-class work by reason of its mixed nature and other structural defects. Among the remaining four kinds—British, Russian, Japanese, and Austrian—I can make no distinction. For, although each of these is apt to possess certain characteristics of its own, yet many specimens of all four kinds can be found presenting such similarities to each other as to render it difficult or impossible to recognize their precise origin. In such cases the magnifying lens and microscope in the hand of an expert alone can shed critical light on the identity of the specimens.

When a still more uniform, and cheaper, scheme of decoration is required, there is available the straight-grained, plain, or "bastard-sawn," wood (not showing the glistening silver grain) of the four last-named kinds of oaks. Again, there is no reason, other than economic, to give the preference to any of these for decorative purposes.

This double conclusion to make no distinction as regards suitability for indoor woodwork among the three European and Japanese oaks is fortified by the fact that even when Austrian oak is specified in contracts, the wood actually used by the builder is very often wholly or mainly not Anstrian. This fact alone proves that in Great Britain there are other oak timbers cheaper than Austrian oak, yet sufficiently resembling it to satisfy or deceive the architect.

As regards durability in relation to decay, there is no doubt that all four kinds of oak under discussion would equally be attacked by the worst dry-rot fungus (Merulius lacrymans). Nor is there any evidence available that there is any difference in their powers of resisting "worm-hole" attack. The silver-grain effects are durable in all four.

To conclude. From the point of view of durable decorative quality, Austrian oak does not deserve its present superior reputation and preferential treatment. From an economic standpoint the cheaper British, Russian, and Japanese take precedence. While on political and economic grounds Austrian oak should at present be excluded, and first choice given to British, while of the two remaining kinds, which are products of our allies, Russia and Japan, preference might be accorded to the latter, not alone because Japanese oak is cheaper, but also because the merits of the wood as now imported need wider advertisement. The present position of this country as regards the supply of timber emphasizes the fact that, through our continued neglect of afforestation, we have not only to import oak that could profitably be grown on better class soils, such as those of English estates, but we have also to import fir wood at an annual cost of between twenty and twenty-five millions, although such wood could be grown on inferior soil too poor for profitable agriculture. Much of the decorative and furniture wood purchased from foreign countries could be profitably replaced by less-known woods now growing in the Colonies and self-governing countries of our Empire. Such a substitution would be feasible were the scheme aided by true enterprise on the part of the governments concerned, who would favor the substitution, and proper advertisement of the qualities of the woods concerned.

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The heavy snow falls which occurred early in February were very general throughout Ontario, Quebec and the Maritime provinces and reports from several quarters indicate that the cold weather and snow have combined to produce greatly improved logging conditions.

## Some Problems in Kiln Drying Lumber

By Malcolm E. Miller*

The artificial drying of lumber has been a subject of investigation for many years, dating back to the old days when boards were placed on end, corn shock fashion, over a fire built in a hole in the ground. Accurate and satisfactory results were not possible with the haphazard methods of the past. Success in the matter of kiln drying has been attained only within the last five or six years, and it came through a more thorough application of practical chemistry and physics to kiln construction, and a fuller appreciation of the three absolutely essential features of scientific lumber drying: namely, control of moisture, control of heat and control of air circulation.

Following the primitive corn shock method mentioned above, came the bake oven kiln of which there were several varieties but all working on the principle that heat brought into the kiln by means of steam in radiators or coils of pipe would vaporize the moisture in the boards and thus produce the desired results. There was practically no control of drying conditions in this type of kiln. A thermometer indicated the temperature only and, if it were thought too high, the steam was turned off or reduced but there was no regulation of atmospheric conditions. The heat was usually dry and the lumber went through somewhat the same process as a fowl which is put into a hot oven for roasting. It was seared over with a shell of case-hardened crust which absolutely prevented the centre of the board from being appreciably affected by the heat and the centre moisture was retained intact because cellular expansion had been rendered impossible. The result was checking, honey-combing, warping and a ruined board.

The blower kiln was an unsuccessful attempt to eliminate the difficulties of the bake oven method. A blower forced the hot air through the kiln at high velocity and managed to consume an immense amount of fuel without a proportionate increase in efficiency.

Finally came the discovery that moisture was what was needed, and the "moist air" kiln soon covered a multitude of experiments from boiling lumber in vats to the almost infinitesimal live steam spray. With the "moist air" kiln came a decided improvement and a lessening of the case hardening, warping and twisting evils, but still there was lacking the important element of control; control of humidity, temperature and ventilation.

Humidity, temperature and circulation must be controlled in such a manner as to bring about cell expansion and vaporization of the moisture from within out. When the proper degree of dryness has been reached the process must stop and the condition of all the lumber dried for a certain line of work must be uniform.

For example: In the manufacture of maple flooring it is our purpose to have the moisture content of our product just as nearly as possible in line with the atmospheric conditions it will meet in average use. The greater part of our flooring stock is ripped from wide boards after they have passed through the kiln and it is obvious that the stock must be evenly dried. If the centre of the board is not dry and the tongue happens to come on the edge of a flooring strip ripped from the centre the tongue will shrink and the result will be a rattle box joint, uneven matching and a bad floor. On the other hand, if the tongue is made on the edge of stock that is too dry, it will swell and the joint will not come together.

Our kilns are the box type in construction and the whole process of drying is accomplished in one compartment without removing the stock until it is right. The lumber is first enveloped in a hot fog which is forced into the very centre of the wood. At the proper stage of saturation the temperature is increased and the humidity decreased in the proportion necessary, as established after elaborate experiment, to bring about the correct degree of moisture content requisite for our needs and there is no guess-work about it. Delicately constructed instruments, designed especially for this purpose, enable us to ascertain during the process of drying, the exact moisture content of the stock. The lumber is allowed to cool partially in the kiln and is then removed to the annealing shed where it is kept, under proper atmospheric conditions, ready for use.

*Sales Department Stearns Salt & Lumber Co., Luding, Mich.

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## Texas Wants B. C. Shingles

J. S. Daugherty, of Houston, Texas, has written to the American Consulate-General at Vancouver, urging the advantages of the Houston canal in the shipment of shingles to interior points and to Houston. He points out that cars come loaded to the Gulf coast of Texas, and return cargoes are needed. Shingles, he thinks, would find a ready market. Mr. Daugherty even suggests the possibility of a trade in logs, but this would hardly materialize. In the first place, logs, generally speaking, cannot be exported from British Columbia, except under conditions such as exist at present, and besides if the market is good at all they can be sent to Washington State points. It will be some time before logs are rafted down the coast and transshipped, or even sent by big liners as cargo to Texas State points.

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# Forest Protection Work Continues

## Canadian Forestry Association Reports Progress in Spite of War—Officers Elected for Present Year

The annual meeting of the Canadian Forestry Association was held at Ottawa recently. The report of the directors for the year stated that the Association's work had proceeded as steadily as possible and that when the war ceased, the Association hoped to turn public attention once more to the important questions involved in the protection of the forests.

Throughout Canada the report stated that there had been continued progress in forest conservation in spite of the war. The season had been a bad one all over Canada for forest fires, and heavy losses had been reported at different points. Drought conditions had prevailed practically throughout Canada from the western section of Quebec to the Pacific Coast, until the arrival of snow. Never before, however, had there been so much determined effort put forth to prevent and suppress fires. There had been a notable improvement in the fire protection along railway lines.

Considerable additions had been made to the Dominion Forest Reserves in the western provinces, chiefly in Saskatchewan, where 7,879 square miles of land unsuited for farming had been added to the already existing reserves. The total areas now in forest reserves under the Dominion Forestry Branch are: Alberta, 12,462,720 acres; Saskatchewan, 6,195,200 acres; Manitoba, 2,606,080 acres; and British Columbia, 1,759,360 acres, a total of 23,024,640 acres of reserves under the Dominion Government.

There have been some increases in the forest reserves in the different provinces, which according to latest figures obtainable now stand as follows: Quebec, 107,997,513 acres; Ontario, 14,430,720 acres, and in British Columbia under provincial jurisdiction, 2,474,240 acres. In the last named province, in addition to the above reserves, all lands west of the Cascades bearing more than 8,000 feet board measure per acre and all lands east of the Cascades bearing over 5,000 feet per acre of merchantable timber are reserved from entry.

The report called attention to the fact that, in spite of the war, the three Canadian Forestry schools now have about the same number of students in attendance as last year.

In conclusion the report said:—So long as war lasts, it will probably be impossible for the Association to inaugurate an aggressive campaign, but when war ceases two prime duties seem before it, one to recommence the work in Nova Scotia in order to assist in the solution of the peculiar problems of that province, and the other to forward the movement for a Dominion-wide convention to take stock of the whole forest situation and to see what progress has been made since the National Forestry Congress of 1906.

A resolution was carried to the effect that the Association should aurge strongly upon the government to subject the National Transcontinental and Intercolonial Railways to the same rules and regulations in regard to fire patrols and fire protection as are now imposed on all other roads by the Railway Commission. The Department was instructed to appoint a special committee to draw the attention of the government to this matter.

Officers for the year were elected as follows:—Patron, H. R. H. the Governor-General; Hon. President, Rt. Hon. Sir Robert L. Borden; Hon. Past President, Rr. Hon. Sir Wilfrid Laurier; President, F. C. Whitman, Annapolis Royal, N.S.; Vice-president, J. B. Miller, Toronto; Secretary, James Lawler; Treasurer, Miss M. Robinson. Board of Directors: Wm. Little, Hiram Robinson, Aubrey White, E. Stewart, W. B. Snowball, Thomas Southworth, Hon. W. C. Edwards, Geo. Y. Chown, John Hendry, Hon. W. Charlton, Hon. W. J. Roche, Hon. Geo. H. Perley, Hon. Sydney Fisher, R. H. Campbell, Wm. Power, M.P., Gordon C. Edwards, Dr. B. E. Fernow, Ellwood Wilson, Senator Bostock, G. C. Piche, Alex. MacLaurin, Mgr. Roy, A. P. Stevenson, Wm. Pearce, C. E. E. Ussher, Denis Murphy, Clyde Leavitt, Jackson Booth, Wm. Price, J. W. Harkom, A. S. Goodeve, W. C. J. Hall, J. S. Dennis, J. B. White, E. J. Zavitz, Geo. Chahoon, Jr., R. D. Prettie, Hon. N. Curry, A. C. Flumerfelt, H. R. MacMillan.

The executive committee reported that the secretary, Mr. James Lawler, Ottawa, had tendered his resignation in order to take up other work, but had agreed to continue in office until a successor could be appointed. The executive committee had appointed a special committee to appoint a successor.

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### United States Hardwood Exports

The National Lumber Exporters' Association of the United States in their report of lumber cut and shipped during 1914 and during 1913 present the following comparisons: Hardwood, cut, 1914, 700,000,000 feet; shipments, 523,000,000 feet. Cut, 1913, 675,700,000 feet; shipments, 614,400,000 feet. Soft woods, cut, 1914, 9,336,100,000 feet; shipments, 164,400,000 feet. Soft woods, cut, 1914, 9,336,100,000 feet; shipments, 9,089,700,000 feet. Cut, 1913, 9,947,500,000 feet; shipments, 9,678,300,000 feet.

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R. H. Campbell, director of forestry, reports that during the past year there were 1,406 forest fires in the different parts of Canada, mostly in the west, and that they caused the destruction of 438,567 acres of forest and 350,000,000 feet board measure of merchantable timber. The spring and summer of 1914 were exceptionally dry. During the year 1910, which was also a very dry year, there were 1,227 forest fires, which destroyed 345,660 acres of trees and 185,350,000 feet of merchantable timber. Mr. Campbell's report states that most of the fires are caused by careless settlers, railway companies and thoughtless campers.

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A case before the Supreme Court in Vancouver, in which judgment was reserved, was that of the Nicola Valley Lumber Company vs. H. C. Meeker, of the Nicola, but formerly a lumberman in Connecticut. Mr. Meeker bought eight limits and a mill-site from the plaintiffs, and paid $10,000 down. They are suing for $15,000, which was due last June. On the other hand, the defendant advanced a counterclaim of $35,000.

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The appeal in the Deadman's Island case recently came before the Supreme Court at Ottawa, when judgment was reserved. This case has been before the courts for 16 years, and arose out of the granting of a lease to Deadman's Island, in Vancouver harbor, to Theodore Ludgate and associates, of Seattle, who were known as the Vancouver Lumber Company.

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Shipments of pulpwood from the line of the Temiskaming and Northern Ontario Railway are reported as being very heavy at present. During one day in January the Grand Trunk Railway shipped ten trains of pulpwood from points south of North Bay. The activity is the result of the great demand for pulpwood for export to the United States and for the manufacture of paper in Canada.

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The Dominion Commission of Conservation in a recent issue of its journal entitled "Conservation" advocates the setting aside of the Lake of the Woods district as a forest reserve with the object of protecting and renewing the timber growth and conserving the waters for hydro-electric development.


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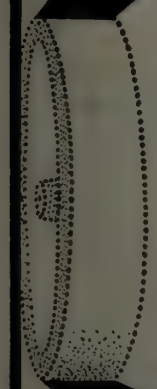

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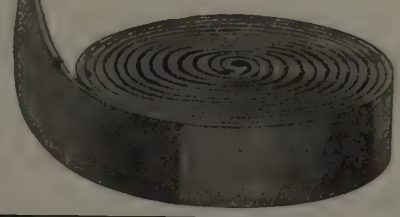



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Ontario's timber production last year valued at $26,774,937 or 40% of Canada's total output.

Pine production, 905,442,000 ft. B.M.
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# EDGINGS

## Ontario

The Northern Veneer Company, Depot Street, Grimsby, Ont., have awarded a contract for the erection of a basket factory.

The firm of Wise, Gray & Company, wholesale lumber dealers, Hamilton, Ont., have been dissolved and is succeeded by The Wise Lumber Company.

## Eastern Canada

N. Achim & Company have been registered to carry on a coal and lumber business at St. Lambert, P.Q.

The St. Simeon Lumber Company, Limited, have secured letters patent for increasing their capital stock from $290,000 to $500,000.

A report from St. John, N.B., states that Mr. James S. Gregory has purchased the Hilyard mill property on the Straight Shore, the price being in the neighborhood of $75,000. The property includes about 330,000 square feet of land, with saw and shingle mills, docks, slips, etc. Mr. Gregory has not yet announced his intentions in connection with the property.

By order of the Supreme Court of Ontario, Fraser Brothers, of Montreal, recently offered for sale by public auction, timber lands, limits and mills, the property of the Dominion Lumber Company, Limited, a winding-up order having been made in June last. The property comprised 1,000 acres of timber lands in the seigniory of St. Anne de Monts, Gaspe, P.Q., together with a lumber and shingle mill having a capacity of 25,000 feet of lumber and 125,000 to 150,000 pieces of shingles every ten hours; dwellings, store-houses, repair shops, etc.; 289 square miles of timber limits held under Government license, estimated to contain over 350 million feet of saw logs, principally fir, spruce and cedar, and 595,000 cords of spool and pulp wood; also logs in the river estimated at 1,000,000 feet board measure. There are also near La Grande Vallee des Monts, 54 square miles of timber lands and 100 square miles of licensed timber limits, estimated to contain 100 million feet of saw logs and 245,000 cords of pulp and spool wood, together with a new saw mill fully equipped and having a capacity of 50,000 to 75,000 feet of lumber every ten hours, and a mill for sawing shingles and railway ties, with a capacity of 125,000 to 150,000 pieces of shingles every ten hours; dwellings, store-houses, bidding commenced at $75,000 and advanced by $5,000 to $100,000. Mr. Vincent J. Hughes, of Montreal, then offered $101,000, at which price he was declared the purchaser.

## Western Canada

A small shingle mill has been started at Christina Lake, near Grand Forks, by Charles Sanders.

About four miles from Port Alberni the Kitsuckus Lumber & Shingle Company has started a plant with a daily cut of 15,000 feet. It will also put in one shingle machine.

The Mackie Mill & Mercantile Company, which has a plant at Gettysburg, Wash., has leased property for a site for a shingle mill on the south side of the Fraser, opposite New Westminster, B.C. Initial capacity will be 200,000 daily.

J. S. Deschamps, who has just completed a mill near Nelson, is busy with another plant south of the city, on the railway line to Rossland. It will cut 20,000 feet daily. Mr. Deschamps is a pioneer in the Kootenay, and for twenty years operated in the sawmill business at Rossland.

Hindus of New Westminster have organized a company with a capitalization of $250,000 to import hardwoods from India for use in British Columbia. Three of the principals have left for San Francisco to purchase the mill machinery for India. The wood will be exported in the rough.

Lumbermen in British Columbia will make a bid for business offering in Great Britain and France in the way of ties and pit props. Great numbers are needed, and it should be that millmen here can meet the price at which these items have been obtained from Norway and Sweden. The suggestion has been made from Ottawa that representatives be sent to London without delay.

A report from Vancouver, B.C., states that a Vancouver firm has recently received an order for 160,000 creosoted railway ties, from the Bengal & Northwestern Railway Company of India. The specification calls for the best quality of seasoned Douglas fir to be treated with twelve pounds of creosote per cubic foot, under specified temperature and pressure conditions. If these ties prove satisfactory it is probable that other large orders will follow.

The B. C. Sulphite Fibre Company, one of the very busy plants of the province, has bought 200,000,000 feet of hemlock and spruce timber from the Government. This timber is located at different points on the lower mainland coast. For stumpage alone the total estimated revenue to the province from these sales is $88,869, while a ground rent will be paid of $2,000 a year.

The company has its plant at Mill Bay, at the head of Howe Sound, and with about 400 men operates day and night. The activity of this mill and the Powell River Company has created a demand for hemlock.

The Canadian Trading Company, Limited, has been organized, with offices in the Winch Building, Vancouver, and in the L. C. Smith Building, Seattle, Wash. The president of the company is Walter R. Dockrill, of Vancouver, who has been manager of the Empire Stevedoring & Contracting Company, Limited. Mr. Dockrill is a son-in-law of E. J. Palmer, manager of the Victoria Lumber & Manufacturing Company, of Chemainus, B.C. One of the interesting features of this new company is the fact that it proposes among other things to develop a demand for fir lumber in Siberia, a field that has not been touched heretofore by Coast lumber exporters. Mr. Dockrill left for Vladivostok on the Russian Volunteer liner Tambov. He will establish an office in Vladivostok. Mr. Dockrill plans to remain in the Far East for five or six months, personally developing business. Mr. C. M. Pettibone, formerly Puget Sound manager for W. R. Grace & Company, is vice-president of the company. The company will engage in the shipping and commission business, specializing largely in the foreign lumber trade.

## Liverpool Trade Encouraging

Smith & Tyrer, Limited, Liverpool, Eng., in their report under date of December 31st say: The end of the year finds us involved in the greatest war the world has ever known. The commerce of the country has borne, and continues to bear, this unprecedented burden with an unexpected absence of serious embarrassment. It is to be hoped that the resources of the country will enable us to cope with the difficulties before us, with a minimum of interference affecting the interests of our friends in neutral countries. Pitch pine for forward business has been difficult owing to the want of space, steam tonnage being practically absent from the market and chartering confined to occasional sailing ships. Hewn timber is sufficient for requirements. Sawn timber has been in better demand and prices have materially advanced, but stocks still continue ample. Prime lumber is asked for in small lines and there has been an active enquiry for lower grades. U. S. A. hardwoods have developed more activity and prices have advanced in sympathy with freights. Spruce deals have continued the upward march in prices, and probably even higher figures may be realized. The demand comes chiefly for Government requirements. The import has been light and stocks are now much depleted. Birch.—There has been more enquiry both for logs and planks. Hemlock has been imported more freely and has come to an active market, largely owing to the position of spruce. Pine.—There has been a good demand for the lower qualities. Pacific Coast wood.—A considerable enquiry has shown itself for Oregon pine and spruce, and now that the Panama route is opened, this trade should develop.

The price of spruce lumber in New Brunswick has not been so high for more than half a century as it is at present. The chief drawback to business is the difficulty of getting tonnage to carry the available lumber to the old country markets. Freights are very high, and it is almost impossible to get steamers, while the number of sailing craft available is very limited. January in the southern part of New Brunswick was the mildest for many years. One heavy rain storm carried the ice out of some of the streams, and for two weeks operations of the lumbermen were greatly hampered by lack of snow The conditions have, however, greatly improved during the last two weeks. All reports from the woods confirm the estimates of a considerably larger cut of logs than that of last winter, and a prosperous year for New Brunswick lumbermen appears to be assured.

Mr. W. G. McIntosh has recently been appointed sales-engineer for Toronto by the Herbert Morris Crane & Hoist Company, Limited, well-known makers of lifting and shifting machinery. Mr. McIntosh graduated from the School of Practical Science in 1909, obtaining an honor degree in mechanical engineering. With the Otis-Fensom Elevator Company, the Toronto Power Company, the Canada Foundry Company, and the Dominion Bridge Company Mr. McIntosh obtained a very varied experience of shop work, drawing office and field erection which should stand him in excellent stead in his new position.

Recent sales by the government totalling 126,000,000 feet of sawtimber in the Olympic national forest, in western Washington, mark the opening of this hitherto inaccessible storehouse of timber, estimated to contain a stand of 33 billion board feet.

The Forest Service of the United States is co-operating with 54 railroads, mining companies, pole companies, and cities in making tests of wooden ties, timbers, poles, piling, and paving blocks which have been given preservative treatments.

The death took place suddenly of Robert Babcock, a timber broker of Vancouver. He died presumably from heart failure on the street near his house.


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**6th Qua. Red Pine**

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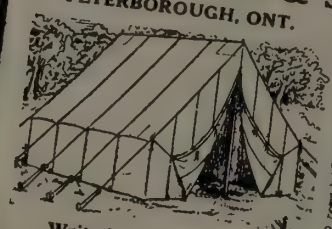

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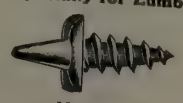

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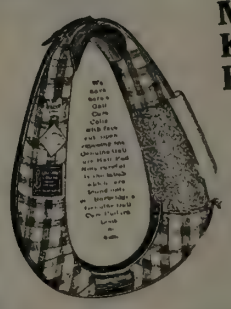

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It is called the steam tension mill because the tension is maintained by steam—the most sensitive form of tensioning which has been devised.

The result of this is a great saving in saws—**several users of the machine have run through an entire season without cracking a single saw.**

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A 62-ton Climax Locomotive Designed Especially for Heavy Logging Work.

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These links are the only ones which compare with the same size chain and are fully equal to it in strength. The great advantage of this is self-evident. Their use means a saving in expense and time. No other link approaches them. We also manufacture a large line of CONTRACTORS' SUPPLIES and MOTOR BOAT FITTINGS

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**This engine is 13½ ins. x 18 ins. and weighs 35 tons.**

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## Canadian Locomotive Company, Limited, Kingston, Ont.
**Taylor and Arnold Ltd., Sales Agent, Montreal and Winnipeg**

# CURRENT LUMBER PRICES—WHOLESALE

## TORONTO, ONT.

Car Lots

| | | |
|---|---|---|
| **White Pine:** | | |
| 1 inch No. 1 cuts and better | $50 00 | 52 00 |
| 1½ inch No. 1 cuts and better | 60 00 | 62 00 |
| 2-in. No. 1 cuts and better .. | 62 00 | 64 00 |
| 1½-in. No. 2 C. & B. ..... | 45 00 | 47 00 |
| 2-in. No. 2 cuts and better ... | 47 00 | 49 00 |
| 4/4 No. 2 and 3 cuts ..... | | 31 00 |
| 5/4 and 6/4 No. 2 and 3 cuts | | 37 00 |
| 8/4 No. 2 and 3 cuts ..... | | 38 00 |
| 1-in. Good Shorts ..... | 35 00 | 40 00 |
| 1 x 4 and 5 com. and dressing | 26 00 | 27 00 |
| 1 x 6 common and dressing .. | 27 00 | 29 00 |
| 1 x 8 common and dressing .. | 27 00 | 29 00 |
| 1 x 10 common and dressing.. | 31 00 | 32 00 |
| 1 x 12 common and dressing.. | 32 00 | 34 00 |
| 1 x 10 and 12 mill cull stocks | | 23 00 |
| 1-in. mill cull sidings ..... | | 21 00 |
| 5/4 and 6/4 x 4 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 5 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 6 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 8 m.r., m.c. out | | 29 00 |
| 5/4 and 6/4 x 10 m.r., m.c. out | | 32 00 |
| 5/4 and 6/4 x 12 m.r., m.c. out | | 34 00 |
| 2 x 10 common ..... ..... | | 28 00 |
| 2 and 3 x 12 common ..... | | 30 00 |
| 1 x 8 box and common ..... | 23 50 | 24 50 |
| 1 x 10 inch box and common. | 25 00 | 26 00 |
| 1 x 12 inch box and common.. | | 27 00 |
| 1-in. mill run sidings ..... | 25 00 | 27 00 |
| 1-in. mill run shorts..... | | 22 00 |
| 1-in. mill run Norway ..... | | 22 00 |
| 2-in. mill run Norway ..... | | 23 00 |
| Norway, c and cf. 1-in. ..... | | 32 00 |
| Norway, c. and cf. 1½-in. .... | | 32 00 |
| Norway, c. and c. 2-in. ..... | | 32 00 |
| Spruce mill culls ..... ..... | | 20 00 |
| **Hemlock No. 1:** | | |
| 1 x 4 and 5-in. x 9 to 16 ft. ... | | 17 00 |
| 1 x 6-in. x 9 to 16 ft. ..... | | 20 00 |
| 1 x 8-in. x 9 to 16 ft. ..... | | 21 00 |
| 1 x 10 and 12 in. x 9 to 16 ft. | | 22 00 |
| 1 x 7 ,9 and 11 in. x 9 to 16 ft. | | 19 00 |
| 1-in. No. 2, 6-ft. to 16-ft. ... | | 17 00 |
| 2 x 4 to 12, 10 and 16 ft. .... | | 20 00 |
| 2 x 4 to 12-in., 12 and 14 ft. ... | | 20 00 |
| 2 x 4 to 12-in., 18 ft. ..... | | 24 00 |
| 2 x 4 to 12-in., 20 ft. ..... | | 26 00 |
| 2 x 4 to 12-in., 22 ft. ..... | | 27 00 |
| 2 x 4 to 12-in., 24 ft. ..... | | 28 00 |
| 2-in. No. 2, 4-in. and up in width, 6 to 16 ft. ..... | | 17 00 |
| Clear in B. C. cedar, kiln dried | | 50 00 |
| **Douglas Fir:** | | |
| Dimension Timber up to 32 feet: 8x8, 10x10, 10x12, 10x14, 12x12, 12x14, 14x14, 14x16 up to 32 ft. ... ... ... ... ... ... | | 31 50 |
| 6x10, 6x12, 8x10, 8x12, 10x16, 12x16, 16x16, 16x18, 18x18, 20x20, up to 32 ft. ... ... .. | | 32 00 |
| 6x14, 8x14, 12x18, 18x20, up to 32 ft. ... ... ... ... ... | | 32 50 |
| 6x16, 8x16, 10x18, 12x20, 14x20, 16x20 up to 32 ft. ..... .. | | 33 00 |
| 10x20, up to 32 ft. ..... .... | | 33 50 |
| 6x18, 8x18, up to 32 ft. ..... | | 34 00 |
| 6x20, 8x20, up to 32 ft. ..... | | 35 00 |

Timber in lengths over 32 feet take the following additions: 33 to 35 ft., 50c; 36 to 40 ft., $1; 41 to 45 ft., $3; 46 to 50 ft., $5; 51 to 55 ft., $7; 56 to 60 ft., $9; 61 to 65 ft., $12.50; 66 to 70 ft., $15; 71 to 75 ft., $18; 76 to 80 ft., $22.

| | | |
|---|---|---|
| Fir flooring, edge grain ..... | | 36 00 |
| No. 1 and 2 clear 1-in. Fir rough | | 39 00 |
| No. 1 and 2 clear 1¼, 1½ and 2-in. Fir rough ..... ..... | | 41 00 |
| 1½-in. No. 1 4-ft. pine lath.. | | 5 00 |
| 1½-in. No. 2 4-ft. lath ..... | | 4 75 |
| 1½-in. 32-in. pine ..... .... | | 2 65 |
| 1½-in. No. 1 4-ft. hemlock lath | | 4 00 |
| 1½-in. mill run hemlock lath | | 3 75 |
| XX B. C. cedar shingles ..... | | 2 25 |
| XXX 6 butts to 2-in. ..... | | 2 90 |
| XXXX 6 to 23-16-in. ..... | | 3 10 |
| XXXXX ..... ..... ..... | | 3 35 |

**Hardwoods—Per M. Feet, Car Lots**

| | |
|---|---|
| Ash, white, 1sts and 2nds, 1½ and 2-in. | 60 00 |
| Ash, white, No. 1 common ..... | 45 00 |
| Ash, brown, 1sts and 2nds, 4/4 ..... | 50 00 |
| Ash, brown, common and better ..... | 39 00 |
| Ash, brown, 1sts and 2nds, 6/4 & 8/4. | 60 00 |
| Birch, 1sts and 2nds, 4/4 ..... ..... | 39 00 |
| Birch, No. 1 com. and bet., 4/4 ..... | 30 00 |
| Birch, 1sts and 2nds, 6/4 and 8/4 .... | 42 00 |
| Birch, 1sts and 2nds, 10/4 and 12/4.. | 45 00 |
| Birch, 1sts and 2nds, 16/4 ..... | 50 00 |
| Basswood, 1sts and 2nds, 4/4 ..... | 40 00 |
| Basswood, No. 1 com. and bet., 4/4.. | 30 00 |
| Basswood, No. 2 and 3, common .... | 18 50 |
| Basswood, 6/4 and 8/4, 1sts and 2nds. | 44 00 |
| Basswood, 6/4 and 8/4, com. and bet. | 38 00 |
| Basswood. 4/4, No. 2 com. and bet... | 28 00 |
| Soft elm, 1sts and 2nds, 4/4 ..... | 40 00 |
| Soft elm, No. 1 com. and bet., 4/4 .... | 28 00 |
| Soft elm, No. 2 and 3 common ..... | 17 50 |
| Soft elm, 6/4 and 8/4, 1 and 2 ..... | 42 00 |
| Rock elm. 1sts and 2nds, 6/4 x 8/4.. | 55 00 |
| Rock elm, No. 2 com. and bet. 6/4 and 8/4 ... ... ..... ..... ..... | 37 00 |
| Soft maple, 1sts and 2nds, 4/4 ..... | 33 00 |
| Soft maple, com. and bet., 4/4 ..... | 25 00 |
| Soft maple, 6/4 & 8/4, 1sts and 2nds. | 35 00 |
| Hard maple, 1sts and 2nds, 4/4 ..... | 37 00 |
| Hard maple, common and better, 4/ . | 28 00 |
| Hard maple, 12/4 & 16/4, 1sts and 2nds. | 46 00 |
| Red oak, plain 1sts and 2nds, 4/4.. | 59 00 |
| Red oak, plain 1sts and 2nds, 6/4 & 8/4 | 65 00 |
| Red oak, plain 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .. | 75 00 |
| White oak, plain, 1sts and 2nds, 4/4. | 59 00 |
| White oak, plain, 1sts and 2nds, 1½ and 2-in. ..... ..... ..... ..... | 65 00 |
| White oak, plain, 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .... | 75 00 |
| White oak, ¼ cut, 1sts and 2nds, 4/4. | 85 00 |
| White oak, ¼ cut, 1sts and 2nds, 1sts and 2nds ..... ..... ..... | 88 00 |
| White oak, ¼ cut No. 1 common .... | 55 00 |
| Hickory, 1sts and 2nds, 4/4 ..... | 70 00 |
| Hickory, 6/4 and 8/4, 1sts and 2nds. | 75 00 |

## OTTAWA, ONT.

Manufacturers' Prices

| | | |
|---|---|---|
| **Pine good sidings:** | | |
| 1-in. x 7-in. and up .....$52 00 | | 54 00 |
| 1¼-in. & 1½-in. x 8-in. and up | 55 00 | 58 00 |
| 2-in. x 7-in. and up ..... | 58 00 | 62 00 |
| No. 2 cuts 2 x 8-in. and up .. | 40 00 | 42 00 |
| **Pine good strips:** | | |
| 1-in. ..... ..... ..... | 38 00 | 40 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 52 00 |
| 2-in. ..... ..... ..... | 52 00 | 55 00 |
| **Pine good shorts:** | | |
| 1-in. x 7-in. and up ..... | 40 00 | 42 00 |
| 1-in. x 4-in. to 6-in. ..... | 30 00 | 33 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 54 00 |
| 2-in. ..... ..... ..... | 52 00 | 54 00 |
| 7-in. to 9-in. A sidings .... | 25 00 | 27 00 |
| Pine, No.. 1 dressing sidings .. | 30 00 | 33 00 |
| Pine, No. 1 dressing strips .. | 29 00 | 30 00 |
| Pine, No. 1 dressing shorts .. | 22 00 | 24 00 |
| Pine, 1-in. x 4-in. s.c. strips .. | 22 00 | 23 00 |
| Pine, 1-in. x 5-in. s.c. strips .. | 24 00 | 25 00 |
| Pine, 1-in. x 6-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 1-in. x 7-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 8 s.c., 12 ft. to 16 ft. ... | 25 00 | 26 00 |
| Pine, 1-in. x 10-in. M.R. ..... | 27 00 | 28 00 |
| Pine, s.c. sidings, 1½ and 2-in. | 28 00 | 30 00 |
| Pine, s.c. strips 1-in. ..... | 21 00 | 23 00 |
| 1¼, 1½ and 2-in.. ..... | 24 00 | 26 00 |
| Pine, s.c. shorts, 1 x 4 to 6 in. | | 20 00 |
| Pine, s.c. and bet., shorts, 1 x 5 | 20 00 | 21 00 |
| Pine, s.c. and bet., shorts, 1 x 6 | 20 00 | 21 00 |
| Pine, s.c. shorts, 6'-11' 1"x10" | 23 00 | 24 00 |
| Pine, box boards: | | |
| 1" x 4" and up, 6'-11' .... | 17 50 | 18 00 |
| 1"x3" to 6", 12'-16' ..... | 19 00 | 20 00 |
| Pine mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up ..... ..... | 17 00 | 19 00 |
| Pine mill culls stock 1 x 12 ... | 21 00 | 22 00 |
| Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft. ..... | 17 00 | 18 00 |
| O. culls r & w p ..... ..... | 15 00 | 17 00 |
| Red pine, log run: | | |
| mill culls out, 1-in. ..... | 18 00 | 20 00 |
| mill culls out, 1¼-in. ..... | 19 00 | 21 00 |
| mill culls out, 1½-in. ..... | 19 00 | 21 00 |
| mill culls out, 2-in. ..... | 22 00 | 24 00 |
| Mill culls, white pine, 1"x7" and up ..... ..... ..... | 20 00 | 21 00 |
| Mill run Spruce: | | |
| 1"x4" and up, 6'-11' ..... | 17 00 | 18 00 |
| 1"x4" and up, 12'-16' ..... | 18 00 | 20 00 |
| 1"x9"-10" and up, 12'-16' .. | 22 00 | 24 00 |
| 1¼"x7" 8-9" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x10" and up, 12'-16' .... | 22 00 | 24 00 |
| 1½" & 2"x12" and up, 12'-16' | 25 00 | 26 00 |
| Spruce 1-in. clear (fine dressing and B) ..... ..... ..... | 25 00 | 27 00 |
| Hemlock 1-in. cull ..... ..... | 13 00 | 15 00 |
| Hemlock 1-in. log run ..... | 17 00 | 20 00 |
| Hemlock 2x4, 6, 8, 10, 12/16'. | 19 00 | 23 00 |
| Tamarac ..... ..... ..... | 19 00 | 20 00 |
| Basswood log run, dead culls out | 22 00 | 24 00 |
| Basswood log run mill culls out | 23 00 | 26 00 |
| Birch log run ..... ..... | 19 00 | 22 00 |
| Soft elm, common and better, 1, 1½, 2-in. ..... ..... | 20 00 | 24 00 |
| Ash, black, log run ..... | 25 00 | 28 00 |
| 1 x 10 No. 1 barn ..... .... | 33 00 | 36 00 |
| 1 x 10 No. 2 barn ..... ... | 23 00 | 26 00 |
| 1 x 8 and 9 No. 2 barn ..... | 22 00 | 23 00 |
| Lath per M: | | |
| No. 1 white pine 1½-in. x 4-ft. | 4 25 | 4 50 |
| No. 2 White Pine ..... .... | 3 80 | 3 95 |
| Mill run white pine ..... .... | 4 00 | 4 25 |
| Spruce, mill run 1½-in. ..... | 3 25 | 3 50 |
| Red pine, mill run ..... ..... | 3 60 | 3 70 |
| Hemlock, mill run ..... .... | 2 75 | 3 00 |
| 32-in. lath ..... ..... ..... | 2 00 | 2 00 |
| Pine Shingles | | |
| xxxx, 18-in. ..... ..... | 3 00 | 3 50 |
| Clear butt 18-in. ..... .... | 2 50 | 3 25 |
| xx ..... ..... ..... | | 1 75 |
| White Cedar Shingles: | | |
| xxxx, 18-in. ..... ..... | 3 75 | 4 25 |
| Clear butt, 18-in. ..... .. | 3 00 | 3 50 |
| 18-in. xx ..... ..... .... | | 2 00 |
| Spruce logs (pulp) ..... .... | 13 00 | 15 00 |

## QUEBEC, QUE.

| | cts. | |
|---|---|---|
| **White Pine—In the Raft** | | |
| First class Ottawa waney, 18-in. average, according to lineal.. | 60 | 65 |
| **Oak—Michigan and Ohio** | | |
| By the dram, according to average and quality .... ..... | 60 | 70 |
| **Elm** | | |
| By the dram, according to average and quality, 40 to 45 feet | 70 | 75 |
| By the dram, according to average and quality, 30 to 35 feet. | 50 | 60 |

**Ash**

| | | |
|---|---|---|
| 13 inches and up, according to average and quality, per cu. ft. | 25 | 30 |
| Average 16 inch ..... ..... | 30 | 40 |

**Birch**

| | | |
|---|---|---|
| 14 inch, per cu. ft. ..... | 20 | 22 |
| 15 inch, per cu. ft. ..... | 24 | 26 |
| 16 inch, per cu. ft. ..... | 28 | 30 |
| 18 inch, per cu. ft. ..... | 32 | 35 |

**Quebec Spruce Deals**

| | | |
|---|---|---|
| 12 ft. and up x 3 x 9 and up. | $22 00 | 23 00 |
| Oddments ..... ..... ..... | 17 00 | 18 00 |
| Boards, 1 and 2 in. ..... .... | 16 00 | 18 00 |

**Birch Planks**

| | | |
|---|---|---|
| 1 to 4 in. ..... ..... .... | 16 00 | 18 00 |

## SARNIA, ONT.

Fine, Common and Better

| | |
|---|---|
| 1 x 6 and 8 in. ..... ..... .....$54 00 | |
| 1 in., 8 in. and up wide ..... .. | 62 00 |
| 1¼ and 1½ in. and up wide ..... | 65 00 |
| 2 in. and up wide ..... ..... .... | 70 00 |

**Cuts and Better**

| | |
|---|---|
| 4/4 x 8 and up No. 1 and better ..... | 55 00 |
| 6/4 x 8 and up No. 1 and better ..... | 65 00 |
| 8/4 x 8 and up No. 1 and better ..... | 65 00 |
| 6/4 x 6 and up No. 2 and better ..... | 52 00 |
| 8/4 x 6 and up No. 2 and better ..... | 54 00 |
| 6/4 x 6 and up No. 3 and better ..... | 46 00 |
| 8/4 x 6 and up No. 3 and better ..... | 50 00 |

**No. 1 Cuts**

| | |
|---|---|
| 1 in., 8 in. and up wide ..... ..... | 42 00 |
| 1¼ in., 8-in. and up wide ..... ..... | 55 00 |
| 1½ in., 8-in. and up wide ..... .... | 57 00 |
| 2 in., 8-in. and up wide ..... ..... | 60 00 |
| 2½ and 3 and 8-in. and up wide .... | 75 00 |
| 4 in., 8-in. and up wide ..... ..... | 85 00 |

**No. 2 Cuts**

| | |
|---|---|
| 1 in., 6-in. and up wide ..... ..... | 31 00 |
| 1¼ in., 6-in. and up wide ..... ... | 42 00 |
| 1½ in., 6-in. and up wide ..... .... | 44 00 |
| 2-in., 6-in. and up wide ..... .... | 47 00 |
| 2½, 3 and 4 in., 6-in. and up wide ..... ..... ..... | 62 00 |

**No. 3 Cuts**

| | |
|---|---|
| 1 in., 6-in. and up wide ..... ..... | 24 00 |
| 1¼ and 1½ in., 6-in. and up wide.. | 33 00 |
| 2-in., 6-in. and up wide ..... ..... | 33 00 |
| 2½, 3 and 4-in., 6-in. and up wide ..... ..... ..... | 43 00 |

**Common and Dressing Mill Run**

| | |
|---|---|
| 1-in. x 4-in. ..... ..... ..... .... | 25 00 |
| 1-in. x 5-in. ..... ..... ..... .... | 25 00 |
| 1-in. x 6-in. ..... ..... ..... .... | 26 00 |
| 1-in. x 8-in. ..... ..... ..... .... | 27 00 |
| 1-in. x 10-in. ..... ..... ..... .... | 29 00 |
| 1-in. x 12-in. ..... ..... ..... .... | 34 00 |
| 1 in. x 13 in. and up ..... ..... | 34 00 |
| 1¼, 1½ and 2-in. ..... ..... .... | 30 00 |

**No. 1 Barn**

| | |
|---|---|
| 1 inch ..... ..... ..... | 31 00 45 00 |
| 1¼, 1½ and 2-in. ..... ..... | 36 00 45 00 |
| 2½ and 3-in. ..... ..... | 45 00 |
| 4 inch ..... ..... ..... | 50 00 |

**No. 2 Barn**

| | |
|---|---|
| 1 inch ..... ..... ..... | 28 00 36 00 |
| 1¼, 1½ and 2-in. ..... .... | 30 00 36 00 |
| 2½ and 3-in. ..... ..... | 38 00 |

**No. 3 Barn**

| | |
|---|---|
| 1 inch ..... ..... ..... | 21 00 28 00 |
| No. 1, 1, 1¼, 1½, 2-in. ..... | 20 00 25 00 |

**Box**

| | |
|---|---|
| No. 1, 1, 1¼, 1½, 2-in. ..... | 22 00 25 00 |
| No. 2, 1¼, 1½, 2-in. ..... | 19 00 23 00 |

**Mill Culls**

| | |
|---|---|
| Mill run culls, 1-in. ..... .. | 19 00 |
| 1, 1¼, 1½ and 2-in. ..... | 20 00 |
| No. 2 ..... ..... ..... | 17 00 18 00 |

**Lath**

| | |
|---|---|
| No. 1, 32-in. pine ..... ..... .... | 1 75 |
| No. 2, 48-in. pine ..... ..... ..... | 4 25 |
| No. 1, 48-in. pine ..... ..... .... | 4 75 |
| No. 3, 48-in. pine ..... ..... ..... | 3 75 |

## WINNIPEG, MAN.

No. 1 Pine, Spruce and Tamarac

Dimensions, Rough or S. 1 S. and 1 E.

| | 6 ft. | 8 ft. | 10 ft. | 14x16 ft. |
|---|---|---|---|---|
| 2 x 4 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 6 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 8 ... ... | 17 00 | 17 50 | 21 00 | 19 00 |
| 2 x 10 ... ... | 18 00 | 18 50 | 21 50 | 20 00 |
| 2 x 12 ... ... | 18 00 | 19 00 | 23 50 | 21 50 |

## FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

Dimensions

| | |
|---|---|
| 2 x 4-12 ..... ..... ..... ..... | 20 50 |
| 2 x 4-8-14-16 ..... ..... ..... .. | 20 50 |
| 2 x 4-10-18-20 ..... ..... ..... | 22 50 |
| 2 x 6, 8 to 16 ..... ..... ..... | 20 00 |
| 2 x 8, 8 to 16 ..... ..... ..... | 20 50 |
| 2 x 4-6 and 8-in.; 8, 12, 14 and 16 ft. | 22 50 |
| 2 x 4-6 and 8-in.; 10 ft. ..... ..... | 24 50 |
| 2x4-6 and 8-in.; 24,26,28, 30, 32 ft... | 26 50 |
| 2 x 10 and 2 x 12; 8-16 ft. ..... .... | 23 50 |
| 2 x 10 and 2 x 12; 18, 20, 22 ft. ..... | 25 50 |
| 2 x 10 and 2 x 12; 24, 26, 28, 30, 32 ft. | 27 50 |

**No. 1 Common Boards**

| | |
|---|---|
| 4 inch ..... ..... ..... ..... .. | 19 00 |
| 6 inch ..... ..... ..... ..... .. | 21 50 |
| 8, 10, 12 inch ..... ..... ..... .. | 23 50 |
| Mixed widths ..... ..... ..... .. | 22 50 |

**Flooring**

| | |
|---|---|
| 4 or 6 inch No. 1 ..... ..... .... | 33 00 |
| 4 or 6 inch No. 2 ..... ..... .... | 31 00 |
| 4 or 6 inch No. 3 ..... ..... .... | 25 00 |

**Shiplap—Finished**

| | |
|---|---|
| 4 inch ..... ..... ..... ..... .. | 19 50 |
| 6 inch ..... ..... ..... ..... .. | 23 00 |
| 8, 10 and 12 inch ..... ..... ..... | 24 00 |

**Siding**

| | |
|---|---|
| 6 inch No. 1 ..... ..... ..... .. | 33 00 |
| 6 inch No. 2 ..... ..... ..... .. | 31 00 |
| 6 inch No. 3 ..... ..... ..... .. | 25 00 |

**Lath**

| | |
|---|---|
| No. 1 Cedar, pine, spruce (not mixed) | 5 00 |
| No. 1 Cedar, pine, spruce (mixed) ... | 4 50 |
| No. 2 Cedar, pine, spruce (mixed) ... | 3 25 |

**PINE—ROUGH TIMBER**

| | |
|---|---|
| 3 x 6 in., 8 to 16 ft. ..... ..... .. | 25 10 |
| 3 x 8 in.; 8 to 16 ft. ..... ..... .. | 22 00 |
| 3 x 12, 4 x 4, 6 x 6 in.; 8-16 ft. ..... | 25 00 |
| 4 x 10 to 10 x 10, 8 x 8, 6 x 12 in. up to 32 ft. ..... ..... ..... ..... | 27 00 |

**BRITISH COLUMBIA FIR**

Dimensions, S 1 S, and E.

| | |
|---|---|
| 2 x 4 in.; 6 and 8 ft. ..... ..... .. | 23 00 |
| 2 x 4 in.; 12 x 14 ft. ..... ..... .. | 24 00 |
| 2 x 4 in.; 10 x 16 ft. ..... ..... .. | 25 00 |
| 2 x 4 in.; 18 x 20 ft. ..... ..... .. | 26 00 |
| 2 x 4 in.; 22 x 24 ft. ..... ..... .. | 27 00 |
| 2 x 4 in.; 26 to 32 ft. ..... ..... .. | 29 00 |
| 2 x 10 and 2 x 12 in.; 10 to 16 ft. .... | 25 00 |
| 2 x 10 and 2 x 12 in.; 18 and 20 ft. .... | 27 00 |
| 2 x 10 and 2 x 12 in.; 22 and 24 ft. .... | 28 00 |
| 2 x 10 and 2 x 12 in.; 26 to 32 ft. .... | 30 00 |
| 2 x 14 in.; 10 to 16 ft. ..... ..... | 30 00 |
| 2 x 14 in.; 18 and 20 ft. ..... ..... | 32 00 |
| 2 x 14 in.; 22 and 24 ft. ..... ..... | 33 00 |
| 2 x 14 in.; 26 to 32 ft. ..... ..... | 35 00 |
| 3 x 3 and 3 x 4 in.; 8 to 14 ft. ..... | 26 00 |
| 3 x 3 and 3 x 4 in.; 8 to 16 ft. ..... | 27 00 |
| 3 x 3 and 3 x 4 in.; 18 and 20 ft. .... | 28 00 |
| 3 x 3 and 3 x 4 in.; 22 and 24 ft. .... | 29 00 |
| 3 x 3 and 3 x 4 in.; 26 to 32 ft. .... | 31 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 8 to 16 ft. .... | 29 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 18 and 20 ft. .. | 29 50 |
| 6 x 6, 6 x 8, 8 x 8 in.; 22 and 24 ft. .. | 30 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 26 to 32 ft. .. | 30 50 |

**FLOORING**

| | |
|---|---|
| Nos. 1 and 2, 1 x 3 in., E. G. ..... | 42 00 |
| Nos. 1 and 2, 1 x 4 in., E. G. ..... | 41 00 |
| Nos. 1 and 2, 1 x 6 in., E. G. ..... | 39 00 |
| Nos. 1 and 2, 1 x 4 in. or 6 in., F. G. | 33 00 |
| No. 3, 1 x 4 in. or 6 in. ..... ..... | 30 00 |
| No. 3 Edge grain $3.00 per M. extra. | |

**SHIPLAP**

| | |
|---|---|
| B. C. Fir, 6 in. ..... ..... ..... | 23 00 |
| B. C. Fir, 8, 10, 12 in.; 8 to 16 ft. ... | 24 00 |
| No. 2 Shiplap, 6 in. ..... ..... .... | 21 00 |
| No. 2 Shiplap, 8, 10 and 12 in. ..... | 22 00 |

**FIR, COMMON BOARDS, S 1 S, 8 to 16 Ft.**

| | |
|---|---|
| Mixed widths (may contain 30 per cent. 4 and 6 in.) ..... ..... ..... .. | 23 00 |
| Common Boards, 8 to 12 in. ..... | 24 00 |
| No. 2 Mixed widths ..... ..... .... | 21 00 |
| No. 2 Boards, 8 to 12 in. ..... | 22 00 |

**SHINGLES**

| | |
|---|---|
| XXX B. C. Cedar ... ... ... ... ... | 2 90 |

**LATH**

| | |
|---|---|
| Fir lath, 3/8 x 1 3/8 in. x 4 ft., bundled in 50's ..... ..... ..... ..... | 4 00 |
| Cedar lath 3/8 x 1 3/8 in. x 4 ft. .... | 4 50 |

## BUFFALO AND TONAWANDA, N.Y.

White Pine

Wholesale Selling Price

| | |
|---|---|
| Uppers 4/4 ..... ..... ..... ....$94 00 | |
| Uppers 5/4 to 8/4 ..... ..... ... | 92 00 |
| Uppers 10/4 to 12/4 ..... ..... .... | 97 00 |
| Selects 4/4 ..... ..... ..... .... | 84 00 |
| Selects 5/4 to 8/4 ..... ..... .... | 82 00 |
| Selects 10/4 to 12/4 .... ..... .... | 92 00 |
| Fine common 4/4 ..... ..... .... | 61 00 |
| Fine Common 5/4 ..... ..... .... | 65 00 |
| Fine common 6/4 ..... ..... .... | 65 00 |
| Fine common 8/4 ..... ..... .... | 67 00 |
| No. 1 Cuts 4/4 ..... ..... ..... | 51 00 |
| No. 1 Cuts 5/4 ..... ..... ..... | 57 00 |
| No. 1 Cuts 6/4 ..... ..... ..... | 59 00 |
| No. 1 Cuts 8/4 ..... ..... ..... | 61 00 |
| No. 2 Cuts 4/4 ..... ..... ..... | 32 00 |
| No. 2 Cuts 5/4 ..... ..... ..... | 43 00 |
| No. 2 Cuts 6/4 ..... ..... ..... | 45 00 |
| No. 2 Cuts 8/4 ..... ..... ..... | 50 00 |
| No. 3 Cuts 5/4 ..... ..... ..... | 33 00 |
| No. 3 Cuts 6/4 ..... ..... ..... | 34 00 |
| No. 3 Cuts 8/4 ..... ..... ..... | 36 00 |
| Dressing 5/4 ..... ..... ..... .... | 46 00 |
| Dressing 5/4 x 10 ..... ..... .... | 51 00 |
| Dressing 5/4 x 12 ..... ..... .... | 52 00 |
| No. 1 Moulding 5/4 ..... ..... .. | 58 00 |
| No. 1 Moulding 6/4 ..... ..... ... | 58 00 |

(Continued on page 90)

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| | |
|---|---|
| No. 1 Moulding 8/4 | 58 00 |
| No. 2 Moulding 5/4 | 47 00 |
| No. 2 Moulding 6/4 | 47 00 |
| No. 2 Moulding 8/4 | 47 00 |
| No. 1 Barn 1 x 12 | 48 00 |
| No. 1 Barn 1 x 6 and 8 | 34 00 |
| No. 1 Barn 1 x 10 | 36 00 |
| No. 2 Barn 1 x 6 and 8 | 32 00 |
| No. 2 Barn 1 x 10 | 34 00 |
| No. 3 Barn 1 x 6 and 8 | 26 00 |
| No. 3 Barn 1 x 10 | 27 00 |
| Box 1 x 6 and up | 23 00 |
| Box 1 x 10 | 25 00 |
| Box 1 x 12 | 26 00 |
| Box 1 x 13 and up | 30 00 |

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda:

MAPLE

| | 1s & 2s | No. 1 Com. | No. 2 Com. |
|---|---|---|---|
| 4/4 | 30 - 32 | 20 - 22 | 14 - 16 |
| 5/4 to 8/4 | 33 - 35 | 22 - 24 | 14 - 15 |
| 10/4 to 16/4 | 37 - 39 | 27 - 29 | 19 - 21 |

RED BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 41 - 43 | 27 - 29 | 15 - 17 |
| 5/4 to 8/4 | 43 - 45 | 29 - 31 | 17 - 19 |

SAP BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 23 - 25 | 17 - 19 |
| 5/4 and up | 37 - 39 | 25 - 27 | 17 - 19 |

SOFT ELM

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 24 - 26 | 15 - 17 |
| 5, 6 & 8/4 | 37 - 39 | 26 - 28 | 17 - 19 |

BASSWOOD

| | | | |
|---|---|---|---|
| 4/4 | 33 - 35 | 24 - 26 | 16 - 18 |
| Thicker | 35 - 37 | 26 - 29 | 19 - 20 |

PLAIN OAK

| | | | |
|---|---|---|---|
| 4/4 | 51 - 53 | 32 - 34 | 20 - 22 |
| 5/4 to 8/4 | 53 - 55 | 34 - 36 | 22 - 24 |

ASH, WHITE AND BROWN

| | | | |
|---|---|---|---|
| 4/4 | 45 - 47 | 27 - 29 | 18 - 20 |
| 5/4 to 8/4 | 52 - 54 | 29 - 31 | 19 - 21 |
| 10/4 and up | 61 - 63 | 41 - 43 | 21 - 23 |

BOSTON, MASS.

| | | |
|---|---|---|
| White pine uppers, 1 to 2 in. | 92 00 | 98 00 |
| Selects, 1 to 2 inch | 80 00 | 88 00 |
| Fine common, 1 in. | 68 00 | 70 00 |
| Fine common, 1¼ to 2 in. | 70 00 | 72 00 |
| No. 1 Cuts 1 in. | | 55 00 |
| No. 1 Cuts 1¼ to 2 in. | 60 00 | 64 00 |
| No. 2 Cuts, 1 in. | | 40 00 |
| No. 2 Cuts, 1¼ to 2 in. | 48 00 | 50 00 |
| Barn Boards, No. 1, 1 x 12 | 48 00 | 50 00 |
| No. 1, 1 x 10 | 37 00 | 38 00 |
| No. 1, 1 x 8 | | 37 00 |
| No. 2, 1 x 12 | 36 00 | 40 00 |
| No. 2, 1 x 10 | 34 00 | 35 00 |
| No. 2, 1 x 8 | 33 00 | 34 00 |
| No. 3, 1 x 12 | 31 00 | 32 00 |
| No. 3, 1 x 10 | 29 00 | 30 00 |
| No. 3, 1 x 8 | | 29 00 |
| Canadian spruce boards | 23 50 | 25 00 |
| Spruce, 10 in. dimension | 25 00 | 27 00 |
| Spruce 12 in. dimension | 26 50 | 28 00 |
| Spruce, 9 in. | 23 50 | 24 50 |
| Spruce, 8 in. and under dimen. | 24 00 | 25 00 |
| 10 and 12 in. random lengths, 10 ft. and up | | 24 00 |
| 2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 and 3 x 4 random lengths, 10 feet and up | 21 00 | 22 00 |
| All other random lengths, 7 in. and under, 10 ft. and up | 21 00 | 21 50 |
| 5-inch and up merchantable boards, 8 ft. and up, p 1s | 21 00 | 22 00 |
| 1 x 2 and 1 x 3 furring, p 1s clipped and bundled | 22 00 | 22 50 |
| 1½-in. spruce laths | | 4 10 |
| 1½-in. spruce laths | 3 70 | 3 80 |

New Brunswick Cedar Shingles

| | | |
|---|---|---|
| Extras | 3 40 | 3 85 |
| Clears | 2 85 | 2 90 |
| Second clears | | 2 75 |
| Clear whites | | 2 30 |
| Extra 1s (Clear whites out) | | 1 50 |
| Extra 1s (Clear whites in) | | 1 00 |
| Red Cedar Extras, 16-in. 5 butts to 2-in. | | 3 35 |
| Red Cedar Eurekas, 18-inch 5 butts to 2-in. | | 4 25 |
| Red Clear Perfection, 5 butts to 2¾ | | 4 80 |
| Washington 16-in. 5 butts to 2-in. extra red clear | 3 30 | 3 40 |

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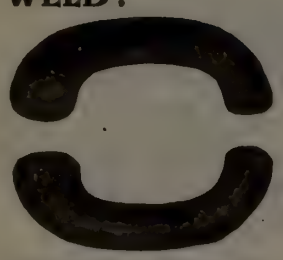

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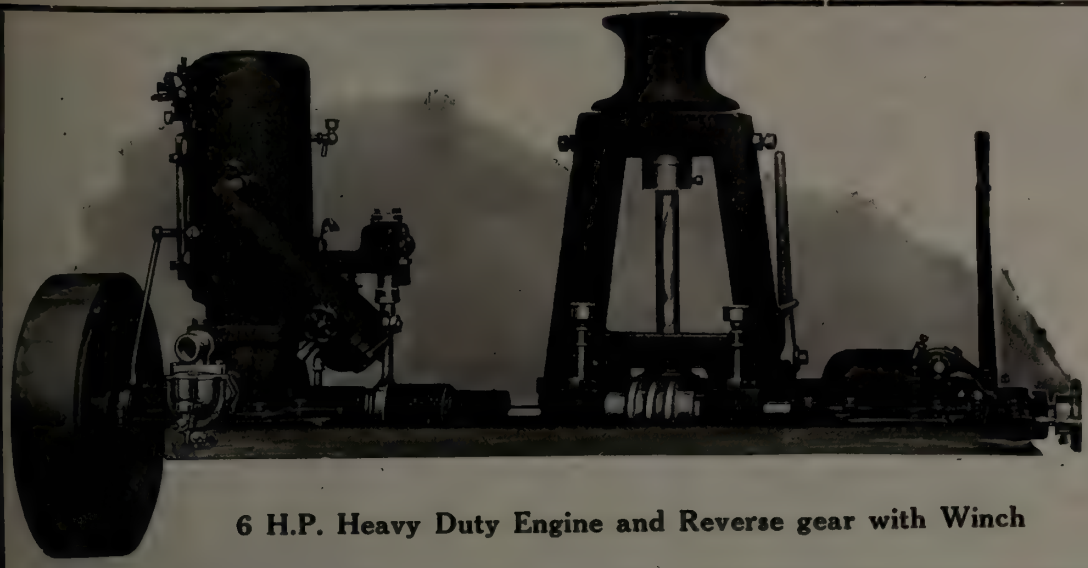

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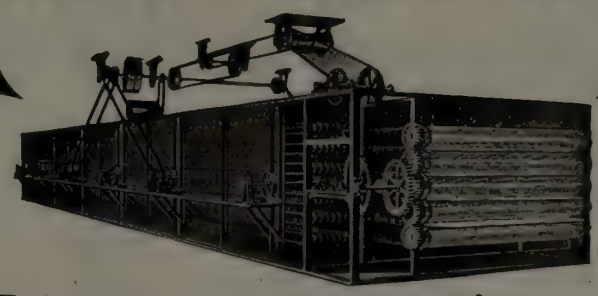

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## "Wilson Bros." Hardwood Flooring

**is the Flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully selected stock, and every precaution is taken throughout our entire system to make it fulfil the requirements in every particular. Write us for prices.**

**Wilson Bros., Limited - Collingwood, Ont.**

# A Good Belt Saves Money

THE money wasted in keeping a stretching belt taut amounts to a surprising figure. If you use "Goodhue Belts" in your mill or factory you can save most of this money because "Goodhue Belts" stretch less by 15 to 25 per cent. than any other belt. They are made from skillfully selected hides with the stretch taken out of each section before it is made up into the belt.

According to the conditions under which the belt is to run, we recommend "Extra," "Standard" or "Acme Waterproof" belts.

***Send for further particulars and prices.***

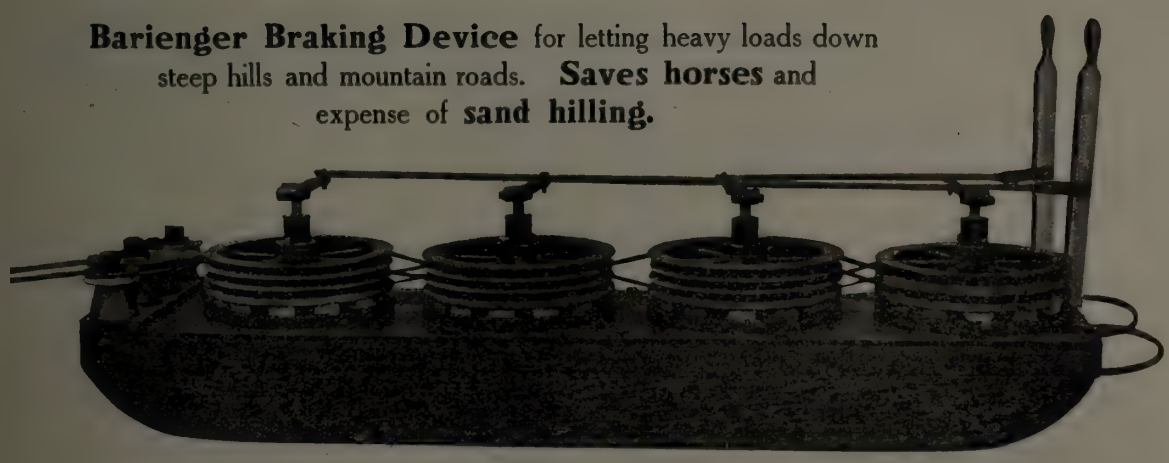
GOODHUE BELTS

J.L. GOODHUE & CO. Limited.

DANVILLE — QUEBEC.

# You Need a Brake This Season

**Barienger Braking Device** for letting heavy loads down steep hills and mountain roads. **Saves horses** and expense of **sand hilling.**



Now is the time to consider the use of this brake for another season before hauling roads are planned and built. By using this brake lumbermen are able to work much steeper roads, and in consequence, shorter roads and there is a considerable saving in the cost of building roads.

OUR CATALOGUE FULLY EXPLAINS

## Ryther & Pringle Company, Carthage, N.Y.

# CANADA LUMBERMAN BUYERS' DIRECTORY

### ASBESTOS ROOFING
Can. H. W. Johns-Manville Co., Ltd.
Turner Brothers Canada, Limited

### BABBITT METAL
Hoyt Metal Company
Canada Metal Company

### BAND MILLS
Berlin Machine Works
Hamilton Company, William
Waterous Engine Works

### BARKING MACHINES
Moreau Barking Machine Co.

### BELT CEMENT
Graton & Knight Mfg. Company.

### BELT DRESSING
Dixon Crucible Co., Joseph
Graton & Knight Mfg. Company.
Turner Bros.

### BELTING
Canadian Consolidated Rubber Co.
Canadian Fairbanks-Morse Company
Can. H. W. Johns-Manville Co., Ltd.
Dominion Belting Company
Federal Engineering Company
Goodhue & Company, J. L.
Graton & Knight Mfg. Company
Gutta Percha & Rubber Co.
McLaren Belting Company, J. C.
Reddaway & Co., F. (Camel Hair)
Sadler & Haworth
Smith, Nathan
Turner Brothers Canada, Limited

### BLOWERS
Invincible Blow Pipe Company
Sheldons Limited
Sturtevant Company, B. F.
Toronto Blower Company

### BOILERS
Inglis Company, John
Jenckes Machine Company
Leonard & Sons, E.
Waterous Engine Works Co.

### BONDS
Ontario Bond Corporation

### BOX MACHINERY
Canadian Linderman Co.
Mereen-Johnson Machinery Co.
Morgan Machine Company

### CALKS
Steel Company of Canada

### CAMP SUPPLIES
Borbridge, S. & H.
Eckardt & Co., H. P.
Hall, Limited, Adam
Johnson, A. H.
Lamontagne, Limited
Morin & Company, Dr. Ed.
Smart-Woods Limited
Turner & Sons, J J.

### CANOES
Dixon, F. M.

### CANT HOOKS
Argall Bros.
McFarlane Neill & Company
Pink Company, Thomas

### CEDAR
Thurston-Flavelle Lumber Company

### CHAINS
Argall Bros
Coghlin Company, B. J.
Laughlin Company, Thos.
McKinnon Chain Company
Morris Crane & Hoist Co., Herbert
Pink & Company, Thos.
Standard Chain Company
Waterous Engine Works Co.
Woodhouse Chain Company

### CRANES & DERRICKS
Morris Crane & Hoist Company

### CRAYONS
Dixon Crucible Co., Joseph

### CYPRESS
Harris Lumber Company, Frank H.
Louisiana Red Cypress Company
Wilson Lumber Company
Wilson Bros.
Wistar, Underhill & Nixon

### DOORS
Batts Limited
Benson & Bray Limited
Haeberle Lumber Company
Heaps & Company
Rat Portage Lumber Company
Rimouski Lumber Company
Tessier, Alphonse

### DOUGLAS FIR
Auger & Son
Cameron & Company
Canadian Western Lumber Company
Mason, Gordon & Company
Timberland Lumber Company
Timms, Phillips & Company

### DRY KILNS
Sheldons, Limited

### DUST COLLECTORS
Sheldons Limited
Toronto Blower Company

### EMERY GRINDERS
Carborundum Company

### ENGINES
Jenckes Machine Company
Leonard & Sons, E.
Waterous Engine Company

### EXHAUST FANS
Sheldons Limited

### EXHAUST SYSTEMS
Reed & Co., Geo. W.
Sheldons Limited
Sterling Blower Company.
Toronto Blower Company

### FILES
Disston & Sons, Henry
Nicholson File Company
Simonds Canada Saw Co.

### FOLDER TUBULAR STEEL TRIPODS
Morris Crane & Hoist Co., Herbert

### FURNACE FEEDERS
Toronto Blower Company

### GRAPHITE
Dixon Crucible Co., Joseph
Turner Brothers Canada, Limited

### GRAVITY—ELECTRIC HOISTS
Morris Crane & Hoist Co., Herbert

### GREASE
Dixon Crucible Co., Joseph

### HARDWOODS
Anderson Lumber Company, C. G.
Cameron & Company
Fassett Lumber Company
Gillespie James
Harris Lumber Co., Frank H.
Hocken Lumber Company
Hoffman Bros. Company
Newman, John P.
Partington Pulp & Paper Co., Ed.
Rat Portage Lumber Company
Read & White
Rimouski Industrial Company
Snowball Company, J. B.
Spencer, C. A.
Stearns Salt & Lumber Company
Webster & Bro., James

### HARDWOOD FLOORING
Canada Wood Specialty Company
Siemon Bros.
Wilson Bros.

### HEMLOCK
Anderson Lumber Company, C. G.
Bartram Bros.
Cameron & Company
Canada Lumber Sales Company
Elgie & Jarvis Lumber Company
Graves, Bigwood & Company
Haeberle Lumber Company
Hocken Lumber Company
McGibbon Lumber Company
Mason, Gordon & Company
Partington Pulp & Paper Co., E.
Quincy-Adams Lumber Company
Read & White
Spears & Lauder
Spencer, C. A.
Snowball Company, J. B.
The Long Lumber Co.

### HOISTS
Morris Crane & Hoist Company

### HORSES
Jacobs, J. W.
Union Stock Yards Company

### HOSE
Canadian Consolidated Rubber Co.
Can. H. W. Johns-Manville Co., Ltd.
Gutta Percha & Rubber Company
Reddaway & Company, F.
Turner Brothers Canada, Limited

### HARDWOOD VENEER DOORS
Wilson Bros.

### INTERIOR FINISH
Wilson Bros.

### KNIVES
Disston & Sons, Henry
Galt Knife Works
Peter Hay Knife Company
Simonds Canada Saw Company
White Company, L. & E. J.

### LATH
Austin & Nicholson
Bartram Bros.
Beck Mfg. Company, C.
Christy-Moir Company
Fraser Limited
Fraser-Bryson Lumber Company
Georgian Bay Lumber Company
Harris Tie & Timber Company
Graves, Bigwood & Company
McGibbon Lumber Company
New Ontario Colonization Company
Partington Pulp & Paper Co., Ltd.
Rat Portage Lumber Company
River Ouelle Pulp & Paper Co.
Spencer, C. A.
Victoria Harbor Lumber Co.

### LAUNCHES
Adams Launch & Engine Company

### LOCOMOTIVES
Canadian Locomotive Company
Climax Mfg. Company
Heisler Locomotive Works
Montreal Locomotive Works
Sessenwein Bros.

### LOGGING & MACHINERY EQUIPMENT
Gerlach Company, Peter
Russell Brothers
Rutherford & Sons, Wm.
Ryther & Pringle Company
Waterous Engine Works Co.

### LUBRICANTS
Dixon Crucible Co., Joseph

### LUMBER
Austin & Nicholson
Bathurst Lumber Company
Canada Wood Specialty Company
Dudley, A. N.
Fassett Lumber Company
Garrett Lumber Company, T. H.
Georgian Bay Lumber Company
Harris Lumber Co., Frank H.
Harris Tie & Timber Company
Harrison & Sons, John
Laidlaw Lumber Company, R.
McLennan Lumber Company
Montreal Lumber Company
Newman, John P.
New Ontario Colonization Co.
Oliver Lumber Company
Parry Sound Lumber Company
Ritter Lumber Company, W. M.
River Ouelle Pulp & Lumber Co.
Victoria Harbor Lumber Company
Wilson Bros.

### LUMBER CRAYONS
Dixon Crucible Company, Jos.
Superior Manufacturing Company

### NORTHERN PINE
Anderson Lumber Company, C. G.
Beck Manufacturing Company, C.
Blair & Rolland
Bromley, W. H.
Cameron & Company
Canada Pine Lumber Company
Cleveland-Sarnia Sawmills Company
Donogh & Company, John
Fesserton Timber Company
Fraser-Bryson Lumber Company
Gordon & Company, George
Gillies Bros. Limited
Graves, Bigwood Company
Harris Tie & Timber Company
Hocken Lumber Company
Long Lumber Company
Mackarell & Company, Thos.
Mason, Gordon & Company
Quebec & St. Maurice Industrial Company
Rat Portage Lumber Company
Rideau Lumber Company
Sawmill Owners Sales Company
Snowball Company, J. B.
Spencer, C. A.
St. Gabriel Lumber Company
Watson & Todd, Limited

### OATS
Anchor Elevator Company
Chisholm Milling Company
Dwyer & Company, W. H.
Fairweather, A. W.
National Elevator Co.

### OVERHEAD RUNWAYS
Morris Crane & Hoist Co., Herbert

### PACKINGS
Can. H. W. Johns-Manville Co., Ltd.
Garlock Packing Co.
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited

### PAINT
Dixon Crucible Co., Joseph

### PENCILS
Dixon Crucible Co., Joseph

### PLANING MILL EXHAUSTERS
Sturtevant Company, B. F.

### PLATE CLAMPS
Morris Crane & Hoist Co., Herbert

### POLES
Diver, John M.
Harris Tie & Timber Company
Pink & Company, Thos.

### POPLAR
Dawkins Lumber Company, W. H.

### PULLEYS & SHAFTING
Waterous Engine Works Co.

# Dominion Timber Regulations

Licenses to cut timber on Dominion Lands in the Provinces of Manitoba, Saskatchewan, and Alberta, the Northwest Territories, within twenty miles on either side of the main line of the Canadian Pacific Railway in the Province of British Columbia, and in the tract of three and one-half million acres to be located by the Government in the Dominion in the Peace River district in the Province of British Columbia, lying east of the Rocky Mountains and adjoining the Province of Alberta, shall be disposed of by public auction at the office of the Dominion Timber Agent for the districts in which the berths are situated.

Before any parcel of timber is offered for sale it shall be surveyed by a duly qualified Dominion Land Surveyor into berths of an area not exceeding twenty-five square miles, and each of such berths shall then be thoroughly cruised by a duly qualified timber cruiser in the employ of the Dominion Government. The Minister shall then fix an upset price at which the berth shall be disposed of, and no berth shall be sold at less than the price so fixed.

Purchases to the amount of one thousand dollars or under shall be paid in cash at the time of sale. Purchases over one thousand dollars and not exceeding five thousand dollars shall be paid, one-half in cash at the time of sale, and a note or notes shall be given for the remaining half of the purchase price, payable in three months, with interest at the rate of five per cent. per annum. Purchases over five thousand dollars and not exceeding ten thousand dollars shall be paid one-third in cash at the time of sale, and notes shall be given for the remaining two-thirds of the purchase price, payable in three and six months, with interest at the rate of five per cent. per annum. Purchases exceeding ten thousand dollars shall be paid one-fourth in cash at time of sale, and notes shall be given for the remaining three-fourths of the purchase price, payable within three, six and nine months, with interest at the rate of five per cent. per annum. Notes shall be made payable at a bank in the city or town in which the sale is held or at a bank in the city of Ottawa. Cash payments must be made at the time of sale in legal tender or by an accepted cheque on a chartered bank, or by a draft issued by a chartered bank, payable to the order of the Deputy Minister of the Interior. If default is made in any payment required by this section the sale shall be forfeited and void.

The purchaser must also pay the cost or the estimated cost of the survey of the berth before a license is issued.

The licensee shall pay an annual ground rent of five dollars per square mile except for lands situated to the west of Yale, in the Province of British Columbia, in which case the yearly ground rent shall be five cents per acre.

The licensee shall pay the following dues on timber cut on his berth :—

Sawn lumber, 50 cents per thousand feet, board measure.

Railway ties, eight feet long, 1½ cents each.

Railway ties, nine feet long, 1¾ cents each.

Shingle bolts, 25 cents per cord.

And 5 per cent. on the sale of all other products of the berth.

# Timber Permits

Yearly permits are granted to settlers, mine operators and others on application to the Dominion Timber Agents, from whom further information can be obtained.

**W. W. Cory,**

Department of the Interior, Ottawa,
December 20th, 1912.

Deputy Minister.

### PULP MILL MACHINERY
Moreau Barking Machine Co.

### PUMPS
Canadian Fairbanks-Morse Company
Smart-Turner Machine Company
Waterous Engine Works Co.

### RAILS
Gartshore, John J.
Morris Crane & Hoist Co., Herbert
Sessenwein Bros.

### REDWOOD LUMBER
Mershon Lumber Co., John D.

### ROOFING
Can. H. W. Johns-Manville Co., Ltd.
Turner Bros.

### RUBBER GOODS
Gutta Percha & Rubber Company
Turner Bros.

### SASH
Batts Limited
Benson & Bray Limited
Haeberle Lumber Company
Heaps & Company, E. H.
Rat Portage Lumber Company
Rimouski Industrial Company
Tessier, Alphonse.

### SAWS
Atkins & Company, E. C.
Disston & Sons, Henry
Gerlach Company, Peter
Hoe & Company, R.
Mereen Johnston Machine Company
Radcliff Saw Mfg. Company
Shurly-Dietrich Company
Simonds Canada Saw Company

### SAW MILL MACHINERY
Berlin Machine Works
Gerlach Company, Peter
Hamilton Company, William
Hill Mfg. Company, W. E.
Huther Bros. Saw Mfg. Company
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Mershon & Company, W. B.
Morris Crane & Hoist Co., Herbert
Parry Sound Lumber Company
Payette & Company, P.
Waterous Engine Company
Waterous Engine Works Co.
Wickes Bros.

### SHINGLES
Barclay Shingle Mills
Bartram Brothers
Campbell-MacLaurin Lumber Co.
Can. H. W. Johns-Manville Co., Ltd.
Christy-Moir Company
Dalhousie Lumber Company
Fraser Limited
Gillespie, James
Harris Tie & Timber Company
Heaps & Company, E. H.
Larkin Lumber Company, C. A.
Long Lumber Company
McGibbon Lumber Company
Rat Portage Lumber Company
Snowball Company, J. B.
Timms, Phillips & Company

### SHINGLE & LATH MACHINERY
Gerlach Company, Peter
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Payette & Company, P.
Waterous Engine Works Co.

### SOUTHERN PINE
Arkansas Soft Pine Association
Cameron & Company
Garrett Lumber Company, T. H.
Harris Lumber Co., Frank H.
Hobart & Company
Wuichet, Louis
Wilson Lumber Company
Mason, Gordon & Company

### SPRUCE
Auger & Son
Bartram Bros.
Blair & Rolland
Cameron & Company
Canada Lumber Sales Company
Christy-Moir Company
Donogh & Company, John
Elgie & Jarvis Lumber Company
Fenderson & Company, John
Fraser Limited
Fraser-Bryson Lumber Company
Gillies Bros
Leak & Company
Mackarell & Company, Thos.
Mason, Gordon & Company
New Ontario Colonization Co.
Partington Pulp & Paper Co., Ed.
Quebec & St. Maurice Industrial Co.
Rideau Lumber Company
Snowball Company, J. B.
Spencer, C. A.
St. Gabriel Lumber Company
Waterous Engine Works Co.

### STEEL CHAIN
Coghlin & Company, B. J.
McKinnon Chain Company
Standard Chain Company

### SULPHITE PULP
Partington Pulp & Paper Company

### SNOW PLOWS
Pink Company, Thos.

### TAPS and DIES
Pratt & Whitney Company
Waterous Engine Works Co.

### TELESCOPIC ASH HOISTS
Morris Crane & Hoist Co., Herbert

### TRANSMISSION MACHINERY
Canadian Fairbanks-Morse Company

### TIES
Fesserton Lumber Company
Harris Tie & Timber Co.
Spears & Lauder

### TIMBER BROKERS
Cant & Kemp
Farnworth & Jardine
Lacey & Company, Jas. D
Meier, F. R.

### TIMBER ESTIMATORS
Lauderburn, D. E.
Meier, F. R.
Munson-Whitaker Company
Sewall, James W.

### TIMBER CRUISERS
Campbell Lumber Company, L. E.

### TUGS
West & Peachey

### VENEERS
Dominion Mahogany & Veneer Co.
Hoffman Brothers Company
Webster & Bro., Jas.

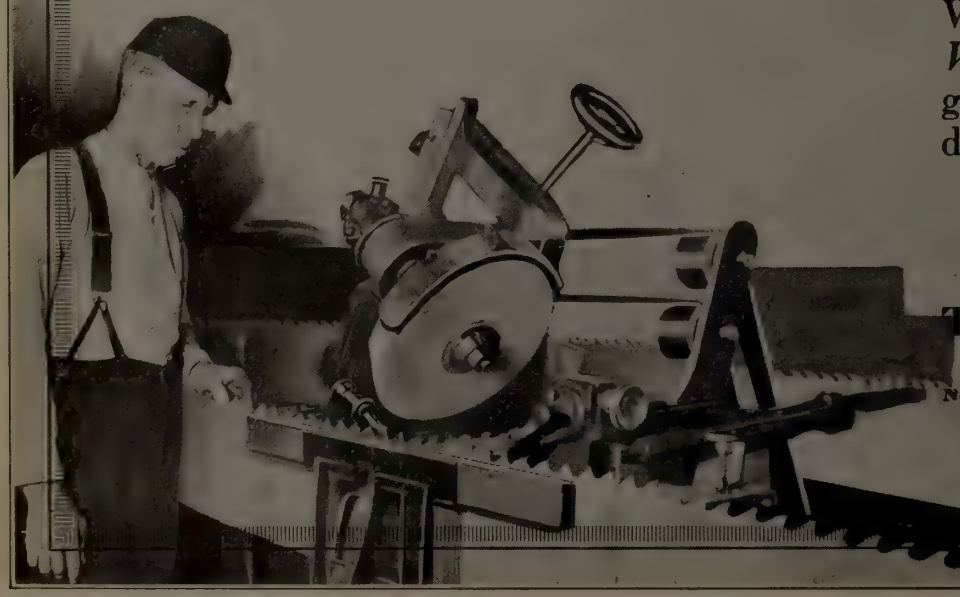
### VENEER MACHINERY
Coe Mfg. Company
Perrin, William R.
Philadelphia Textile Machinery Co.

### WIRE
Greening Wire Company, B.
Laidlaw-Bale-Tie Company
Steel Company of Canada

### WOODWORKING MACHINERY
American Woodworking Mach. Co.
Berlin Machine Works
Canadian Fairbanks-Morse Company
Fay & Egan Co., J. A.
Hamilton Company, William
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Waterous Engine Works

### WOOD PULP
New Ontario Colonization Co.
River Ouelle Pulp & Lumber Co
St. Gabriel Lumber Company


# —And Much Depends Upon the Wheel



Every saw filer knows that his Saw Gumming Wheel must be right—that it must cut clean, quick and positively cool without case hardening the saw or drawing the temper. That it must hold its shape and show long life.

**Aloxite Saw Gumming Wheels**

Will always prove to be *the Right Wheels in the Right Place*—right grit, grade and shape—and they show wonderful abililty to stand up to the work.

*The Proof is in a Trial Wheel*

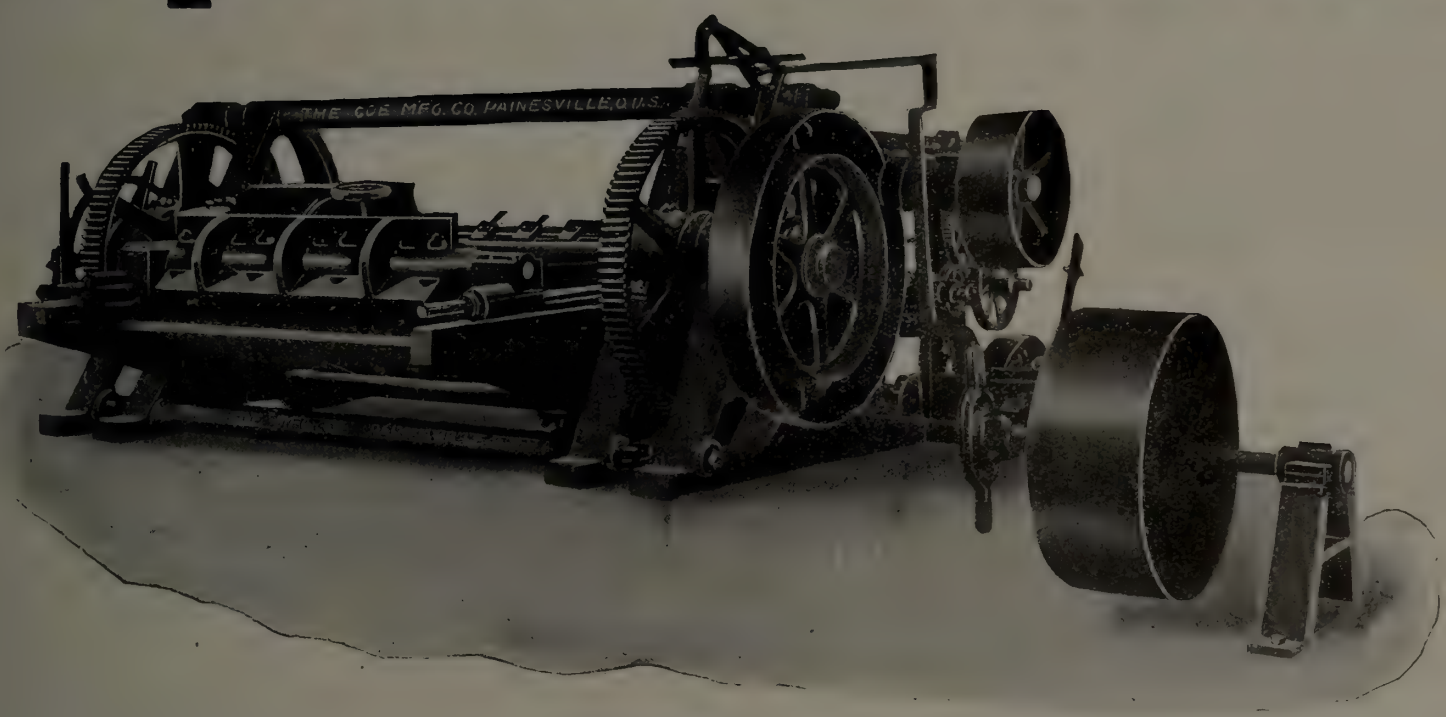
.....

**The Carborundum Company**
**Niagara Falls, N. Y.**

New York Chicago Boston Philadelphia Cleveland
Pittsburgh Cincinnati Milwaukee Grand Rapids
Reishulz, Ger. Manchester, Eng.

Veneer Machinery

# Rotary Cutter with Impression Roller




Where there is use for a large quantity of the same dimension stock, a Coe Rotary Veneer Cutter style "I" fitted with spur knives and back impression roll, carrying two, three or four knives, will deliver material direct from the log—cut to size—right in length, breadth and thickness.

In an ordinary day of 10 hours this machine will cut anywhere from 75,000 to 100,000 surface feet of case, crate, package or box stock—capacity enough to work up profits out of any timber fit for Veneer Stock. We add to range by supplying scarfing knives for can jackets, hoops, etc.

We handle the machinery end of the Veneer making proposition from beginning to end, furnish you plans and complete equipment and can do it in short notice.

***Write us for catalogue***

# The Coe Manufacturing Co.

**Painesville, Ohio, U. S. A.**

*Established 1850*

***The oldest and largest manufacturers of complete veneer equipment in the world.***

# The Connecting Link

Way back in 1880 the **Wanted and For Sale** columns of the Canada Lumberman and Woodworker were used extensively by the lumbermen of Canada for the purchase and sale of timber, lumber and machinery.

Time has but served to enhance the value of this medium, until to-day the **Wanted and For Sale Department** of the Canada Lumberman has become a national market.

Twice a month "the paper with the green cover" brings together buyers and sellers of lumber and machinery from all the principal lumbering centres of Canada and the United States. By covering this wide field, the percentage of waste circulation for advertisers has been reduced to a minimum.

For quick and satisfactory results, get your advertisement in the **Wanted and For Sale Department** of the

**Canada Lumberman & Wood Worker**

Published 1st and 15th of the Month

*The National Lumber Journal of Canada*

TORONTO - - - CANADA

Branch Offices:

Montreal Winnipeg Vancouver London, Eng.

United States Representatives:
W. D. Ward, 628 Tribune Building, NEW YORK.
E. J. Macintyre, 1155 Peoples Gas Building, CHICAGO.

# Planing Mill Improvements

**Every Manufacturer** in the Lumber Industry realizes that to be "up-to-date" their Factory should be installed with **Shaving Exhaust Fans.**

**The Sheldon Shaving Exhaust Fan** is especially designed to suit your particular requirements, giving greater efficiency and independence than any other on the market.

*See our New Catalogue*

**Sheldons Limited - Galt, Ontario**

**Toronto Office, 609 Kent Building**

AGENTS:

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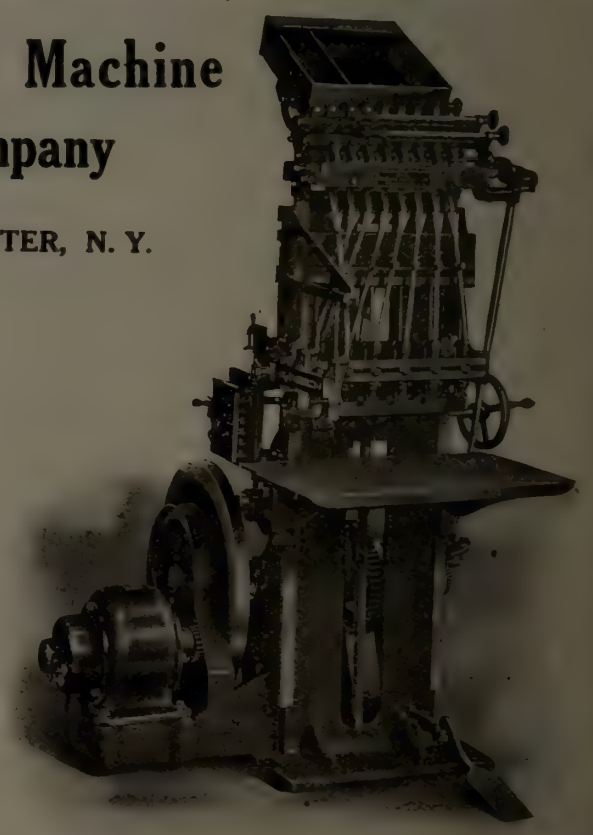
Messrs. Gorman, Clancey & Grindley, Ltd., Calgary and Edmonton, Alta.

Messrs. Robt. Hamilton & Co. Ltd., Bank of Ottawa Bldg., Vancouver, B.C.

# Morgan Machine Company

**ROCHESTER, N. Y.**



Manufacturers of—

**Nailing Machines,**

**Lock Corner Box Machinery,**

**Box Board Matchers,**

**Box Board Printing Machines.**

Every manufacturer of boxes; every manufacturer who has nails to drive in any article, or packages of any kind to manufacture, should write the **Morgan Machine Company** for latest developments in machinery for the Box Industry.

**Morgan Machine Company**

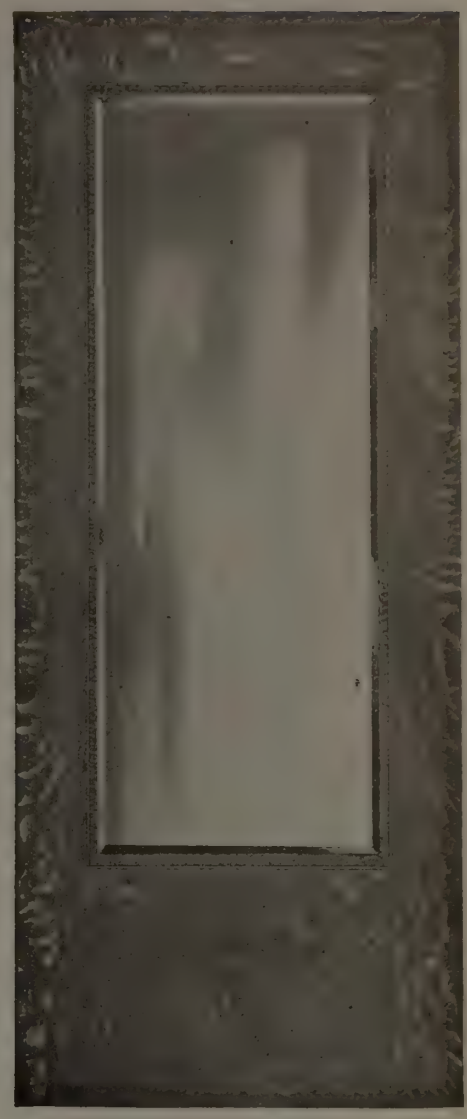
**ROCHESTER, N. Y.**

# BATTS DOORS

## Are Reliable Doors

B. L. No. 317, Chestnut

B. L. No. 336, ¼-Cut Oak.



B. L. No. 306, ¼-Cut Oak.

B. L. No. 316, Chestnut

# BATTS LIMITED

377-9 Pacific Avenue

TORONTO, ONT.

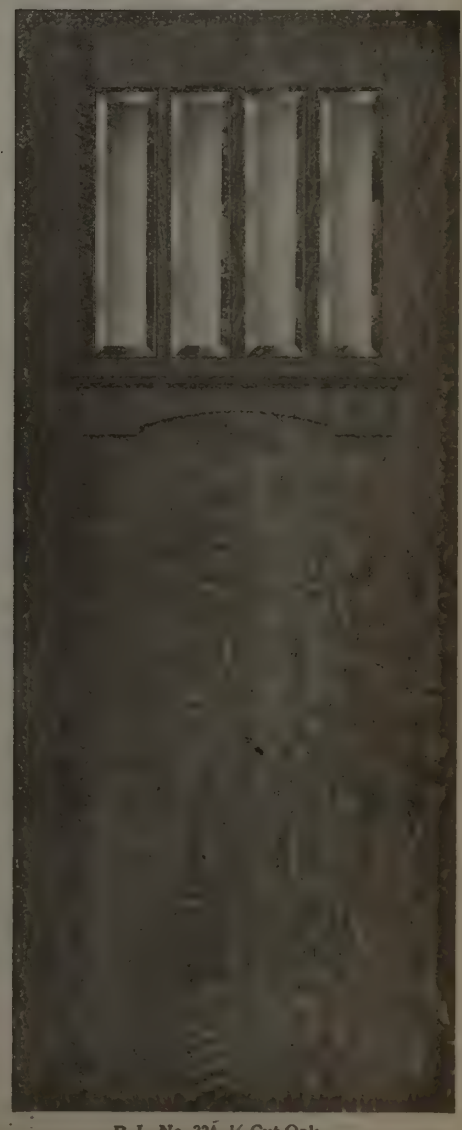
*Manufacturers of*

**Staved Columns,**

**Veneered Doors,**

**Newel Posts, Cypress Greenhouse Material, Pine Doors and Frames, Sash, Flooring, Trim, Turned Newels and Balusters.**

There are many other designs—all equally Attractive—shown in our up-to-date Catalog. You should send for a copy; it will help you considerably in the Selection of Your Future Requirements.



B. L. No. 334, ¼-Cut Oak.

*The Mark*

*of Quality*

# Reputation

"Long" Carriages, the first machines manufactured in the "Long" line, have been developed to that outstanding degree of efficiency which causes mill men, who demand perfect lumber, to install them on their merits for use in all classes of timber. There is a "Long" carriage suitable for every locality. Do not fail to get catalog No. 100, showing the variety.

## THE E. LONG MFG. CO., Limited
### Orillia, Canada

**AGENCIES:**
Vancouver—Robt. Hamilton & Co.
Winnipeg—The Stuart Machinery Co., Ltd.
Calgary and Edmonton—Gorman, Clancey & Grindley, Ltd.
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# "The Proof of the Pudding"—

**Many of Canada's largest, most up-to-date mills are using**

# WATEROUS
## *MADE IN CANADA*
# EQUIPMENT

The new plant of the *St. Lawrence Pulp and Lumber Company* is equipped with Waterous Machinery that has been designed and built by our engineers and millwrights.

Among other "All Waterous" installations are:—

*Tourville Lumber Mills, Louisville, Que.*
*Dominion Mahogany & Veneer Co., Montreal West, Que.*
*Donald Fraser & Sons, Ltd., Cabano, Que.*
*Fraser Lumber Co., Ltd., Plaster Rock, N.B.*
*Pejepscot Paper Co., Sawyerville, Que.*
*J. D. McArthur, Ltd., Edmonton, Alta.*

As a man's work depends on the tools he uses, so the high quality of the lumber turned out by these representative Canadian mills, reflects the efficiency and excellence of Waterous Sawmill Machinery.

We build every machine used in the sawmill from the haul-up to the sorting table.

***Write for Bulletins***

# The Waterous Engine Works Co., Ltd.
**Brantford, Canada**

**Winnipeg, Man.** **Vancouver, B.C.**

**$5,000,000.00**
**worth of mixed metal sold annually.**

# "FROST KING" METAL

Our thirty-five years experience in metal mixing enables us to place on the market a babbitt that we believe to be absolutely perfect. For high speed machinery and engine work it is without an equal. It is specially designed for saw-mills, planing mills, threshing engines, traction engines, pumps, rolling mills, pulp machinery, and all classes of stationary engines. It is a high grade metal made of the very best selected stock, and carefully compounded.

If your dealer does not stock FROST KING send us a money order for your requirements. **Price 30c per lb.**, Fort William and East; West of Fort William **35c per lb.**, delivered nearest railway station; packed in 30 lb. and 60 lb. boxes.

For extra duty, such as over-hanging saws, our FAULTLESS BABBITT will stand where all other metals will fail. Price, Fort William and East, **40c per lb.**; West of Fort William, **45c**, delivered to your nearest railway station; packed in 30 lb. and 60 lb. boxes.

## HOYT METAL CO., Toronto, Canada

**Have factory and office at Eastern Avenue and Lewis Street, Toronto, Canada**

**Factories also at:— New York, N. Y. London, Eng. St. Louis, Mo.**

President and General Manager D. C. CAMERON, Winnipeg

Secretary-Treasurer, WILSON BELL, Winnipeg

# The Rat Portage Lumber Co. Ltd.

**Manufacturers of**

## Fir, Cedar and Spruce LUMBER

**Cedar Shingles, Fir and Cedar Lath**

Car Sills and Sheathing, Cedar Siding

Large and Long Timbers
for heavy construction work

**Vancouver, B.C., and Harrison River, B.C.**

**The J. C. McLaren Belting Co.**
Limited

**General Mill Supplies MONTREAL**

## Shavings and Sawdust Exhaust Systems

***Correctness of Design—Years of Practical Experience***

We manufacture a complete line of Exhaust Fans, Galvanized Iron Pipe, Dust Collectors, Auto Furnace Feeders for feeding shavings direct to furnace.

***"FOSTER" FANS***

will reduce your power bill 100%.
Will convey any kind of material.

**Toronto Blower Co., 156 Duke St., Toronto**

...Free your factory with a "Foster" Fan.

Canada Lumberman & Wood Worker

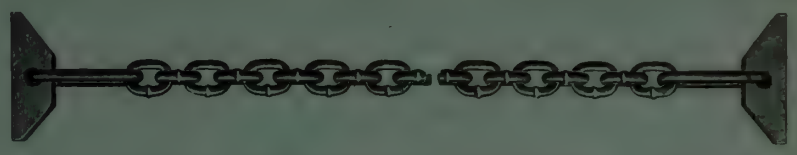
GENUINE "TURBROS"

**Balata Belting**

*Waterproof and Stretchless.*
*The best belt for sawmills.*

Manufactured and guaranteed by

**Turner Bros. Canada Limited**
Montreal — Vancouver



***Electric-Welded Boom Chain***

25% {More Weld = 25% {More Strength = 25% {More Wear

Sheared Toggle and Ring * T Bar Hook and Link * Two Sheared Toggles * Forged Toggle and Ring

Made in Canada Write to Fully Guaranteed

**McKinnon Chain Co., St. Catharines, Ont.**

**Positive—Practical—Satisfactory**

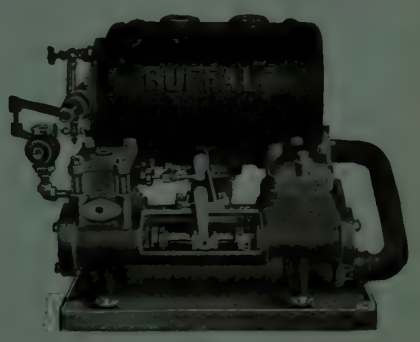
**BUFFALO** Automatic Feed Pumps and Receivers

Cut shows the Standard Buffalo Boiler Feeder, famous for the efficiency and reliability of its operation The automatic feature of this pump is reduced to the simplest arrangement imaginable.

Manufactured by BUFFALO STEAM PUMP CO.

*Sole Canadian Agents:*

**CANADIAN BUFFALO-FORGE CO,, LTD., Montreal**
St. John Toronto Winnipeg Vancouver

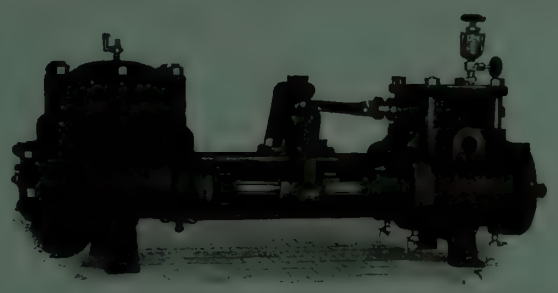


Catalog 227-17. Full line Boiler Feed and High Pressure Pumps.

New **RAILS** Relaying
12 to 80 pounds per yard.

**LOGGING CARS**

**Jno. J. Gartshore**
58 Front St. West, Toronto



Do not risk expensive delays in production by installing an unreliable Pump.

It will pay you to investigate the line of

**PUMPING MACHINERY**

—Built by—

**The Smart-Turner Machine Co., Limited**
HAMILTON, CANADA

**The OPERATING EXPENSE of**
a Shaw Motor-Headworks or Gasoline Warping Tug
**IS LESS THAN $10.00 PER DAY**
This Includes, Full Crew (less log men) Fuel, Oil, Upkeep and Depreciation
**IT WILL WARP 2,000,000 FEET OF LOGS**
**or TOW 100 BOOM-STICKS**

*Manufactured by* **RUSSEL BROTHERS - Fort Frances, Ont.**

Alphabetical Index of Advertisers, Page 60 Classified Directory to Advertisements, Page 52

"Made in Canada"

# "AMPHIBIA"

## Waterproof Leather Belting

# Hugs The Pulley

Running your plant with slipping belts is like running your auto with a leaking gasoline tank—you are losing costly power.

Particularly in a saw or planing mill the conditions under which a belt has to run are severe. "AMPHIBIA" waterproof leather belting is made to stand up under these extreme conditions. "AMPHIBIA" belting hugs the pulleys, prevents slipping and transmits a maximum amount of power to your machines.

"AMPHIBIA" belting costs a little more to buy than ordinary leather belting because it costs more to make—there is more in it. Considering that belting is to handle the most costly thing in your mill-power—you should take every precaution to use the best—"AMPHIBIA".

"Leather like gold has no substitute."

***Write us for prices.***

*Sadler & Haworth*

*Tanners and Manufacturers*

For 39 Years Makers of the Best Leather Belts

| MONTREAL | TORONTO | ST. JOHN N.B. | WINNIPEG | VANCOUVER |
|---|---|---|---|---|
| 511 William St. | 38 Wellington St. E. | 149 Prince William St. | Galt Building | 217 Columbia Ave. |

☛ To insure satisfaction—State where belt is to run ☚

# George Gordon & Company

Limited

Cache Bay, Ont.

## Machinery

**For Sale**

1 14 in. Berlin Matcher
1 8 in. Woods Sticker
1 Buzz Planer
1 Tenoning Machine
1 Arm Sander
1 Sash & Door Clamp
1 Saw Table Machine
1 Turning Table
1 Steam Glue Pot
9 Small Trucks

## WHITE and NORWAY PINE

## Cross Arms

**3¼ x 4¼ Shaped, bored and painted**

| | |
|---|---|
| 3 ft. 6 in., | 2200 pcs. |
| 4 ft. | 1500 pcs. |
| 6 ft. | 2300 pcs. |

**3¼ x 4¼ D.4.S.**

| | |
|---|---|
| 4 ft. | 12400 pcs. |
| 6 ft. | 9000 pcs. |

# "What We Have We'll Hold"

We have a reputation for square honest dealing and for delivering the best quality of lumber in

# HOCKEN'S HEMLOCK

**We want your trade and we want to hold it.**

## Hocken Lumber Company, Limited

**Otter Lake Station, Ont.**

**Toronto Representative:—L. M. Dougherty, 77 Lindsay Ave., Pone Park. 2170**

CALIFORNIA CLSCO REDWOOD

# REDWOOD

CALIFORNIA CLSCO REDWOOD

our big specialty. The versatile wood. You have read our previous messages and know what this wonderful and economical wood is.

# BIG TIMBERS

our hobby. The bigger the better.

# RAILWAY TIES

our big line and everything in lumber. Second to none.

***TRY OUR QUALITY GOODS AND EFFICIENT SERVICE.***

## Canada Lumber Sales Co., Limited

**145 St. James Street, Montreal**

# Spruce, Hemlock and Hardwoods

***We have on hand ready for shipment:—***

| | |
|---|---|
| 1,000,000 ft. | Merchantable Hemlock 1″, 2″ and 3″, lengths 9 ft. to 26 ft., widths 4″ to 11″, each length and width piled separately. |
| 1,200,000 ft. | Merchantable Spruce 1″, 2″ and 3″, lengths 8 ft. to 24 ft., widths 4″ to 12″, piled separately. |
| 700,000 ft. | Hard Maple 1″, 1¼″, 1½″, 2″ and 3″, sawn on grade. |
| 250,000 ft. | 1″ and 1½″ Beech, sawn on grade. |
| 125,000 ft. | 1 x 4 & up Basswood L.R., No. 2 C. & B. |
| 125,000 ft. | 1″ M. C. Ash. |
| 70,000 ft. | 1″ M. C. Elm. |

We specialize in timbers—lengths 10 ft. to 26 ft. long, and we have facilities for Dressing.

***Send us your inquiries***

## Fassett Lumber Company, Limited

**Fassett, Que.**

# Hardwood

## At South River

| | | |
|---|---|---|
| 4/4 | Dead Cull Birch | 190,000 |
| 4/4 | No. 2 and 3 Com. " | 328,000 |
| 4/4 | No. 1 " " | 300,000 |
| 5/4 | No. 1 Com. and B. " | 102,000 |
| 8/4 | No. 1 " " " | 75,000 |
| 4/4 | Log Run Maple | 35,000 |
| 4/4 | " " Elm | 28,000 |
| 4/4 | " " Ash | 5,000 |

## At Longford

| | | |
|---|---|---|
| 4/4 | No. 1 Common Birch | 30,000 |
| 4/4 | No. 2 " " | 25,000 |
| 4/4 | No. 3 " " | 230,000 |
| 6/4 | No. 1 Com. and Better " | 5,000 |
| 4/4 | Common and Better Elm | 12,000 |
| 4/4 | No. 2 and 3 C. & B. " | 12,000 |
| 4/4 | Mill Run Maple | 45,000 |
| 4/4 | " " Beech | 20,000 |

***Write for prices***

## The Long Lumber Company

**HAMILTON, ONT.**

## Read & White

*Wholesale Lumber*

**Spruce, Hemlock and Hardwoods**

## Hemlock & B.C. Timbers

818 New Birks Bldg., MONTREAL

## John Harrison & Sons Co.

Owen Sound, Ont. Limited

Posts, Ties, Timber, Lumber, Sash, Doors, Interior Finish, Hardwood Flooring, &c.

Three sawmills and large, well equipped Planing Mills.

Good supply of Pine, Cedar, Hemlock and Hardwoods. Special bills Winter or Summer.

*Try us once.*

## River Ouelle Pulp & Lumber Co.

*Manufacturers of*

# SPRUCE

**Lumber Lath Pulpwood**

*Head Office and Mills at:*

**St. Pacome, Que., Canada**

On I. C. Ry. 75 Miles East of Quebec City

*Also Mills at:*

Crown Lake, Powerville, Riv. Manie

On Nat. Transcontinental Ry.

**Watson & Todd Limited**

**Dry White Pine and Norway**

Ottawa Montreal Liverpool, Eng.

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The

**Harris Tie & Timber Co.**

Ottawa - Canada

Lumber - Lath - Shingles

Cedar Poles and Posts

Railway Ties - - Piles

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The

**Georgian Bay Lumber Co.**

Limited

Waubaushene, Ontario

Manufacturers of High Grade

**Lumber and Laths**

---

**Fraser Bryson Lumber Co., Ltd.**

Wholesale Lumber Dealers

Selling agents for Fraser & Co., Manufacturers

Mills at Deschenes, Que., near Ottawa

**White Pine**
**Red Pine**
**Spruce**
**Lumber and Lath**

Office, Castle Building 53 Queen St. Ottawa, Can.

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JOHN GILLIES, President — DAVID GILLIES, Vice-President. — J. S. GILLIES, Sec.-Treas.

Established 1873

**GILLIES BROS. Limited**

Mills and Head Office BRAESIDE, ONT.

Manufacturers of

**WHITE PINE**

RED PINE SPRUCE

New York City: Guy E. Robinson, 1123 Broadway

# BARTRAM BROTHERS, LIMITED
## OTTAWA, CANADA

# SPRUCE, RED AND WHITE PINE

***We Offer for Immediate Shipment:***

**NORWAY & JACK PINE, M. R.**

1 x 4/5 x 10/16 ft.—1,080,484 ft.
1 x 6 x 10/16 ft.— 443,000 ft.
1 x 7/9 x 10/16 ft.— 30,000 ft.
1 x 8 x 10/16 ft.— 81,000 ft.
1 x 10 x 10/16 ft.— 14,000 ft.
2 x 4 x 10/16 ft.— 164,312 ft.
2 x 6 x 10/16 ft.— 220,000 ft.
2 x 8 x 10/16 ft.— 320,000 ft.
2 x 10 x 10/16 ft.— 218,000 ft.
2 x 12 x 10/16 ft.— 65,000 ft.
3 x 4 & up x 10/16 ft.—129,000 ft.

**NORWAY & JACK PINE, CULLS**

1 x 4 and up x 8/16 ft.—1,500,000 ft.
3 x 4 and up x 10/16 ft.— 82,517 ft.

**NORWAY & JACK PINE LATH**

1½ x ⅜ x 4 ft., No. 3—471,000
1½ x ⅜ x 32 in., No. 3—440,000

**SPRUCE, M. R.**

2 x 3 x 10/16 ft.— 24,000 ft.
2 x 4 x 10/16 ft.—700,000 ft.
2 x 5 x 10/16 ft.—400,000 ft.
2 x 6 x 10/16 ft.—148,000 ft.
2 x 7 x 10/16 ft.— 14,000 ft.
2 x 8 x 10/16 ft.— 40,000 ft.
1½ x 6 x 10/16 ft.— 28,000 ft.
1½ x 7 x 10/16 ft.— 50,000 ft.
1½ x 8 x 10/16 ft.— 25,000 ft.
1½ x 9 x 10/16 ft.— 18,000 ft.
1½ x 11 x 10/16 ft.— 14,000 ft.
1¼ x 3 x 10/16 ft.— 13,600 ft.

**SPRUCE, M. R.**

1¼ x 4 x 10/16 ft.— 92,000 ft.
1¼ x 5 x 10/16 ft.— 17,000 ft.
1¼ x 6 x 10/16 ft.— 14,000 ft.
1¼ x 8 x 10/16 ft.— 67,000 ft.
1 x 3 x 10/16 ft.— 31,000 ft.
1 x 5 x 10/16 ft.—140,000 ft.
1 x 6 x 10/16 ft.— 59,000 ft.
1 x 7 x 10/16 ft.— 15,000 ft.

**SPRUCE CULLS**

3 x 4 and up x 8/16 ft.—125,000 ft.
2 x 4 and up x 8/16 ft.— 20,000 ft.
2 x 5 and up x 8/16 ft.— 85,000 ft.
1¼ x 4 and up x 8/16 ft.— 14,000 ft.
1 x 4 and up x 8/16 ft.—100,000 ft.

**WE CAN DRESS AND MATCH OR RESAW TO ORDER**

## The Saw-Mill Owners Sales Co.
**Representing 22 Mills - 6 Branches**

What about a mixed car of mouldings, turnings, doors with shingles and sidings.

*Send for our latest catalogue.*

It will pay you better than making them yourself. Lumber of all kinds.

*Your correspondence solicited.*

**Head Office: Coristine Bldg., MONTREAL**

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## BARCLAY SHINGLE MILLS
LIMITED

P.O. Drawer 520, VANCOUVER

Mills at HANEY, B.C.

**Spruce**
**White Pine**
**Banksian Pine**
**Birch**

***Get our stock list and prices.***

**QUEBEC & ST. MAURICE INDUSTRIAL COMPANY, Portland, Maine**

# Thos. Mackarell & Company

Ottawa - - - Montreal

*Wholesale*

**Red Pine White Pine Spruce**

## Canada Pine Lumber Co.

Limited

Mills at Kearney, Ont.

*Manufacturers of*

**White Pine Lumber**

Head Office, Hamilton, Ont.

## Fraser Limited

Fredericton, N. B.

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**Donald Fraser & Sons, Limited**
Cabano, P. Q.

**Fraser Lumber Co., Limited**
Plaster Rock, N. B.

**F & M Lumber Co., Limited**
Whitworth, P. Q.

MANUFACTURERS OF

**Spruce Lumber**
Rough and Finished

**Shingles, Lath, Piano Sounding Board Stock, etc.**

## Our Mills Produce and We Market as Much
# GENUINE LOUISIANA RED CYPRESS
## As All Other Concerns Combined

250,000,000 feet constantly in stock insures filling any reasonable order promptly.
Our Canadian trade is constantly increasing and we are always striving to merit a still larger increase.

*Our salaried salesmen receive credit for mail orders. Try us.*

**LOUISIANA RED CYPRESS COMPANY**

Hibernia Building New Orleans, La.

We handle

**Everything in Lumber**

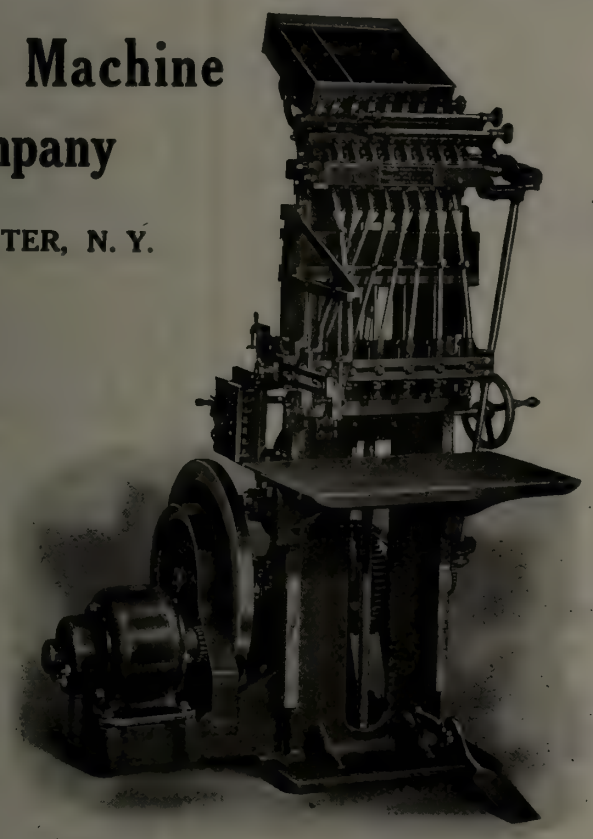
*Write or wire for prices and stock lists.*

**The McLennan Lumber Co.**
Limited

21 Dorchester St. W. Montreal, Que.

**Morgan Machine Company**

ROCHESTER, N. Y.



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Nailing Machines,

Lock Corner Box Machinery,

Box Board Matchers,

Box Board Printing Machines.

Every manufacturer of boxes; every manufacturer who has nails to drive in any article, or packages of any kind to manufacture, should write the Morgan Machine Company for latest developments in machinery for the Box Industry.

**Morgan Machine Company**
ROCHESTER, N.Y.

**The Peter Hay Knife Co., Limited**
GALT, ONTARIO

MANUFACTURING WOODWORKING

**Machine Knives, Circular Cutters and Mortise Chisel**

**Austin & Nicholson**
Chapleau, Ontario

**Rough and Dressed Lumber and Lath**

We specialize on cutting to order all sizes of

**Dimension Timber**

also on

**Dressing**

in car or mixed lots 1″, 2″ and 3″ to customer's specifications.

***Write us for particulars***

**"DUXBAK" Waterproof Clothing**

For outdoor wear this "Duxbak" cravenetted coat is just what many lumbermen are looking for. It is light in weight and absolutely guaranteed to be waterproof. The fabric permits of perfect ventilation.

Other "Duxbak" garments are norfolk jackets, long trousers, knee pants, riding breeches, cartridge vests and a variety of caps and leggings, for both men and women.

***Write us for booklet.***

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59 St. Peter St. - Montreal

JOHN MCKERGOW, President — W. K. GRAFFTEY, Managing-Director

**The Montreal Lumber Co. Limited**

**Wholesale Lumber**

Ottawa Office: 46 Elgin St. — Montreal Office: 759 Notre Dame St., W.

**WHOLESALE DEALERS**

**SPRUCE**

13 Foot and 16 Foot

**Lath and White Cedar Shingles**

**CHRISTY-MOIR CO.**

149 Broadway, New York City

**FOR SALE**
**HARDWOOD LUMBER**

Dimension Stock, Mattress Frames, Hard and Soft wood slabs cut to lengths required. Hemlock, Cedar, Posts.
Orders receive prompt attention.
PHONE 37 — RESIDENCE 15
**JOHN P. NEWMAN,** Wiarton, Ont.

**HAEBERLE LUMBER CO.**
LUMBER AND TIMBER
White Pine, Norway, Yellow Pine, Hemlock
Oak Mouldings, Doors, Sashes and Blinds, Cedar Poles and Ties.
Yellow Pine Timber a Specialty.
Interior Trim Mill Work.
NIAGARA FALLS, N.Y.

STAONAL MADE — Hexagonal Lumber Crayon No. 9.

**STAONAL LUMBER CRAYONS**
Waterproof — Permanen
Will not wash or rub off
SUPERIOR MFG. CO., LIMITED
39 Church Street, Toronto

**BAUGHMAN'S**
**BUYER AND SELLER**
*Special Price, $1.00*
Canada Lumberman - Toronto

**Hardwood Flooring**
The Celebrated Diamond Brand
End Matched, Bored, Polished and Bundled
Manufactured by
**SIEMON BROS., LTD.**
For prices write
W. T. EAGEN
Selling Agent for Ontario and Quebec
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# Lumber

**Good Grades** — **Right Prices** — **Prompt Shipments**

Canadian Hardwood. National Grading Rules

**Birch**
**Basswood**
**Maple**
**Elm**
**Beech**
***All Thicknesses***

Also full line in

**White, Red**
and
**Jack Pine**
***All grades and sizes.***

***Get in touch with us for prices***

**C. G. Anderson Lumber Company, Limited**

Manufacturers and Strictly Wholesale Dealers in Lumber

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WE Buy, Sell and deal in all kinds of Lumber and Timber in Canada and United States: Spruce, White Pine, White and Basswood, Ash, Cedar, Douglas Fir, Beech, Birch, Walnut, Cherry, Chestnut, Cottonwood, Hemlock, Maple, Norway Pine, Short and Long Leaf Yellow Pine, Oak, Redwood, Birch, Maple and Oak Floorings, Pulpwood Ties, and Cedar Poles.

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**The Canada Wood Specialty Co., Limited**
Manufacturers:
Lumber, Hardwood Flooring, Handles, Poles, Bed Frame Stock, Cheese Box Hoops, Heading, Baskets, Etc.
Write, Telegraph or Telephone your orders
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LIMITED
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Sarnia
Buffalo

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(La Cie Industrielle de Rimouski, Ltee.)
**Dressing of wood in transit on the Intercolonial Railway.**

**SPECIALTIES**
Sawed Hemlock
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White Pine Lath
Bass and Poplar Siding
**James Gillespie**
Pine and Hardwood
**Lumber**
Lath and Shingles
North Tonawanda, N. Y.

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TIMBER Estimates, Topographic and Boundary Surveys, Planting, Logging Maps, Portable Mill Operations.

Technical Training Thoroughness Experience

141 Centre Street
OLD TOWN, MAINE

**HOBART & CO.**

CHOICE

***Southern Hardwoods***

*Cypress, Kiln Dried North Carolina Pine*

Send Us Your Inquiries

53 State St., BOSTON, MASS.
Yard at Prison Point
Cable Address "Hobco Boston."

**The Penetanguishene Planing Mill Sash and Door Factory**

Planing of all kinds done by carload. Railroad Switch in connection with mill. All classes of building material, lime and cement for sale.

ALPHONSE TESSIER, Builder & Contractor
PENETANGUISHENE, ONTARIO

**Do you know the worth of your Timber Lands?**

My methods of cruising, based on 24 years' experience, will prove as valuable to you as they have to many large Banking and Bond Houses, Railroads, Corporations, and private Investors in the United States and Canada,

Whether you want to buy, bond or sell I can be of service to you.

**F. R. MEIER**
Consulting Forester
1 Broadway NEW YORK

Formerly: Forest Expert U. S. Forest Service, State Forester of New Jersey, Timber Expert Penna. Forest Commission, etc.

MUNSON-WHITAKER CO. FORESTERS NEW YORK

**Accuracy in Timber Estimates**

is as important to seller as to buyer. Our estimates, because of their thoroughness, establish new values and furnish reliable data on which to base timber deals and operations.

We Invite Correspondence.

**Munson-Whitaker Co.**

*Consulting Forest Engineers*

Chicago, 512 Cont. and Comm. Bank Bldg.
New York 170 Fourth Ave. Boston 622 Tremont Bldg.
Pittsburgh, 900 Arrott Bldg.

**"Well Bought is Half Sold"**

***We Offer the Following Special Lines—***

***For Quick Sale***

| | | |
|---|---|---|
| 2 Cars | 4 x 4 | to 6 x 6 Sound Cedar Squares |
| 100,000 Ft. | 5/4 | 1st and 2nd Basswood |
| 2,500 " | 8/4 | " " " |
| 2,500 " | 16/4 | " " " |
| 12,000 " | 8/4 | 1st and 2nd Soft Elm |
| 17,000 " | 4/4 | No. 1 C. & B. Soft Elm |
| 22,000 " | 8/4 | No. 1 C. & B. Soft Elm |
| 50,000 " | 4/4 | No. 2 C. & B. Birch |
| 13,000 " | 3 x 8 | to 16"—10 to 16 ft. 1st and 2nd White Ash |
| 13,000 " | 2 x 6 | and up—10 to 16 ft. No. 1 C. & B. White Ash |

**Hardwoods Thoroughly Dry**
**Your Inquiries Will Have Prompt Attention**

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MANUFACTURERS OF

**Pine and Hemlock Lumber**

1026-32 Traders Bank Bldg, **Toronto, Ont.**

Mills: Byng Inlet, Ont.

We are Buyers of

**Hardwood Lumber**

Pine and Spruce
Veneers (5 or more ply) Handles (all descriptions)

**Staves Hoops Headings**

**JAMES WEBSTER & BRO., Ltd.**
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London Office:
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**Cant & Kemp**

52 St. Enoch Square
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**Timber Brokers**

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A1 and A B C Codes used

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2 Dale Street, Liverpool, and Seaforth Road, Seaforth, Liverpool England

For Sale by Owners
**B. C. Timber Lands**

Located on three New Railroads { G. T. P. C. N. R. P. G. E.

**E. THOMAS**
578 Richards St., Vancouver, B. C.

**Order To - Day we Ship Tomorrow**

***Gulf Cypress***

Kiln - dried North Carolina Pine, Long Leaf Timber, Whitewood, Cypress Shingles.

From our wharves in Portland, Maine

**Wilson Lumber Co.**
Portland, Me.

**CAMERON & CO., LIMITED**

OTTAWA — WHOLESALE — CANADA

OAK — FIR — WHITE PINE

**Specialty --- Dimension Timber**

HEMLOCK — YELLOW PINE — NORWAY PINE

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**The Gres Falls Company**
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Mill: St. Gabriel de Brandon

Head Office: 524 Board of Trade, Montreal, P.Q.

Manufacturers of
**Spruce and Pine Lumber and Ground Wood Pulp**

ESTABLISHED 1855
**THE McGIBBON LUMBER CO.**
OF PENETANGUISHENE

Manufacturers of and Dealers in
**Lumber, Lath, Shingles, Etc.**

HEMLOCK BILLSTUFF a Specialty of which we have the Best Assortment on Georgian Bay.
Don't wait to write. Phone us your requirements.
All stock sized or matched if required.

**Our Yards are Unequalled for Drying Lumber**

**THE PACIFIC LUMBER CO**

The Largest Manufacturers of
**California Redwood**
in the world.

Used for every purpose for which a soft wood is adapted.
Furnished in any width and thickness.
Manufactured goods of all kinds.

Exclusively Represented by
**John D. Mershon Lumber Company**
Saginaw, Mich. — New York 1 Madison Ave. — Chicago 1657 Monadnock Bldg.

**California White Pine**
**California Sugar Pine**
**and Arizona Soft Pine**

Best Stock for Factory and Pattern Lumber

Ask **LOUIS WUICHET**
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**The Victoria Harbor Lumber Co., Ltd.**

Manufacturers of
**Lumber, Lath and Shingles**

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Highest Grade

## Extra Clear XXX B. C. Red Cedar Shingles

in Transit

If you want quick delivery write, wire or telephone

**C. A. Larkin Lumber Co'y., Limited**

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## JOHN DONOGH & CO.

Wholesale Dealers

## HEMLOCK SPRUCE

*Dry stock in all sizes.* *Quick shipments.*

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When wanting lumber in car lots of various kinds and thicknesses. Send us list of your needs. We will be glad to make you quotations on Birch, Basswood, Black Ash, Soft Elm, Pine and Spruce. Mixed car loads our specialty.

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| 300,000 1″ No. 1 C. & B. Birch | 50,000 2″ No. 1 C. & B. Birch |
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| 60,000 2″ No. 1 C. & B. Elm | 150,000 1″ No. 1 C. & B. Elm |
| 100,000 1″ Cull Elm | |

This stock was cut early, is dry, and was taken from an exceptionally good run of logs. We are quoting attractive prices on this lumber for prompt shipment.

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Car and Cargo lots only

**Douglas Fir, Pine, Hemlock, Spruce, Yellow Pine and Oak**

Write, Wire or 'Phone for Prices - **Western Office:—Pacific Building, VANCOUVER, B. C.**

## To the Owner of Timber Lands

Far sighted owners of timber lands should take advantage of the times incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. This is certain to come at no distant day. Therefore cultivate a closer acquaintance with your holdings, and the best method of marketing them. Let us prepare the way for you. Remember, we not only report on the property, but assist in marketing the bond issue when necessary. Send for our booklet.

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Cruising and Engineering Department

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It will be to your advantage to deal with practical men who know the requirements of the lumber trade all over Canada.

Our business is to know the wants of the lumbermen and to meet them.

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HAMILTON, ONTARIO

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**With Mills at Winnipeg, Man. Vancouver, B. C. Harrison River, B. C. Kenora, Ont. Rainy River, Ont. and Banning, Ont.**

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And all kinds of Woodwork and Interior Finish. Also Box Shooks and Packing Cases. White and Red Pine Lumber, Maple Flooring, Hardwood Lumber, Turned and Band Saw Work, Cedar Posts and Poles, Tamarac, Piling etc.

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## HIGH GRADE RED CEDAR SHINGLES

LET US QUOTE YOU PRICES

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*Chapter 1*—Historical Notes.
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***Price 50 cents***

**Canada Lumberman & Woodworker**

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# Heavy Fir Dimension

***Is Our Particular Specialty***

*The Heavier it is the Better we like it*

**We Dress from 1 to 4 Sides up to 16-in. x 20-in., 60-ft.**

*Our grade is posstively right, and prices will please*

**Timberland Lumber Co., Limited**

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Mills at Craigs on the B.C.E.R.

Shipment by C.P.R.R., G.N.R.R. or B.C.E.R.R.

# Thurston-Flavelle Lumber Company

*MANUFACTURERS OF*

## British Columbia Red Cedar Exclusively

4, 5 and 6 inch "CLEAR A" Cedar Bevel Siding.
8, 10 and 12 inch CLEAR CEDAR FINISH.
EXTRA XXX RED CEDAR SHINGLES.

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An eastern wholesale lumber dealer very frankly and strongly recognizes and emphasizes the fact that the retail lumberman knows good lumber and prefers to sell that kind. His statements command a respectful hearing by all interested in the sale of forest products, for he has learned that **the dealer is acquainted with the merits of Arkansas Soft Pine. He says:**

> We are losing orders from good customers of ours because we are unable to supply well manufactured, high grade Arkansas Soft Pine. We cover New York State, Pennsylvania and New Jersey with salaried salesmen and have always made a specialty of ———— pine, but the **dealers are leaning more toward Arkansas Stock each month.**

Not only are **dealers leaning toward Arkansas Soft Pine** but they are **leaning on it** and **relying on it to keep trade** where it belongs—**strictly at home.**

No other wood will take the place of Arkansas Soft Pine, the Standard Soft Wood trim for interior and exterior use. It makes friends and stimulates interest in the use of wood.

**That is the kind of lumber it pays to sell.**
**The dealer is not required to "keep" it.**

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Eagle Lumber Company, - Eagle Mills, Ark.
Edgar Lumber Company, - Wesson, Ark.
Fordyce Lumber Company - Fordyce, Ark.
Freeman-Smith Lumber Co., Millville, Ark.
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Southern Lumber Company - Warren, Ark.
Stout Lumber Company, - Thornton, Ark.
Valley Lumber Company, - - Reader, Ark.
Wisconsin & Arkansas Lbr. Co., Malvern, Ark.
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Crossett Lumber Company, - Crossett, Ark.

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## Hoffman Brothers Company

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**Manufacturers of Hardwoods—Any Thickness From**

1/30″ SLICE CUT VENEER
1/20″ SAWED VENEER
to
2″ BAND SAWED LUMBER

HB Reg. U.S. Pat. Off. HB Reg. U.S. Pat. Off.

**Specialty:**

**QUARTERED WHITE OAK**

## LOUISIANA RED CYPRESS

QUARTERED OAK PLAIN OAK
POPLAR ASH

***Yards at Nashville, Tenn.***

We can ship you promptly any of the above Stock, Carefully Inspected

**WE WOULD LIKE TO HEAR FROM YOU**

## WISTAR UNDERHILL & NIXON

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Canadian Representatives:
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## Stearns Quality

**Michigan Hardwoods**
**Hemlock and Pine**

## Lumber and Timber

Try out STEARNS SERVICE on mixed car shipments. Retail stocks replenished over night by our 24 hour service.

HEMLOCK
WHITE PINE
HARDWOODS
MAPLE FL'G.
} *IN MIXED CARS* {
SHINGLES
LATH
POSTS
MOULDING

The
**Stearns Salt & Lumber Co.**
**Ludington, Mich.**

## W. M. RITTER LUMBER COMPANY

**Below is List of Dry Lumber We Can Ship Promptly**

**CHESTNUT:**
4/4 1s and 2s, 2 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 3 cars.
5/4 No. 1 Common, 1 car.
6/4 No. 1 Common, 2 cars.
8/4 No. 1 Common, 2 cars.
4/4 Sound Wormy, 3 cars.
5/4 Sound Wormy, 2 cars.
8/4 Sound Wormy, 1 car.

**POPLAR:**
5/8 Reg. 1s and 2s, three cars.
3/4 Reg. 1s and 2s, one car.
4/4 Reg. 1s and 2s, four cars.
5/4 Reg. 1s and 2s, one car.
6/4 Reg. 1s and 2s, one car.
10/4 Reg. 1s and 2s, one car.
12/4 Reg. 1s and 2s, two cars.
16/4 Reg. 1s and 2s, three cars
4/4 No. 1 Common, 4 cars.
5/4 No. 1 Common, 2 cars.
6/4 No. 1 Common, 2 cars.
5/8 18-23, two cars, Panel and No. 1.
4/4 24-27, three cars, Panel and No. 1.
4/4 18-23, two cars, Panel and No. 1.

**BASSWOOD:**
4/4 1s and 2s, 5 cars.
5/4 1s and 2s, 3 cars.
4/4 No. 1 Common, 5 cars.
5/4 No. 1 Common, 3 cars.

**WHITE OAK:**
5/4 1s and 2s Plain, 5 cars.
6/4 1s and 2s Plain, 6 cars.
7/4 1s and 2s Plain, 7 cars.
8/4 1s and 2s Plain, 7 cars.
5/4 No. 1 Common, 3 cars.
6/4 No. 1 Common, 3 cars.
4/4 Qtd. 1s and 2s, 4 cars.
4/4 No. 1 Common, 5 cars.

**PLAIN RED OAK:**
4/4 1s and 2s, 7 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 6 cars.
5/4 No. 1 Common, 2 cars.
5/4 No. 1 Common, 3 cars.

The above is a list of dry stock which we can ship promptly. All our own manufacture and band-sawn stock, and thoroughly dry. Do not place your orders before writing for prices.

**CANADIAN REPRESENTATIVE:**

**John Hall, Box 32, Toronto, Canada**

**Phone College 6997**

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MANUFACTURERS

## Michigan Hardwoods AND Hemlock Lumber

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# C. Beck Manufacturing Company, Limited

PENETANGUISHENE, ONT.

## PINE LUMBER

## Lath, Boxes, Shooks, Wooden Pails

We can Dress, Match and Resaw. Order this way and save money.

*"WE AIM TO SERVE YOU WITH THE BEST"*

# H O E

# Chisel Tooth Saws

**The Choice of Lumbermen in two Hemispheres**

More than 80,000 of these saws are now in use in all parts of the world. Hoe Chisel Tooth Saws are backed by 86 years' experience in the manufacture of saws. They are made from the finest steel, evenly tempered throughout. Special Flanged Shanks and Superior Bits are supplied for sawing hardwood.

***We are the oldest Saw manufacturers in America***

## R. HOE & CO. 504-520 Grand Street, NEW YORK CITY

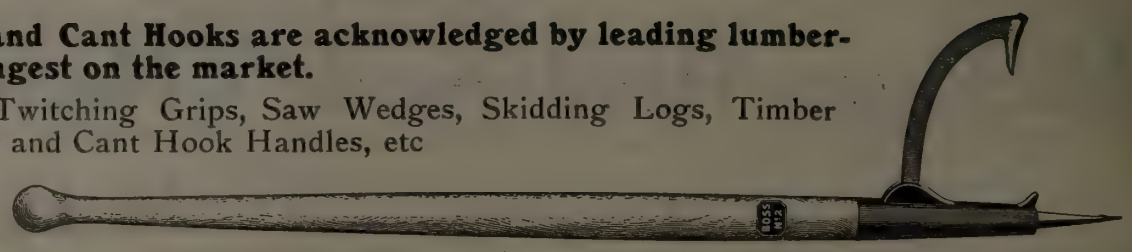
# Boss Line Lumbering Tools

**Manufactured by**

## The McFarlane-Neill Mfg. Co., Ltd., St. Mary's, N. B.

**Forged Steel Socket Peaveys and Cant Hooks are acknowledged by leading lumbermen to be the lightest and strongest on the market.**

Try our Steel Loading Blocks, Twitching Grips, Saw Wedges, Skidding Logs, Timber Carriers, Split Rock Maple Peavey and Cant Hook Handles, etc



*Catalogues furnished and prices quoted on application*

# Machinery and Timber For Sale

The undersigned offer for sale, in large or small blocks all their remaining timber lands, mills and town property situated in the Town of Parry Sound, Ont.; and other Lumber Equipment, including boom chains, plows, sleighs, etc.

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Shawanaga, Burpee, McConkey, Mills, Allen, Secord, Falconbridge and Street.

Special bargains in the townships of Burpee, Falconbridge and Street for small mills.

**We have the following Sawmill Machinery for sale:**

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 8-block right hand steam feed carriage fitted with steam set works, made by Wm. Hamilton, Peterboro, with 10-in. steam feed cylinder.

1 Double cylinder steam nigger, right hand.

1 Log Loader for right hand mill.

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 10 in. Double-cylinder steam feed carriage, left hand, for cutting 24-ft. logs.

1 left-hand steam nigger.

1 Log-loader.

1 Endless chain jack ladder with two kickers complete for right and left hand mills.

2 Roger Gang Edgers for 8-in. cants and lumber.

1 Waterous double edger, 6 saws.

2 2-saw trimmers.

1 20-ft. Slash table.

1 16-ft. Revolving Slash Table.

1 Horizontal Slab Resaw with 5-ft. wheels, made by Diamond Iron Works.

1 70-ft. Transfer Chain for sorting lumber, with necessary levers, rolls and transfer chains to complete outfit.

1 Lath Mill with bolter.

2 Lath Trimming Saws.

## FILING ROOM

1 Automatic Filing Machine for 12-in. D.C. band saws.

1 Automatic Grinding Machine for 8-in. S.C. band saws.

1 Automatic Machine for circular saws.

1 Hand Machine for cut-off saws.

1 Lap Grinder.

1 Set Band Saw Rollers and levelling blocks, with necessary swedges, a number of second-hand band, gang, edger and slash table saws.

## POWER PLANT

2 Double Duplex, high pressure Water Pumps.

5 60-in. x 16-ft. Return Tubular Boilers, allowed 125 lbs. steam.

2 125 h.p. Water Wheels.

1 Upright Engine for sawdust conveyor.

1 10 h.p. Engine.

1 Mitts & Merrell Hog.

1 Wood Machine for 22-in. wood.

1 Wood Machine for 16-in. wood.

1 Edger for ripping dry lumber, installed.

1 Edger for ripping dry lumber, not installed.

1 30 h.p. Generator, 250 volt.

1 30 light arc generator.

There is also a large quantity of shafting, pulleys, hangers, belting, tram cars and turn-tables, particulars of which may be had on application.

Also, contents of machine shop, containing Planer, Drill, Lathe and Machinery, with tools necessary for repair work.

All of the above open for inspection at Parry Sound.

The
## Parry Sound Lumber Co.
Limited

**26 Ernest Avenue, TORONTO, CANADA**

***"Who says it's hard to keep in order?"***

# DISSTON Inserted Tooth Saws

## Edgers Bolters Rift Saws

Correct design, highest grade material and skilled workmanship adapt Disston Saws to economical, efficient use in the manufacture of lumber from the log in any class of wood.

DISSTON 1840 1915 JUBILEE

**Henry Disston & Sons, Ltd.**
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Toronto Ont., Can.

# Hingley's B.B.B. Chains

**Tested to 20% Over Admiralty Proof**

## *Specialities*

**Boom Chains of all Descriptions**

**Rafting, Log Loading, Quarry, Minning, Crane and Sling Chains.**

All hand-made by expert workmen from Hingley's Netherton Crown Refined Iron.

***Stocked by all principal jobbers everywhere.***

**Agent for New Brunswick and Prince Edward Island**
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**General Agents for Canada**
**Drummond McCall & Company, Limited**
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## N. Hingley & Sons, Limited

**Netherton Iron and Chain Works, Dudley, England**



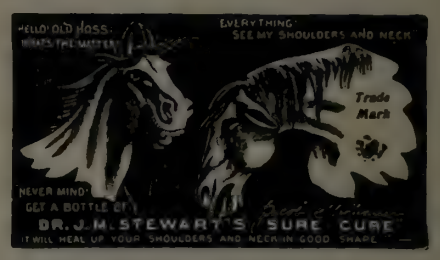
# Hardinge Watchman's Clock

70 per cent. of the lumber fires start in the yards. Is it not good business to employ a night watchman and a Hardinge clock?
Stations at the end of each alley—weatherproof, tamperproof, and put up by your own men, no wiring, guaranteed by the factory for one year. Every danger point in your plant is inspected hourly every night and you have your watchman's record of his night's work.
No part of this clock is made in Germany—it is made in the United States. The clock is $39.50 and stations $4.20 each, F.O.B. Toronto. The Canadian Western Lumber Co., New Westminster, B.C., have 40 stations in their plant.

Write us.

**Lintz-Porter Co.**
**27 Yonge St. Arcade,**
**TORONTO**




HELLO! OLD HOSS. WHAT'S THE MATTER?
EVERYTHING. SEE MY SHOULDERS AND NECK
Trade Mark
NEVER MIND. GET A BOTTLE OF
DR. J. M. STEWART'S SURE CURE
IT WILL HEAL UP YOUR SHOULDERS AND NECK IN GOOD SHAPE

# Keep Your Horses Fit

Prevention is better than cure—and cheaper. When your horses show sign of sickness it is better to check the malady at once, than to wait until a veterinary surgeon has to be called in, involving considerable expense and perhaps the loss of a good horse.

Dr. Stewart's remedies should be in every stable of every sawmill and lumber camp in Canada. They will keep your horses fit and sound and you will get the best out of them at all times. Every remedy is sold under a guarantee to produce results or money refunded.

## Dr. Stewart's Veterinary Remedies

| | | |
|---|---|---|
| Stewart's Sure Cure (antiseptic gall cure) the original in liquid form | 16 oz. bottles | $9.00 doz. |
| Stewart's Excelsior Liniment | 32 oz. bottles | 9.00 doz. |
| Stewart's Lightning Colic Cure, the only colic cure that removes the cause | 16 oz. bottles | 7.00 doz. |
| Stewart's Pure Condition Powders | 2 lb. air tight tin can | 4.50 doz. |
| Stewart's Hoof Ointment | 1 lb. can | 5.00 doz. |
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| Stewart's Proud Flesh Powders | | 2.50 doz. |

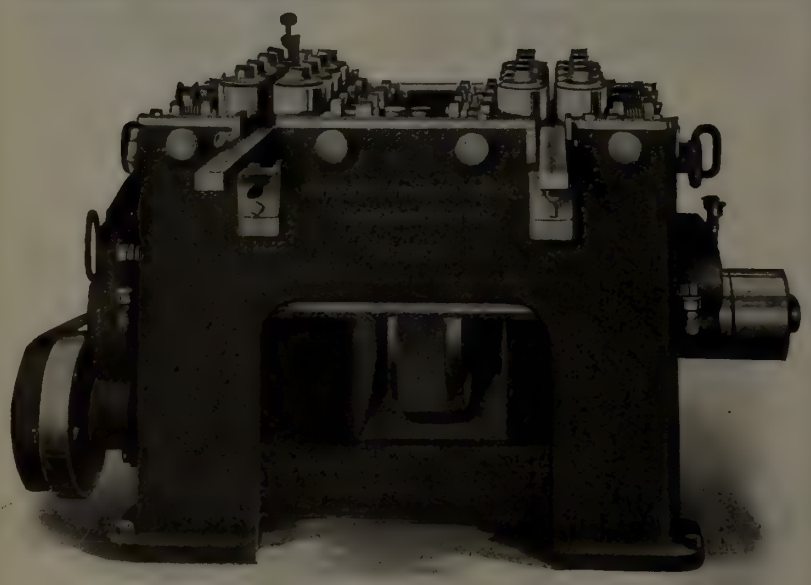
**The Same Uniform Quality that has made them Famous or 30 yea**

## The Palmer Medical Co., Limited

**Windsor, Ontario**



# Box Board Matcher



**Let us mail you catalogue of Box Factory Machinery and Horizontal and Vertical Re-saws.**

## Mereen - Johnson Machine Co.

**MINNEAPOLIS, MINN.**

Patented Nov. 29-1892
July 19-1910

# PERFECT GROOVES

Any width, with or across grain. Rapid, no screw adjustment. Guaranteed to give satisfaction on all classes of work.

**Huther Bros. Dado Head** can be used on any circular saw mandrel and is adjusted in the time it takes to remove a saw. Sent on approval. Write for complete description and catalog.

**HUTHER BROS. SAW MFG. COMPANY, Inc.,** 1103 University Ave. ROCHESTER, N. Y.

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Way back in 1880 the **Wanted and For Sale** columns of the Canada Lumberman and Woodworker were used extensively by the lumbermen of Canada for the purchase and sale of timber, lumber and machinery.

Time has but served to enhance the value of this medium, until to-day the **Wanted and For Sale Department** of the Canada Lumberman has become a national market.

Twice a month "the paper with the green cover" brings together buyers and sellers of lumber and machinery from all the principal lumbering centres of Canada and the United States. By covering this wide field, the percentage of waste circulation for advertisers has been reduced to a minimum.

For quick and satisfactory results, get your advertisement in the **Wanted and For Sale Department** of the

**Canada Lumberman & Wood Worker**

Published 1st and 15th of the Month

*The National Lumber Journal of Canada*

TORONTO - - - CANADA

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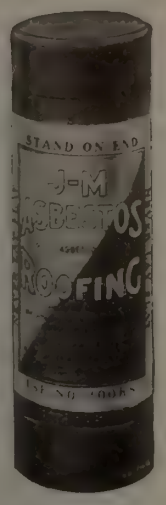
## Favorably Known to Most of Your Customers




It is always easier for a dealer to sell goods which have a well established reputation for quality, particularly an advertised line which is known all over the Province.

That is why it pays dealers to handle

# JM ROOFINGS

Half a century of successful business stands behind the Johns-Manville organization. Its reputation for quality in its products, for its broad guarantee of satisfaction are known throughout the country. Its service branches are within easy reach of every locality.

J-M Roofing is favorably known to most of your customers, and the prospective roofing purchaser therefore needs no added persuasion.

Dealers who stock J-M Asbestos Roofing, and J-M Regal Roofing, carry a line far removed from competition. Each of these roofings is a leader of its kind; acknowledged to be the best. Dealers' profits are substantial. Customers are always satisfied. New business is rapidly attracted.

***Write our nearest branch for Special J-M Roofing Dealer Proposition***

**THE CANADIAN**
**H. W. JOHNS-MANVILLE CO., LTD.**

Manufacturers of Pipe Coverings; Packings; Brake Lining; Boiler Preservative; Fire Extinguishers; Cold Water Paint; Etc.

JOHNS-MANVILLE SERVICE COVERS THE CONTINENT

TORONTO MONTREAL
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2762

# SIMONDS Inserted Point CUT-OFF SAWS

Here is a picture of a full size section of the Single Tooth Pattern Cut-Off Saw. The teeth and the saw plate are both carefully machine milled to form close fitting joints, which do not require rivets—the only successful Inserted Tooth Cut-Off Saw possessing this feature. The teeth are set for clearance and may be filed and set for local cutting conditions.

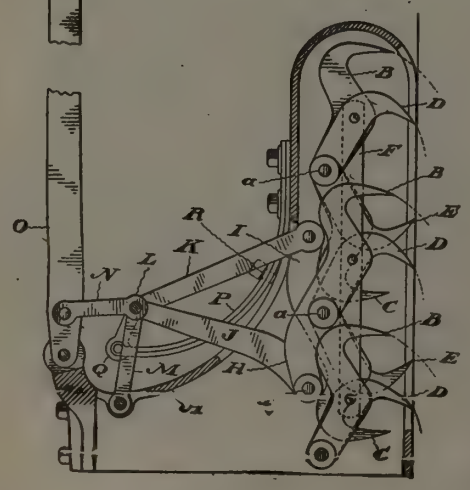
***Write for prices.***

**Simonds Canada Saw Co.**
Limited

Montreal, Que.
Vancouver, B.C. St. John, N.B.

# A Boon to Lumbermen
# Payette's Famous Patent Mill Dogs
## 650 Sets already sold

*Fig. 1.*



BECAUSE

(1) They will dog with perfect ease and safety in any class of timber.
(2) Will dog just as easily, frozen maple or hardwoods of any description.
(3) Will dog the last board, just as easily as they dogged the first one.
(4) They do not tear the board or stock.
(5) Many other reasons, too numerous to mention here.

Write us for full particulars and booklet on same.

**We also manufacture the following High-Grade Saw-Mill Machinery;—New Modern Saw-Mill Carriages, with either three or two head blocks; P. Payette's New Patent Saw-Mill Dog, for use in either winter or summer. P. Payette's Grip-Set Works; Steam Feed Valves, Steam Lifter and Loaders, Valves. Five different classes and styles of Edgers, for either light or heavy duty. Combined Gang-Circulars and Edgers, or Independent Gang Circulars.**

**Steam-Canters, Steam Lifters and Loaders, and a general line of saw-mill machinery. Detachable Chain-Sprockets, Castings of Gray-Iron, Semi-Cast Steel, and brass castings for general use.**

**Descriptive Booklet and prices mailed free upon request.**

# P. Payette & Company

**Engineers and Machinists**
**Penetanguishene, Ontario**

# Canada Lumberman & Wood Worker

Issued on the 1st and 15th of every month by

**HUGH C. MACLEAN, LIMITED, Publishers**

HUGH C. MacLEAN, Winnipeg, President.
THOS. S. YOUNG, Toronto, General Manager.

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"The Canada Lumberman and Woodworker" is published in the interest of, and reaches regularly, persons engaged in the lumber, woodworking and allied industries in every part of Canada. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

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## The Effect of the Duty on Lumber

After the lumbermen of Canada for many years had tried in vain to induce the Dominion Government to place a duty upon lumber entering Canada, so as to make their business reasonably profitable, the necessities of war have suddenly brought about a state of affairs which has induced the Government to include a duty upon rough lumber and an increased duty upon finished lumber, in its measures for raising greater revenue to meet the extraordinary expenses resulting from our military operations. Briefly, the change amounts to a duty of 7½ per cent. upon rough lumber and an added duty of 7½ per cent. on finished lumber, making the latter 32½ per cent. instead of 25 per cent. Formerly the rough lumber was entering Canada free of duty and the finished lumber paid a duty of 25 per cent.

The duty upon lumber is only one feature in connection with the tariff changes which the Government has made. A general increase of 7½ per cent. has been made pretty nearly all along the line, which the Government estimates will be sufficient to meet the necessities of the situation. As to the revenue producing character of the duty upon lumber, there is a rather general feeling among lumbermen that the change will not be very effective, but as a measure of relief to the lumbering industry in Canada, the new duty will be of the utmost importance and will unquestionably place the industry in such an improved condition as to make the renewed prosperity of the lumberman an important factor, in helping to bring about general prosperity throughout Canada. As a protective measure, the new duty upon lumber is of chief importance.

For many years the lumber manufacturers of Canada have seen their markets flooded with stock from the United States which has been produced under abnormal market conditions in that country and has been sold in Canada at prices which involve a loss to the manufacturer. These prices have been looked upon as a temporary expedient to meet the urgent necessity for ready money. In eastern Canada we have seen great quantities of southern pine knocking the bottom out of the market for Canadian pine, hemlock and spruce. In the west and on the prairies we have seen Idaho and California pine ruining the Prairie markets for British Columbia products. Apparently there has been no possibility in the past, of keeping these United States products out of our markets, short of putting a duty upon them, and this the Canadian Government has been unwilling to do. For many years the situation was rendered all the more difficult for the Canadian manufacturer by the fact that there was a heavy duty upon Canadian lumber entering the United States. Fortunately this was removed recently and some of our stocks are now finding a market across the line.

The immediate and most important effect of the 7½ per cent. duty upon rough lumber entering Canada will be an increase in the cost of delivering United States yellow pine in Canada. In connection with the low grades which have flooded our markets lately this will be a great relief and an advantage both to the Canadian lumber producer and to the Canadian consumer of lumber. A large percentage of the stock sent into Canada from the United States was of the undesirable short-leaf variety subject to dry rot and other defects which make it a poor building material and even a dangerous one. According to the prices of stock, the new duty will place an added charge upon rough lumber of from 50c. to $1 per thousand feet. In addition to this, the new freight charges involving an increase of 5 per cent. which has recently been permitted by the Interstate Commerce Commission, will add a charge of about 50c. a thousand, so that the cost of this stock delivered in Canada will be increased by from $1 to $1.50 per thousand feet. A large number of manufacturers and wholesalers whom we have interviewed upon this subject agree that such a charge will prove prohibitory and that we may expect to see the stream of low-grade southern yellow pine into Canada come to an end.

As to the long-leaf yellow pine which is used for construction purposes, in large timbers, this is a stock which has a great value to the operator, and it may be that the elimination of the short-leaf stock from the Canadian market will give consumers greater faith in the class of stock they are receiving. At any rate, much of the high grade yellow pine timber will still come into eastern Canada, though the added duty will help the manufacturers of British Columbia fir to compete with it.

From the Canadian lumber manufacturers' point of view and from the point of view of the Canadian consumer of lumber, we believe that the placing of this duty upon lumber will be beneficial. After it has been in effect for some time we believe that the government will see so clearly the advantages which the lumbermen have claimed for a duty, that they will be willing to let it remain, when the question of a revision of the tariff again comes under discussion.

During the first discussion following the announcement of the new duty, some lumber manufacturers whose chief markets are in the United States feared that there might be a regulation in the United States tariff which would automatically bring into effect a retaliatory increase in duty upon lumber entering that country. Investigation has proven that this is not the case and that there is no reason to expect that the United States will consider the increase in the Canadian tariff as anything other than a purely domestic arrangement rendered necessary by the abnormal conditions brought about by the war.

## Why The Retailer Should Advertise

There is no step in the progress of lumber from the woods to the consumer that is of greater importance to the welfare of the lumbering industry than the handling and selling of lumber by the retailer. The retailer is the man who actually comes into touch with the user of lumber. He should, for this reason, be the best posted man as to the uses and values of lumber, who can be found in the ranks of the lumber trade. The retailer should be conversant with all the uses to which his stock can be put and he should even be an expert upon these matters.

One of the first things that strikes a man in any other line of business, when he happens to investigate a retail lumber business, is the fact that the retail lumberman seems to be able to carry on business

without advertising. This is not as it should be. There are many retailers who do advertise, some who advertise extensively and others who advertise intermittently. There is also a class of retail lumbermen who conduct their yards in such a way as to make one think that they expect customers to come to them in much the same manner as water runs down hill. It is this last class that needs to be stirred up. Retail lumbermen of this kind are not only doing themselves harm, but are setting an example to their neighbors which is a detriment to the business development of the community in which they live. Tell one of these men that he should spend money in advertising and he will say that he has tried it and found it unprofitable, or he will let you know that, in his opinion, you do not know what you are talking about. Yet their is nothing more certain than that the retail lumberman who knows how to advertise can make it a profitable practice.

In the first place, consider the effect of advertising upon the man who pays for it. The first result of increased business from advertising is that the retailer moves more of his stock and makes a larger volume of profit. But in the second place there is the effect upon the man himself which is of almost equal importance. He begins to study the advertising question and the first thing that impresses him is the idea that in order to get the fullest value for the money which he is spending upon publicity he must make his stocks more attractive. It is no use spending money in getting a man to come to your yard, if you have the yard so poorly arranged or managed that the visitor forms a bad impression of your business methods and of your stocks. With an advertising campaign under way to pull customers to your yard, therefore, you will naturally commence to give greater attention to the details of yard management and the assortment of stocks than you ever did before. You will soon find ways of fixing up your stocks attractively which formerly you did not think were possible. Probably, in the past, such attention to stocks was not profitable, because the money and the time you spent would not result in increased sales until your possible customers had learned about it, and as you did not advertise they were slow to find it out. With a good advertising campaign already under way, anything you do in the way of cleaning up your yard and arranging stocks so that the customers can see and appreciate their values, is a source of profit. Moreover, when a man has once set out upon the road of improved business methods, he finds other possible reforms staring him in the face in all directions and he soon makes his business a very different thing from what it formerly was.

The way business is done nowadays, makes it practically necessary for a man who conducts a retail lumber yard to spend money upon advertising in his local papers, or to become a back number and sooner or later a failure. He may not actually come to financial grief, but he will fail to make, out of his business, anything like the success that is possible, and his influence as a member of the community will be as nothing compared to what it might be and should be. The retail lumberman should be an authority in his neighborhood upon everything pertaining to the construction of buildings. He ought to know a great deal more even than the uses to which lumber can be put. He ought to be able to give farmers of his district, and the others who use lumber, information upon any question about building construction that they may ask. He ought to be posted upon the uses of other building materials, so as to get customers in the habit of coming to him for information and so as to be able to point out to them just why they should use lumber instead of other building materials whenever there is a likelihood of substitutes.

This all means study and hard work, but it is the kind of study and work that will repay the retailer a hundredfold. It makes him a live man in his community and makes his business a large and profitable one, and one which is a pleasure to him instead of—as is too often the case—a nightmare. There is no surer way of bringing about this state of affairs than for the retail lumberman to commence to advertise; not in a hap-hazard fashion, but in a systematic manner. The fact that he is spending money upon advertising will induce him to look into all the ways in which he can get this money coming back to him and his business cannot fail to be vastly quickened and improved.

# A Contractor's Diagnosis of the Lumber Trade's Troubles

A prominent Winnipeg manufacturer, writing previous to the recent customs tariff changes, and discussing trade conditions in general, writes us as follows:—The building prospects for 1915 are by no means bright. Nearly all the western cities have been largely overbuilt during the abnormal conditions existing in the past four or five years and until the properties now vacant have been occupied up to a reasonable limit, speculative building which is very largely responsible for present conditions, will not be a profitable business and financial institutions should not encourage this class of building to anything like the same extent as in the past, since by so doing they can only lessen the value of the securities they already hold.

Despite the small amount of building required this year it does not seem as if there will be any material difference in the cost as compared with 1913-14. While labor conditions may vary in certain districts owing to a small demand and local differences it is not at all likely that the rate of wages will be altered to any extent or that there can be any great change in the cost of building material as a whole.

An important item in building is lumber and as freight charges are responsible for over 50 per cent. of the cost of this material to the wholesaler, the likelihood of any reduction on this account is very remote. For the past 10 years, the price in the west has been determined by competition from the United States and with their larger markets and greater output, prices are not so easily affected. On the other hand, the lumber business in British Columbia, during 1913-14 has not been at all profitable for the manufacturer. Several important concerns have gone into liquidation and a greater number have closed down until the conditions improve. Possibly less than 40 per cent. of all those engaged in the manufacture of lumber in the west have held their own during these years and while no doubt some material can be bought at forced sale prices from existing stocks, British Columbia manufacturers cannot quote lower prices than 1913-14 and stay in business.

The competition from the States in the lumber trade is scarcely legitimate. In contrast with a 35 per cent. duty in favor of the cement manufacturer, the sawmill men in the west have no protection whatever against foreign competition, while wages for common labor in British Columbia are $3.00 a day as against $2.00 in the western States, he has also a comparatively small and uncertain market cumbered with a credit condition which necessarily entails very serious losses upon the manufacturer in such times as these; consequently with lumber below cost in 1913-14 there is scarcely any likelihood of a lower price for 1915-16. To those whose knowledge is restricted to the vagaries of the retail trade these statements may seem unreasonable, but with United States dimension lumber quoted to wholesalers and others at $17.50 to $19, f.o.b. cars at all available points, after allowing freight charges averaging $9 per 1,000 ft. the British Columbia manufacturer does not receive a fancy price for all his work; logging, sawing piling, dressing, loading on cars, selling and collecting expenses, and probable losses.

The Canadian manufacturer has been forced by this foreign competition to dress down dimension lumber, in order to save weight, to a point detrimental to the buildings in which lumber is used so that at the present time 2-in. dimension is only 1⅝ ins. thick and United States dimension is even less, running slightly over 1½ ins. in thickness and as this is a matter of serious differences between the architect and the contractor, times without number, some effort should be made to standardize 2-in. dimension at not less than ¼-in. scant, as the difference in freight would only increase the cost from $1 to $1.50 per 1,000 ft., and a change of this nature would be in the best interest of all those connected with the erection of buildings as well as in the interests of the Canadian manufacturer.

The present unfortunate war is in no way responsible for the condition of the building trades and were it over to-morrow, there would be no improvement on these conditions. All the western cities

are built ahead of the development of the agricutural interests of the country and until there is a more even balance there can be no legitimate demand for city building. This depression will no doubt be to the advantage of the country as a whole, sending back many to the land and closing out to a large extent this parasitical business of the real estate gambler and all such fakers who persuade themselves and others that a country's growth is not governed by economic laws. Should this war continue for a year or two the agricultural interests of this country would make greater progress than under normal conditions and upon this progress depends the early solution of the present depression in the building trades.

## The New Tariff and Its Effect

In the course of a number of discussions upon the new customs tariff upon lumber entering Canada, the Canada Lumberman has secured from lumbermen practically only one opinion, namely, that the new duty will keep out the large quantities of low grade stocks from the United States which formerly had been such a serious competitor with Canadian pine, hemlock, spruce and fir. The belief is also general that this will be a good thing for the lumber manufacturers and consumers in Canada.

The chief discussion at present seems to be upon the effect of the new tariff, upon contracts entered into before it was announced. At a gathering of lumbermen recently held in Toronto this point was under discussion and the opinion was general that these contracts should be carried out as though there were no question of an altered customs tariff to be considered. This would mean that a sale f.o.b. a Canadian point meant that the seller had to pay the increased duty, while a sale f.o.b. a mill point meant that the buyer had to pay the increase. These are matters to be settled between the parties however, and are not likely to cause much difficulty. An interesting case is one where a sale of United States stock was put through by a Canadian wholesale firm, the purchaser being the Dominion Government. The firm has put the matter up to the Government and is waiting for its report upon the matter. The opinion of the lumber trade in Toronto upon the new tariff are given more fully in an editorial article based upon them, appearing in this issue.

The duty upon lumber, timber, etc., entering Canada according to the new custom's tariff, compared with the duty as it stood before the change in the tariff is as follows:—

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| Logs and round unmanufactured timber, handle, heading, stave and shingle bolts, n.o.p.; firewood, hop poles, fence posts and railway ties | Free | 7½ |
| Heading and stave bolts, and staves in the rough, of poplar | 20 | 27½ |
| Mexican saddle trees and stirrups of wood, treenails; hub, last, wagon, oar and gun blocks, and all like blocks or sticks, rough hewn, or sawn only; felloes of hickory or oak, not further manufactured than rough sawn or bent to shape; staves of oak, sawn, split or cut, not further manufactured than listed or jointed; shingles of wood; spokes of hickory or oak, not further manufactured than rough turned, and not tenoned, mitred or sized, and scale board for cheese | Free | 7½ |
| Planks, boards, clapboards, lath, plain pickets and other timber or lumber of wood, not further manufactured than sawn or split, whether creosoted, vulcanized, or treated by any other preserving process, or not | Free | 7½ |
| Planks, boards and other lumber of wood, sawn, split or cut, and dressed on one side only, but not further manufactured | Free | 7½ |
| Sawn boards, planks and dtals planed or dressed on one or both sides, when the edges thereof are jointed or tongued and grooved | 25 | 32½ |
| Manufactures of wood, n.o.p. | 25 | 32½ |
| Veneers of wood, n.o.p., not over three thirty-seconds of an inch in thickness | 15 | 22½ |
| Veneers of oak, rosewood, mahogany, Spanish cedar and walnut, not over three thirty-seconds of an inch in thickness | 7½ | 15 |
| Moldings of wood, plain, gilded or otherwise further manufactured | 25 | 32½ |

The quantity of logs scaled in British Columbia during January showed a considerable increase over December and was more than double the quantity scaled in January, 1914. The figures are as follows:—January, 1915, 51,225,817 feet; December, 1914, 40,620,000 feet; January, 1914, 21,209,000 feet. Since all the large camps are shut down it would appear as if the logs scaled in January were cut in previous months and brought out, following the placing of some business with Coast mills.

### Montreal Lumbermen's Views Upon the Tariff

Mr. J. S. Bock, of the Eagle Lumber Company, Montreal, expressed the opinion that the new lumber tariff will help to keep out inferior grades, but believes that it will have little effect on the good qualities. United States manufacturers have a considerable supply of the former, and are anxious to dump it on Canadian markets. The tariff should materially help the sash and door industry of British Columbia, which in Mr. Bock's view will be able to compete more successfully with the sash and doors imported from over the border. Instead of purchasing American sash and doors, the people in the east are more likely to buy British Columbia productons; the additional 7½ per cent. will mean a great deal to British Columbia mills. Even with this 7½ per cent., eastern sash and door manufacturers will find it difficult to compete with United States sash and doors, but British Columbia mills ought to be able to secure much eastern business, now that their foreign competitors are handicapped by the new duties. The question of who is to pay the duties on lumber imported from the States and contracted for prior to the introduction of the budget has arisen. Some of this was rough lumber, which had been duty free, and some dressed lumber, which will have to pay the higher duty. Mr. Bock pointed out that in the former case, f.o.b. Montreal, the duty should be paid by the seller; he had agreed to pay all charges, and ran the chances of a duty being imposed. The buyer had contracted to give a certain price for the lumber as delivered in Montreal, and had nothing to do with any extra and unforeseen charges that might be imposed. Mr. Bock instanced the heavy rise in freights to the United Kingdom, for lumber sold c.i.f. Liverpool. The seller in this case took the risk of the charges increasing from the date of the bargain, and of course had to pay. The same thing applied to the duty on lumber bought in the United States. In the case of f.o.b. mill the tariff would fall on the buyer, as he had undertaken to pay all charges, and this naturally included any higher duty.

Mr. Blair, of Blair & Rolland, Montreal, stated that the chief benefit of the new duties would be in the direction of keeping out the low grades of Georgia pine, sold here at prices which represented a loss to the manufacturers and which had a depressing effect on certain classes of Canadian lumber. The exemption from duty of the rough lumber was a factor in this business, and the imposition of a 7½ per cent. tariff will mean that if the United States manufacturers desired to continue the dumping they would have to face greater losses. In view of conditions, it was desirable to limit competition of the character referred to, and the tariff will probably help in this way. The extra 7½ per cent. will not, said Mr. Blair, have much influence on high grades, as it is likely that United States firms will bear a portion of this charge if they want to secure Canadian business.

Mr. C. B. Graddon, of the Graddon Lumber Company, Montreal, believed that the tariff will assist the lumber trade, particularly in such grades as have been dumped into this country. The lumber dealers are not likely to raise prices, having regard to present conditions; the effect will probably be that Canadian lumber will take the place of the United States stock in the case of the poor qualities.

### Buffalo Firms Object to Increase on Uncompleted Contracts

In connection with the duty which has been placed upon rough lumber entering Canada and the increased duty upon finished lumber, lumbermen in Buffalo, N.Y., held a meeting at the Buffalo Lumber Exchange on February 20th and passed a resolution declaring it to be the intention of the members present to refuse to pay any additional charge or to stand a reduction in connection with cars in transit and uncompleted contracts. The resolution is as follows:—

Inasmuch as the Canadian Government has imposed an extra import duty on lumber from the United States, and after a full discussion of the question at a regular meeting of this exchange, be it resolved, That we shall decline to pay this duty on all lumber sold, now in transit to Canada, as the duty is a Canadian war tax, any portion of which we will not assume.

### Lumbermen's Section of Toronto Board of Trade

A meeting of the lumbermen of the city of Toronto was held at the Board of Trade on Friday, February 19th, for the purpose of considering by-laws for the proposed Lumbermen's Section of the Board of Trade. After holding a luncheon, the members heard a report from the special committee appointed at a previous meeting to draw up a set of by-laws. The by-laws as presented were approved and signed by those present. The secretary was requested to present the by-laws to the Board of Trade as an application for the formation of a Lumbermen's Section. When the Board has approved of these, which it is expected to do at an early meeting, another luncheon will be held by the lumbermen, at which final steps will be taken for the formation of a section. Mr. J. L. Campbell, of Campbell & Johnson occupied the chair at the meeting and was requested to continue in the chair for the purpose of calling the next meeting.

# Hemlock and Its Troubles

**A SALESMAN'S CONCLUSIONS ABOUT THE SITUATION AND POSSIBLE REMEDIES.**

Contributed specially to the Canada Lumberman by one of its readers

**Have the manufacturers been responsible for the inroads of United States hemlock into Canada? Thin stock, prices and grades, matters which might be given some more study.**

NOW that there is a lull in the importation of United States hemlock and loblolly, short leaf, bull, Virginia or Tenessee sap pine, or any other of the host of nomeclature the Bureau of Forestry gives to differentiate it from the genuine long leaf Georgia yellow pine, the time is not amiss to call the attention of manufacturers of Canadian hemlock and Norway pine to a few salient truths, that perhaps may hurt their minds in the recital, but will, if a proper observance of them be given, help them to realize a few of the errors of their ways in the yast years, and mayhap be a means of avoiding a recurrence, in the years to come.

The hue and cry went forth over the whole of Ontario a few years ago that United States firms were getting a lot of business that should have gone into the current order files of Canadian manufacturers and wholesalers. This is and was a painful truth. Salesmen were coming in off their trips with a much smaller quantity of business booked than had been their custom. They were complaining of the low prices United States hemlock was being sold for right under their noses. They had to let orders go because firms would not see the direction the straw was being blown about, and refused to reduce their prices, preferring to sit smug in their siwvel chairs and send out preachments that these conditions would not last. They did last, however, and what was the result—salesmen had to pass up orders which went to the United States and shipments of United States hemlock and yellow pine were glutting the markets here, with a baneful effect on conditions then, and now, existing here.

### Competition Encouraged

The Canadian manufacturers held meetings and denounced the practice, but went right along their foolish way and kept their prices up to a base f.o.b. their mills which United States firms could meet, dressed one side, delivered in such towns as London, Toronto, Brantford and Hamilton. Let us see, Canadian hemlock was quoted at $20 and $21 f.o.b. mill points, while United States stock was sold for $20.50 and $21.50 sized and delivered. It cost the retailers $1.50 per M. ft. to have the Canadian hemlock sized, plus a stop off charge of 1c. per 100 lbs., this with an 8c. rate of freight cost them $24 delivered. Quite some difference, eh? Sometimes the freight cost higher but the shipper did not care a rap about that—he did not have to pay the freight charges, so why should he worry? I know of a case where the shipper smiled out loud when protest was made about shipping the stock green from the saw. It was not always necessary to ship lumber green from the saw—leaving the dry stock on their yards, for some favorite customer, where they remained a monumental mockery of their shortsightedness. They did, however, and there are firms today who wish they could reduce the size of the lumber monuments, for they are certainly weighting down to the death a number of firms; and it would seem to me that a most appropriate inscription that should be tacked on these piles would be "IN PAINFUL MEMORY OF THE GREAT GOD, GREED."

The Canadian manufacturer and wholesaler as a rule does not take as much interest in his customer's welfare as he should. When a car of lumber leaves their yards they should see that it is weighed properly, and a protest made in the event of the railroads overweighing it. They should also see to it that the railroads give it proper despatch after they have it in their hands. It should be traced through to destination and everything done to facilitate its movement. Show your customer some SERVICE and see how quickly he will respond to this good service by placing repeat orders with you. You go into a hotel and pay for service and expect it in return. If you do not get it you go to some other hotel that caters to you, don't you? This rule applies to the lumber business just as well.

Do not, for Heaven's sake, always give the old answer that "you will write the mill to hurry shipment." See that shipments are made properly and, when a customer asks you about his order, be in a position to tell him the minutest details regarding it. It pays. Anticipate these inquiries and have information ready to give him. IT CAN BE DONE. I have known where it has been done and the firms profited thereby. It took an extra clerk to handle these details but it was worth many times fifteen dollars a week to have it done.

We are now experiencing the results of keeping our prices up in the sky. United States firms have, in the past year, shipped enough hemlock and yellow pine into Canada to last a long, long while, and our stocks of hemlock go begging. Do the manufacturers and wholesalers, who have millions of feet of stock on their yards now, realize that perhaps it would have been much better to have dropped prices in the beginning and thus have disposed of their stocks and realized money on them rather than to have waited so long, eventually dropping prices to meet this competition, and then only selling an odd car now and then? The money they would have realized by the disposal of their lumber would have enabled them to go into the bush this winter and get more logs—now they will be curtailed in this respect and a great many of their men will be out of work all winter or a goodly part of it. Don't make the mistake a second time.

### Plenty of Timber Still in Sight

I have heard it mentioned that at the time the United States hemlock and pine were being shipped into Canada there was a great shortage of Canadian hemlock and there was none to be had. Now this is a fallacy, pure and simple. Look at the amount of stock that can be purchased today if you really want to go up into the north and buy. It's the old cry of wolf over again. I have heard that there is very little hemlock left in Canada; that outputs are curtailed for this very reason. Many of these stereotyped phrases are "belched forth from capacious lungs" resting in the bodies of some Sir Oracles who love to rush into print whenever they can, to talk about the apparent shortage of standing timber, outputs, etc. Is it not peculiar, that wherever there was the least vestige of a short production in a section, from other sections there came enough lumber to amply supply all markets? Is there not always some means at hand to supply a customer with exactly what he wants? There always seems to be enough to go round. In reading, only a few days ago, of a large lumber corporation in Ontario which was liquidating, and which owned large timber limits in the Georgian Bay district, I counted up the quantity of hemlock advertised for sale on the various limits, as per their estimate, and it totalled something nearly a billion feet. Remember, this is only one firm. How many other firms are there operating in the Muskoka, Parry Sound and Georgian Bay districts, and in the section north of Lindsay, who own or control many more billion feet of hemlock? Get out of the habit of exaggerating the shortage of hemlock lumber.

The time is right at hand when Canadian manufacturers of hemlock can regain their lost trade, and best of all, their lost prestige. Retailers prefer Canadian hemlock as a rule, because it is graded better, runs less to shake and is finer grained because of being smaller timber, but they will not pay a premium for it over United States hemlock or yellow pine, which they can buy for from $2 to $3 per M. feet less. And you cannot blame them. Now is the time for Canadians to get together and establish a base price that will make it practically impossible for the United States manufacturers to compete, except at such an excessive loss that they will quit shipping their stocks here. Once you have the trade back, however, do not go boosting your prices again and have a repetition of the situation that existed from June, 1913, right up to November, 1914. Having had the fire applied to your feet once, don't get caught again.

Another point I wish to call to attention. United States manufacturers size their lumber. So could the Canadian manufacturer of any account if he would only invest some of his money in a rip saw and place it in his plant. Take some of the money you spend on pleasure trips and put it in a machine and you could size your stock at a cost of 50c. per M. feet. The machine would pay for itself in a short while. As it now stands you ship your lumber to some other point, stop it off there at a cost of 1c. per 100 lbs., and then have to pay from $1.25 to $1.50 per M. feet for the work. You do not have to pay this, of course, but your customer does, and this is what he is complaining about. Then there is another point worth considering—when you size the stock at your own mill and load it in a car it goes right through to destination and there is very little delay in transit. A lot of inconvenience can be overcome. Your customer will be better pleased with the service rendered him and a general all-round good feling will prevail. Scheme up some remedy for this question right away.

Mr. Manufacturer, get your eyes opened and get them opened up right now, otherwise you will be holding the bag again in the year 1915, and your lumber will again be piled high in your yards as it is now. Give the retailer something for his money. He is a pretty good fellow, as a rule, and is always willing to meet you half way. Get him down to some of your meetings and let him present his side of the questions, and then collaborate on a remedy for conditions. Now is a good time to do this—you all have more or less surplus time on

your hands these days. You can do it if you are not too set in your ways of thinking and refuse to see the light.

### The Matter of Thickness

Here is another point worth considering. United States hemlock and yellow pine have been coming into Canada thinner than Canadians are cutting their hemlock. Their inch has been, invariably, resawed from two-inch stock and then dressed one side to three-quarter inch. Their two-inch has been sawn 1⅞ in. and frequently runs as low as 1¾ in. Now, if the retailer and contractor have been able to use this stock in such thicknesses from the United States, why cannot they use it from Canada? Suppose you start practising this mode of cutting, right now. The retailer has been educated up to accepting thin lumber by now, and if he should protest, just come back at him with the statement that he was able to use United States stock which is thinner all around. Tell him we are just emulating the nice example set us by our United States brothers. Did you ever sit down and figure out exactly what this difference is? I don't believe many of you have. Let us give this question a little consideration. Suppose you cut your stock ⅛ in. scant in thickness and ⅛ in. scant in width. Let us see how this figures out. Take a piece of 2 x 10 x 12—according to Canadian measurement you supply 20 feet actual measurement, while the the United States method you only supply 1⅞ x 9⅞ x 12 or 18 33/64 feet. In other words, they supply 1 31/64 feet less on every piece of this size, but they get paid for 20 feet of lumber. Let us go a step further—for every actual 1,000 ft. of lumber Canadians supply the Americans only furnish in actual measure 927 1/3 ft., of a difference of 72 2/3 ft. Figure this at a base price of $17 (the ruling price when this was written) and you will see there is a difference of about $1.23 per M. feet. Of course, this will figure out differently on other sizes, but I think a correct average would be a gain of 66 2/3 ft. in every thousand feet. Now what can be done with this extra $1.23 per M. feet? It will size your stock for you and help along on the general expense. In addition to this, Mr. Manufacturer, you gain in piece or log production to the extent of 15 to 20 per cent., which means another $1.25 to $1.50 per M. feet.

Now, Mr. Manufacturer and Wholesaler, cannot you understand a little what your salesmen have been up against on the road? No wonder orders have not been coming into your books in such volume as was evidenced in the fat years of 1910 to 1912. It has not been a bed of roses for your salesmen the past year and a half. I know, for I have travelled Ontario until I havt been foot weary trying to land orders—searching in the by-ways as well as along the great highways. It has not been a bed of roses for the salesmen this year. The thorns have been pretty thick and they have scratched very hard—thank you.

### Thin Stock Could Easily Be Introduced

Perhaps some of you are timid about starting the cutting of your hemlock thin. Do you know they have been doing it down east for years, and don't seem to have any trouble with the trade. Perhaps some old-time retail lumbermen will kick on the thinness at first, but if you take concerted action—get your mills lined up and DO IT, they will simply take the stock the way they can get it only, and when they find all mills cut their stock in the same manner, they will adapt themselves to the new order of things. If you inaugurate this method in your mills you will have placed a pretty firm barrier in the way of United States hemlock and yellow pine dimension. Think this over seriously but ACT QUICKLY. I understand a few firms up north have been cutting their stock the past year ⅛ in. scant and no complaints have been registered against it by their customers. This only goes to show that you can all do it and be on equal footing with your neighbors.

Here is another point—why don't you make a grade of "merchantable" to equal the United States grade of merchantable and sell it for a dollar or so less per M. than regular No. 1 stock? Put in 60 to 70 per cent. of No. 1 and balance out with the top end of your No. 2, and if they want such a grade let them have it. Don't call it "mill run"—that is a misleading term. How many of you realize that this was the club that retailers held over the heads of the salesmen this past year and a half? If they could use this percentage of No. 2 from the United States manufacturers why cannot they use it from the Canadians?

There is an association in Ontario among the manufacturers which meets every once and awhile to discuss conditions and prices, etc. On many occasions the members have stated they were holding the prices up to schedule, when it was a known fact that they were willing to take anything they were offered for their lumber. What good is an association if members are not honest with one another? You don't want an association to maintain prices. You want it more for the ethical betterment of conditions and your business. Men will naturally resort to equivocation about prices they are getting, even when we salesmen see invoices in offices we visit, showing exactly at what they sell the stocks. Don't go to these meetings and deliberately state you are averaging $19 for hemlock up to 16 ft. long, when you are putting in 18 and 20 ft. stock at the same price. Murder will out and statements like the above get nailed to the cross sooner or later—perhaps you don't care what the other fellows think, but take it from me, the other fellow's time comes and when it does you are going to feel the results very keenly. The good opinion of your fellowmen is a valuable asset in business these days.

### A "Merchantable" Grade suggested

I hope the time is right at hand when Canadian Manufacturers and wholesalers will really get together and act in harmony along such lines that will bring them back their lost business, hold the trade they now have in hand, and open up new fields for their stocks. You will have to bear in mind the fact that you will have to establish a base price, that will preclude all possibility of the United States manufacturers again getting into Canadian markets without entailing such severe loss that it would be suicidal to attempt it. You will have to cut your lumber ⅞ in. and 1⅞ in. thick and you will have to make three grades, viz.: No. 1, merchantable, and No. 2; and in the last-named grade, red heart, dry rot or dozy lumber will not be admitted. This kind of lumber is only fit for the fire and you would do well to consign it to that destination.

If you adopt some of these recommendations you will be on a much better footing than every before, and it will be a long time before you will be bothered by United States firms dumping their stock into your rightful fields of endeavor, to the demoralization of the healthy conditions that should exist here. You will also keep your money from going out of the country, which is something to guard well against, and a new state of prosperity will be established that will take only an avalanche to demolish.

Wake up! Get some new ideas in your business make-up and you will be pleasantly surprised to see how quickly your faces will be wreathed with smiles instead of the glum looks that everyone now seems to be putting on their countenances.

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## Safety First in Dominion Parks

At the request of the Dominion Parks Branch of the Department of the Interior, the E. B. Eddy Company has recently put into effect an excellent precautionary measure against forest fires. This company is now printing in striking colors and attractive design on their match boxes an effective fire notice, warning the public not to throw away burning matches especially in the woods. It is a well-known fact that many forest fires are due to carelessness in handling matches.

It is recognized that the best way to get people to realize the danger with matches and fire is to have the necessity of care constantly impressed upon them. It is thought that if a person sees a fire warning notice every time he takes a match from a box, the exercise of care with fire will gradually become a habit with him.

Up to the present time, however, the match itself has also been at fault. If an ordinary match is lighted and allowed to burn from one end to the other, the flame then extinguished, it will be observed that the burned portion remains a live coal for almost a minute after the flame is out. The E. B. Eddy Company are undertaking to correct this fault by impregnating their matches so that when the flame is out the match is dead. Some of their matches are now treated in this way and it is the intention to have all their matches impregnated as soon as machinery can be installed for the purpose.

Other industrial companies are also co-operating with the Dominion Parks Branch in the campaign against destructive fires. Last spring the Canadian Pacific and other railways placed fire warning notices in their smoking cars and last fall inserted them in their menu cards. Arrangements are also being made with the Manager in Chief of the C. P. R. Hotels to have very neat and attractivefire memoranda placed in the guest rooms of the hotels operated by the company.

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## Shingle Exports to the United States

Canadian-made shingles shipped into the United States during the year of 1914 totalled 1,248,726,000 pieces (6,244 cars), valued at $2,773,009. The 1914 shipments were duty free, under the Underwood tariff. In 1913, Canadian-made shingles shipped into the United States, totalled 561,363,000 pieces—of which 215,268,000 were shipped in under the Underwood tariff from October 4th to December 31st; and 346,095,000 came in from January 1st to October 3rd, absorbing the then fifty-cent duty of the Payne-Aldrich tariff.

In 1912 Canada shipped 539,434,000 shingles into the United States absorbing a fifty-cent duty. Here is the story in brief.

| | Pieces |
|---|---|
| 1912—Under 50 tariff ... ... ... ... ... ... | 539,434,000 |
| 1913—9 months, 50c. tariff ... ... ... ... ... | 346,059,000 |
| 1913—3 months under free trade ... ... ... | 215,268,000 |
| 1914—Free trade ... ... ... ... ... ... ... | 1,248,726,000 |

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That the British Columbia shingle manufacturers are breaking into the Atlantic Coast markets was demonstrated recently by the arrival in Seattle of 6,000,000 shingles for reshipment on one of the Dollar liners to New York City.

# British Columbia's Finest Cedar Plant

## Vancouver Lumber Company's Mill at Roche Point Now Ready for Operation —The Latest Thing in Efficient Equipment

Local millmen and manufacturing experts from the other side of the line who have inspected the new plant of the Vancouver Cedar Mills, Limited, at Roche Point, on the North Shore of Burrard Inlet, about seven miles from Vancouver, are firmly of the opinion that no plant on the entire Pacific Coast is better designed and equipped for the economical manufacturing of cedar lumber and shingles. The site, comprising about seventeen acres, with over 1,400 feet of water-frontage, was originally acquired by the Red Fir Lumber Company, Limited, but after erecting a substantial mill frame and large hotel building, the company met with financial troubles. Early last spring the property was taken over by the Vancouver Lumber Company, Limited, following which Managing Director E. C. Knight called in A. B. Pracna, mill architect and designer, Seattle and Vancouver, to re-model the sawmill and supervise the construction of the shingle mill, power house and other buildings.

The outstanding feature of the plant equipment is the wide use that has been made of transmission systems and gravity carriers. Wherever possible the handling of stock is done automatically, with the result that the operating force required will not exceed seventy-five men when every department is being worked to full capacity. Keeping in mind the fact that the ability of Puget Sound millmen to manufacture cheaply is held to be largely due to their use of labor-saving machinery, it is cause for satisfaction that another thoroughly modern plant has been added to the British Columbia list.

### Description of the New Plant

The sawmill or lumber department is designed and built especially for the manufacturing of cedar lumber and is what is termed a "short mill." The extreme length that can be sawn in this plant is 24 feet. The object of the lumber mill is to work the higher grades of lumber out of the log and send the balance to the shingle mill to be manufactured into shingles. As there is no call for long cedar lumber, and it being a fact that the best and most lumber is in the butt end of the log, and practically none in the top end, it is plainly seen that it is uneconomical to send the whole log through the sawmill. As the logs are brought from the woods in 32 and 40 foot lengths they are cut up in the desired lengths by a motor-driven drag saw located on a float at the foot of the log slip.

The equipment of the sawmill consists of the log haul, log stop, Simonson turner, overhead canter, three block carriages with 72-in. opening, one 9-foot single cutting band mill, 10 x 32 direct steam driven Wickes gang, 8-in. x 60-in. edger and 24-foot overhead trimmer, with air-lift for saws, and a very complete arrangement of live rolls, transfers, etc. Located in the main line of rolls from band saw, and directly opposite the back edger table, is a steam cant lifter for throwing the shingle cants from the live rolls to the transfer chains, which carry the cants to a set of live rolls. These rolls deliver the cants to a cant cut-off machine, which carries a 60-in. circular saw. This machine consists of a bed of live rolls on a carriage, which in turn is moved back and forth by a steam cylinder, commonly called a "shot-gun feed." The work of this machine is to cut-off the cants to the proper lengths for shingles. On the lower floor of mill is located the line shafting, drives, conveyors, etc., all being of extra heavy proportions and substantially installed. The filing equipment is complete and is located on the third floor directly over the band mill.

The mill frame is of exceptionally large timbers and is substantially supported on concrete piers. The main part of mill is 46 feet wide and 152 feet long. A wing on one side of mill in which is located the cant cut-off machine is 32 feet wide and 64 feet long. The engine room is located on this side of the mill, and is also a wing 32 feet wide and 32 feet long, in which is located an 18-in. x 24-in. twin slide valve engine with balanced valves. This engine rests on a solid concrete foundation and is of ample power to drive the mill to capacity. On the opposite side of mill, and towards the rear, there is a wing 24 feet wide and 30 feet long which houses the lath machinery, consisting of lath bolter, lath machine, lath trimmer, transfers and conveyors.

After the lumber passes through the trimmer it drops into a set of live rolls which delivers it onto a section of "Steeple-Top" transfer chains. Opposite these chains there will eventually be installed a vertical roller feed band resaw with 66-in. wheels, and housed in a building 44 feet wide by 64 feet long. The lumber which is to be resawn is jumped off the steeple-top chains mentioned above and is delivered onto a set of transfer chains, which convey it to the resaw. The lumber being passed through the resaw, it is again delivered on to the steeple-top chains, and again goes by the marker, who may return a part of it to the resaw for further manufacture. The steeple-top chains convey the lumber to a set of transfer chains which delivers the lumber to a system of gravity rolls, which in turn delivers the lumber onto the docks for shipment to the company's plant in the city of Vancouver, where it will be kiln-dried and worked up into the finished article.

### Twelve Upright Shingle Machines in Line

The shingle mill department is housed in a separate two-storey building adjacent to the north of the lumber department. This building is 42 feet wide by 150 feet long, and is of heavy timbered construction and substantially supported on concrete piers. The upper floor of this building contains twelve upright shingle machines. This floor also contains a knee bolter for sapping and shaping the blocks and for cutting away the defective material. The blocks are conveyed from the cut-off machine in the sawmill by an endless chain which passes by the knee bolter and in front of the shingle machines. The block pilers take the blocks from this endless chain and place them on a bench within easy reach of the sawyers.

On the lower floor is located the line shafting, conveyors, shingle bins and packing frames. Special mention should be made of the manner in which the bunches of shingles are carried to the kilns or dock. This is done through a system of conveyors and gravity rolls. The first section of conveyor is reversible, so that in running one way the shingles are conveyed to the kilns, and running the other way conveys them to a set of gravity rolls which in turn delivers them directly to the dock for shipment in the green state. The shingles as they are sawn and clipped are dropped into their respective bins by the sawyer above. The packers below then proceed to pack the shingles into the neat and symmetrical bunches for which British Columbia is justly famed. Each bunch contains 250 shingles. The packer as he completes a bunch places it on a bench close to his side, and along comes the marker, whose duty it is to inspect or stencil the bunches with the proper grade and trade marks. He then places the bunches onto the conveyor mentioned above to be conveyed to the dry kilns or dock.

The engine for driving the shingle mill is housed in a one-storey lean-to wing built onto side of main building. This wing is 22 feet wide and 31 feet long. The engine is an 18-in. x 24-in. twin slide

Plant of Vancouver Cedar Mills, Limited, Roche Point, Burrard Inlet, B. C.

**Interior View of Sawmill—Vancouver Cedar Mills Co., Limited.**

valve with balance valves, and is of ample power to drive the shingle mill to capacity.

The kilns for drying the shingles are located to the west of the mill and a sufficient distance away to afford protection from fire. There are three of these kilns, each 20 feet wide and 120 feet long, and of ample capacity for the shingle mill. These kilns are of the North Coast type and were furnished by the North Coast Dry Kiln Company, of Seattle, Washington. The kilns are fireproof, being of hollow tile and cement construction.

As mentioned before, the bunches of shingles are carried to the kilns by a system of conveyors, and at the receiving end of the kilns they are made up into proper loads for passing through the kilns. After they have passed through the kilns they enter the cooling shed at the discharge end of kilns, where they are left a sufficient time to gradually cool off. From here they are passed into the storage shed, still in the original load and on the same trucks on which they entered the kilns. This shed is 64 feet wide and 108 feet long, and is capable of holding several millions of shingles. It is of heavy timber construction and substantially supported on concrete piers. From here the shingles are placed onto a system of gravity rolls, which conveys them to the dock for loading on cars or transfer barge. It can readily be seen that the complete operation from log to shipping dock is done with the minimum amount of labor and handling.

### The Power House and Steam Plant

The steam plant for supplying steam to the engines and dry kilns is contained in a separate building, located to the north of sawmill and east of the shingle mill. This building is 50 feet wide and 82 feet long, of heavy timber construction, with crib walls and substantially supported on concrete piers. In this building there are five high pressure, double butt strap horizontal tubular boilers, each 72-in. diameter and 18 feet long. Three of these boilers are set in one battery and two in another. The battery of three boilers is connected to an induced draft system of the Miller type, the other battery has natural draft with stack located outside of building on a concrete foundation. The boilers and induced draft system likewise rest on substantial concrete foundations. The boilers are set with Dutch-oven furnaces, which are automatically fed with sawdust by a conveyor from the sawmill. Primarily the battery of three boilers is for the sawmill and the battery of two boilers for the shingle mill, but they are all piped together, with the required valves between, allowing either of the departments to operate independently without the necessity of operatnig all five boilers, there being arrangements made in the shingle mill and a conveyor provided for bringing fuel directly from the shingle mill to the battery of two boilers. In front of all five boilers there is a steel deck to facilitate the firing of the boilers and for storing sufficient fuel for night and Sunday requirements, it being necessary on account of the kilns and insurance to keep up steam at all times.

**Interior of Shingle Mill—Vancouver Cedar Mills Co., Limited.**

In addition to the cants coming from the sawmill there is another means provided for supplying the shingle mill with material. This is what is termed a cut-off or block room, and is a separate building 30 feet wide and 40 feet long, located adjacent to the log pond. There is a separate log slip for this department, which contains a log haul-up, 84-in. circular saw for splitting the blocks to the required size. The blocks are carried to the shingle mill by one conveyor and the refuse by another. This department is driven by an independent steam engine placed on a solid concrete foundation. The building is of heavy timber construction, substantially supported on concrete piers. This department is primarily for the working up of that class of logs which would not pay to pass through the sawmill, and besides, it allows the shingle mill to be operated independent of the sawmill.

The refuse from the entire plant is conveyed a sufficient distance away to avoid all risk and consumed in an open fire, the dump being protected by a wire mesh screen 30 feet in height, and outer end of burner being carried by a water tower as an additional protection.

From the foregoing, it will be noted that the plant has been designed and built with a view to permanency and with the view of cutting the cost of manufacture to the minimum.

The capacity of the plant is figured to be about 100,000 feet of lumber and 350,000 shingles in ten hours.

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## Trade Improvement In Sight in the West

Mr. E. J. Palmer, managing director of the Victoria Lumber & Manufacturing Company, Chemainus, B.C., is reported in a recent interview as follows:—"Numerous inquiries have been made for lumber, but the dominant factor is the shortage of tonnage on the North Pacific Coast. With the present rates prevailing, it is impossible to ship to the old country, and we are chiefly interested now in the rumored demand for 500 million feet which is reported from Paris for the French Government to replace losses in the war and for military purposes. Some inquiries are being prosecuted in that behalf. If that business should come our way it would mean the revival of the industry in British Columbia.

"The Island will take some share of the big contract recently announced, orders being placed at Nanaimo. We do not expect that there will be an improvement in tonnage till June next, though if this French contract proves to be a bona-fide Government matter, the Government would be in a position to find the tonnage which is impossible to the private order.

"So far as the northwest market is concerned, I think we shall see a revival, in the form of a normal demand this year, because the conditions during the last few years have been abnormal. Through the decreased demand in the prairie provinces of recent months, the mills have all their yards stocked, thereby leading to the closing down of plants. If there begins to be a call for this lumber, the mills must reopen in order to cut to keep stock up, and that would, of course, lead to a material improvement in conditions. There will not be development until the market improves, but that improvement should come shortly. One of our difficulties has been the decreased demand for building material in the towns, which has in ordinary times kept the stock in the yards at an average level."

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At a recent session of the British Columbia Legislature, the Minister of Lands brought in a bill to relieve holders of special timber licenses who do not pay their renewal fees in time. This act is to remain in force until March 31st, 1916, and it reduces the fine payable along with the necessary renewal fee to $5 if paid within 30 days, $10 if paid within 90 days, or $25 if paid within a year, or at the rate of $25 a year if paid at any later date within the life-time of the act.

# The Reader's Viewpoint on Trade Topics

## Practical Ideas Upon the Handling of Credits and Collections—Science and Tact the Chief Requisites

### System and Perseverance Necessary for Collections

Editor Canada Lumberman: Kingston, Feb. 19th.

While we have had some success in our collection system, we are still open to receive any new ideas that may be suggested.

We have, for some time, debated the question of adopting a uniform system of discount, but up to the present time have not done so. In our collections we resort to various methods, according to the character and standing of the customer with whom we are dealing. A method which may be very successful with one customer may be utterly useless when tried on another.

In the first place, we have found it a great advantage to issue a statement at the first of the month to every customer. The dealer who fails to render accounts to his customers promptly and regularly can only blame himself if they are slow in paying up. The receipt of a statement at the first of the month should not be accepted as an offence by any customer, and when he becomes educated to this plan, he does not object to it. We try to get our customers to pay monthly. If the goods are sold on a very close margin, it is imperative. If a customer fails to pay inside sixty days his statement is marked "Past Due." If this does not bring prompt results, he gets a special letter written in a gentle tone about the 10th of the month. If, at the beginning of the third month, the account still remains unpaid, he is written a letter which is a little stronger in tone than the previous one. After ninety days, interest at 7 per cent. yearly is added to the invoice, as all invoices contain a printed notice that interest is charged at 7 per cent. after sixty days, although we seldom enforce this condition if the customer pays in a reasonable time.

If a customer, at the time of purchase, asks for time, we request him to sign a note bearing interest, or if he can not meet his obligations, we often have his account converted into a promissory note.

If the account has run so long that it is doubtful, and we find it necessary to engage an attorney, we usually warn the customer before placing the matter in the attorney's hands, and this, very often, brings results. If we have to give notice of suit or threats to enforce payment, these are usually made in writing, for we find, as a rule, it is bad policy to make these verbally. A card record of delinquent customers is kept, and all promises are carefully noted thereon.

Some accounts can be collected quite readily by calling the customer up on the telephone, especially if he be a farmer using a rural line. A customer on a rural line will not take any chance of his neighbor hearing him being asked for payment by telephone, and most rural customers will immediately make some arrangements about payment rather than have this repeated. There are other customers who have bank accounts, but whose policy it is to keep their money as long as they can. This class is more impressed by a bank draft than anything else. There are still others to whom a personal visit is more effective than anything else, but we have found that this takes a great deal of time, and in most cases, mail is much cheaper, and more satisfactory, if the letters are tactfully and judiciously prepared. If one finds that a customer is determined to evade payment of account, or to raise some technical objections, it is advisable to procure the help of an attorney, one who makes a specialty of this business.

We also make some use of the Mechanics' Lien Law, and in cases where a customer is doubtful, we make sure that a lien is registered against the property for which the goods are being supplied before the thirty days' limit expires, and we have had cases in which the owners were completely taken by surprise when they realized that we had a claim against their property in this way.

The collection of accounts is a science and requires tact. Where tact and good judgment, and the monthly system of rendering accounts are in use, there ought to be less than ½ per cent. of losses through bad debts.—S. Anglin & Company.

### The Credit Question—A Retailer's Plan That Works

Editor Canada Lumberman:

In regard to our credit arrangements, we make all terms cash 30 days, and after that bank interest of 7 per cent., and we stick to this regardless of what may be thought by others. We live up to our part of this and needless to say the other fellow has to do the same.

When making a sale the terms are distinctly understood to be 30 days cash, and, of course, this is one of the most essential points, as it saves many minutes time and worry later on in the deal. We take a man's note (if he is responsible) with interest at 7 per cent., which enables us to go ahead without any inconvenience with our credits.

By this method we have made both friends and, I suppose, some enemies, but when a man buys from us he knows that he is used just the same as the other fellow, and that one man is getting no longer terms than the other. This places everybody on the same basis.

We give no discount for cash as our terms are understood to be cash, and that settles the term question.

As for having uniform collection I would say that if all the dealers lived up to any arrangement which was made it would be all right, but you cannot get them all to stay with the game. I might also say that the fellows who do most of the crying about these things, and who are always trying to tie another dealer up to an agreement, are the fellows who are getting the small end of the business, and who will not move out of their tracks to get business. We have them not very far from here, who have in the past tried to get us to form an association to boost prices up to their prices but not down to ours. Their idea is very plain, but I feel that if we are satisfied with our prices and profits, the other fellow should be the same, but no, they find that we are probably buying a little better than they are, and wish to pull our business down a little, to let them have a chance.

These are my views, on some points, but, of course, I am open to change my views if I am convinced of anything which will suit our requirements better.—Retailer.

### Watch Your Credits and Collections Will Take Care of Themselves

Editor Canada Lumberman: Toronto, February 16th.

We have no special system for handling credits and collections. The only advice we can offer our fellow lumbermen, which has proved fairly successful with us, is: watch your credits closely and your collections will take care of themselves.

As to discounts we take the largest cash discount we can get on all occasions, and give as little as possible, and we are always able to show a credit on the right side of the ledger in our discount account.

As to an exchange of credit information honestly among the members themselves, a list kept by the secretary of the lumbermen's section, of the Board of Trade, open to all members, showing the names of the dead ones and the slow ones, would fiill the bill and save 90 per cent. of the bad debts in the wholesale and retail trade.—Reid and Company.

### Admits Necessity for Collection Improvement

Editor Canada Lumberman:

I am sorry to say that our system is much in need of improvement and I will watch with interest anything that you may publish and try and benefit thereby.

I hope you will get information that will be valuable to you.—Lumber Retailer.

### U. S. National Forests Much Used

Selling some billion and a half board feet of timber and supervising the cutting on several thousand different areas, overseeing the grazing of more than 1,500,000 cattle and 7,500,000 sheep, and building more than 600 miles of road, 2,000 miles of trail, 3,000 miles of telephone line, and 700 miles of fire line are some of the things which the United States forest service did last year as disclosed in the report by the chief forester for 1914.

There is need, says the chief forester, to increase the cut of timber from the national forests wherever a fair price can be obtained for the stumpage, because a great deal of it is mature and ought to be taken out to make room for young growth. Unfavorable conditions in the lumber trade caused new sales of national forest timber to fall off somewhat during the past year, though the operations on outstanding sales contracts brought the total cut above that of the previous year by 130,000,000 board feet. There was, however, a big increase in small timber sales, these numbering 8,298 in 1914, against 6,182 the previous year. Desirable blocks of national forest timber have been appraised and put on the market, and it is expected that these will find purchasers when conditions in the lumber industry improve. All told, the government received $1,304,053.66 from the sale of timber on the forests in 1914.

A report from Bobcaygeon, Ont., says that there is unusual actiivty this season in pulpwood, and all available ground in the railway yards is being filled with piles of round wood. If the road holds good, it is expected that well on to 1,500 cords will be delivered. It is being bought for shipment to the States, and is composed of poplar, balm of Gilead, spruce, and tamarac.

## Who Can Furnish Cheap Box Lumber For England?

Editor Canada Lumberman:

I am looking for a cheap class of lumber for export to compete with the Riga white wood, now imported from the Baltic, which is used for box making purposes to hold foodstuffs, consequently the smell of the wodd is an important factor. I think the eastern Canadian spruce is the nearest substitute so far, but it may be that you can inform me of some other suitable wood. It must be something similar in weight, texture, color, grain and smell, to Riga or Libau whites. If you can advise me whether such a wood is obtainable and from whom, I shall be extremely obliged.—**English Importer.**

Any of our readers who are interested in the above enquiry wili find in the following description of the wood from which Riga deals are cut an explanation of the class of wood required.

Spruce or white fir (Picoe excelsa) produces the timber known as "Baltic whitewood" or white deal. It comes from the same districts as the (Baltic) redwood (Pinus sylvestris, Linn), grows to a height of 90 to 100 feet or more, with slender trunk, but carries its branches nearer the ground than the redwood; hence the great number of knots to be found in it. The wood is nearly white in color, a yellowish white with sometimes a reddish or brownish tint, straight in the grain, light, tough, and elastic but soft, yet more difficult to work than redwood, owing to the hardness and great number of the small knots it contains, and inferior to it in every way. It is a timber which shrinks a good deal, but has only a moderate thickness of sap, which is sometimes difficult to distinguish owing to its being nearly the same color as the heartwood. In the poor qualities it is the timber largely used by the "jerry builder," and in a good deal which owners would not call by that name; inferior in strength and durability to redwood, unfitted for good exterior wood, suitable for a cheap description of interior work such as shelves, common tables, flooring and panelling, it is used for all the classes of interior work for which the better class redwood is used, and is probably quite as much used as redwood in ordinary house building; some of the best of it is very good, but it is liable to shrink if less than an inch thick. A large quantity is used for scaffold poles and pit props in mines, of 6 to 8 feet in length and 6 to 8 inches in diameter. It is much valued as one of the resonance woods for the bellies of fiddles and violins, as the sycamore and maple are for the backs. Not only is there a large trade in planed white as well as yellow boards, which are also imported tongued and grooved, but a great quantity of manufactured joinery, doors and door frames, window frames, etc., comes from Norway and Sweden. The best of the Norwegian timber is used up for flooring and planed goods and manufactured joinery. Spruce forms much the larger proportion of the timber used in the toy trade of Austria and the Tyrol. Good deals, either yellow or white, should be bright in color and close in grain; a dull color and open porous grain of a wooly character betoken poor wood. Spruce is hardly distinguishable from fir except by the presence of resin ducts, which are wanting in the latter.

The usual trade terms for Baltic timber are as follows:

Logs or baulks, various length and sizes, up to 40 feet long.

Battens and deals, various lengths, 4 to 9 inches wide and 2 to 4 inches thick; average lengths about 18 feet.

Planks are pieces of various lengths and thicknesses, 11 inches wide and over, and 12 feet and upward in length.

Boards or flooring are pieces 1-inch thick and under.

Great quantities of spruce, especially from the smaller-sized trees, are manufactured into pulp for paper.

Fir is a name indiscriminately applied to the pines, spruces, and firs; they come from the same districts in the Baltic. The Northern and Scotch pines are often called for; the timber is used for the same purposes and the quality is similar to spruce, from which it is not easily distinguishable, except by the absence of resin ducts.

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The annual meeting of the Brtish Columbia Loggers' Association was held recently at Vancouver. Officers for the ensuing year were elected as follows:—President, J. M. Dempsey; Vice-President, I. A. Bearce; Secretary-Treasurer, James R. McGrath (re-elected); Directors—J. M. Dempsey, A. P. Allison, D. J. O'Brien, F. C. Riley, of Bloedel, Stewart & Welch; Charles L. Koelche, International Timber Company; I. A. Bearce, of the Haslam Lake Logging Company; Judson F. Clark, of Clark & Lyford; A. E. Munn, Gordon Development Company; A. W. Mack, Prentice & Mack; C. W. Yapp, Squamish Timber Company; G. Hornibrook, Western Logging Company, and M. J. O'Brien, of Brooks, Scanlon & O'Brien.

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The 18th annual convention of the National Hardwood Lumber Association will be held at Chicago on June 10th and 11th.

### Encouraging English Wood Using Industries

The weekly report of the Department of Trade & Commerce under recent date, referring to the wood trade of Great Britain during 1914 says:—No United Kingdom business has been more directly affected by the war than the timber trade, and the cessation or diminution of shipments of certain woods from the usual sources has caused many importers to look to Canada as an alternative source of supply, notably of railway sleepers, telegraph poles, pit wood, and structural lumber.

The general impression produced by the 1914 figures is that while the returns show a falling off in comparison with 1913, the result is surprisingly good when it is borne in mind that imports in that year constituted a record, and the stagnant effects of an overloaded market which prevailed during the first half of 1914 were succeeded by the transportation and financial difficulties resulting from the war.

This latter feature is accentuated by the fact that the bulk of the imported wood reaches this country in the summer and autumn, and that the German declaration of contraband had hindered consignments from Sweden which otherwise would have filled part of the deficiency.

A practical feature of the campaign which the Commercial Intelligence Branch of the Board of Trade has been conducting in the interests of British trade, is the holding of so-called "exchange meetings" of manufacturers and buyers.

It has been found that both British manufacturers and merchants have been importing from Germany and elsewhere materials which—if even to a lesser degree—are produced in this country, and one object of these conferences is to bring buyers and sellers togther at a time when such co-operation is advantageous. It is also hoped that as an outcome of the present situation. British manufacturers will commence the production of certain goods which have previously only been obtainable from Germany and Austria, and such manufacturers are invited to attend these business meetings at which facilities are available for them to exhibit and introduce their goods to buyers.

Each of these exchange meetings is devoted to some special branch of trade. They last two or three days, and upon the conclusion of the London meeting which takes place in premises which the Board of Trade have recently leased for the purpose, each exhibition is moved to the principal provincial cities, usually with the co-operation of the local Chamber of Commerce, and other commercial bodies.

#### The Manufacture of Bentwood Furniture

The first two meetings were devoted respectively to toys and electrical supplies, and the most recent is connected with the inauguration of the manufacture of bentwood furniture in the United Kingdom.

This has always been a special Austrian industry, and in addition to the regular demand for this furniture which has been established in the United Kingdom, large quantities are sent to other countries most of which are consumers of British goods, the total export trade from Austria amounting to £505,600 in 1913.

With the total cessation of Austrian supplies, some of the furniture manufacturers are desirous of not only securing the British trade, but supplying bentwood furniture of the Austrian type for export purposes.

Upon visiting the exhibition, it was found that probably a dozen manufacturers, mainly from High Wycombe, have commenced the manufacture of bentwood furniture and were showing the most popular types of Austrian chairs and stools. In certain cases there are deviations from the Austrian methods, but the goods look well and the workmanship appeared to be excellent.

At the same time the prices are considerably above those at which Austrian goods are ordinarily laid down in this market, the advance ranging from a quarter to one-third or even more. Manufacturers attribute this mainly to cheap Austrian labor and to the increased cost of timber in this country in comparison with the cheap supplies available in Austria. Another reason is that the industry is an entirely new one in the United Kingdom, whereas for many years operations have been conducted upon a most elaborate scale in Austria, enabling all possible economies to be adopted.

Manufacturers state that they have taken up the production of these goods in the hope of being able to supply a definite want, but that the future development depends entirely upon the encouragement given by buyers both for home and export.

Incidentally one of the manufacturers mentioned the large demand existing at the present time for birch and the difficulty in obtaining supplies. His firm could place a large order for logs with Canadian shippers, and would be glad to receive quotations.

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Reports from New Brunswick state that heavy snow falls early in February made it possible for lumber operators on the Nashwaak, Miramichi and other rivers in central New Brunswick to finish up their season's work earlier than expected. There was at that time about a foot and a half of snow on the Upper Nashwaak and conditions for hauling were excellent. It was then expected that by the third week in February most of the operators on the Nashwaak would have finished their season's work.

## Canada's Exports and Imports of Forest Products

Canada's trade in forest products for the twelve months ending with November 30th, 1914, amounted in value to $41,954,640 in the three previous years, the totals were as follows:—1913, $42,875,089; 1912, $43,112,393; 1911, $40,654,422.

Imports of wood and manufactures of wood into Canada for the twelve months ending November 30th, 1914, were as follows:—from United States, $17,042,577; from the United Kingdom, $418,080; total, $18,075,423. For the twelve months ending November, 1913, the total was $27,137,253.

Imports of dutiable goods included sawed boards, planks, deals, planed or dressed on one or both sides, when the edges are jointed or tongued and grooved, to the amount of 28,430,000 feet valued at $517,205.

Imports of wooden doors during the year were valued at $482,632. Imports of mouldings were valued at $155,446. Imports of veneers of oak, rosewood, mahogany, Spanish cedar and walnut, not over 3/32 of an inch in thickness were valued at $227,752. Other imports of veneers of wood not over 3/32 of an inch in thickness were valued at $58,226. Woodpulp was imported to the value of $404,561.

Canada's exports of paper during the twelve months ending March 31, 1914, were valued at $12,690,549. During the previous year the value was $6,341,088.

Canada's exports of products of the forest during the year ending March 31st, 1914, with a comparison of similar statistics for the previous year were as follows:—

| | Twelve Months Ended March 31, 1913 | | Twelve Months Ended March 31, 1914 | |
|---|---|---|---|---|
| | Quantity | Value | Quantity | Value |
| Ashes, pot and pearl ... Brl. | 550 | $ 25,437 | 434 | $ 19,218 |
| Ashes, leached | ..... | 1,957 | ..... | ..... |
| Ashes, all other | ..... | 34,746 | ..... | 29,644 |
| Total, ashes | ..... | 62,140 | ..... | 48,862 |
| Bark for tanning ... Cord | 5,802 | 29,842 | 4,833 | 25,577 |
| Firewood ... Cord | 16,700 | 49,419 | 16,403 | 49,608 |
| Knees and Futtocks ... No. | 14,139 | 20,597 | 30,526 | 33,404 |
| Lathwood ... Cord | 895 | 3,392 | 72 | 258 |
| Logs, cedar, capable of being made into shingle bolts | ..... | $ | ..... | $ 376,046 |
| Logs, Elm | ..... | 14,640 | ..... | 33,721 |
| Logs, Hemlock | ..... | 7,539 | ..... | 11,276 |
| Logs, Oak | ..... | ..... | ..... | 811 |
| Logs, Pine | ..... | 24,371 | ..... | 62,743 |
| Logs, Spruce | ..... | 45,874 | ..... | 95,483 |
| Logs, Tamarac | ..... | ..... | ..... | 25,473 |
| Logs, All other | ..... | 936,032 | ..... | 212,836 |
| Total, logs | ..... | 1,028,456 | ..... | 818,389 |
| Lumber, viz.:— | | | | |
| Battens | ..... | $ | ..... | $ 5,426 |
| Basswood ... M. ft. | 1,009 | 24,595 | 687 | 14,992 |
| Deals, pine ... St. hund. | 19,956 | 1,386,708 | 20,382 | 1,408,709 |
| Deals, spruce and other " | 134,835 | 5,513,543 | 149,638 | 6,547,854 |
| Deal ends ... " | 6,086 | 228,399 | 7,124 | 294,195 |
| Hickory ... M. ft. | 26 | 1,318 | 59 | 2,993 |
| Laths ... M. | 700,789 | 1,789,969 | 608,921 | 1,699,221 |
| Palings ... M. | 80 | 805 | 2,909 | 20,657 |
| Pickets | ..... | 214,355 | ..... | 206,573 |
| Planks and boards ... M. ft. | 1,149,022 | 20,840,190 | 999,311 | 19,522,675 |
| Scantling ... M. ft. | 106,312 | 1,454,238 | 87,233 | 1,264,881 |
| Shingles ... M. | 564,019 | 1,409,116 | 689,150 | 1,775,619 |
| Lumber, shooks, other | ..... | 266,892 | ..... | 191,001 |
| Lumber, staves, other and headings | ..... | 58,878 | ..... | 70,918 |
| Lumber, all other lumber, n.o.p. | ..... | 250,376 | ..... | 260,630 |
| Total, lumber | ..... | 33,439,382 | ..... | 33,286,344 |
| Match blocks | ..... | $ 4,557 | ..... | $ 6,739 |
| Masts and spars ... No. | 319 | 4,624 | 299 | 3,499 |
| Piling | ..... | 130,909 | ..... | 176,959 |
| Poles—hop, hoop, telegraph and other | ..... | 66,908 | ..... | 127,438 |
| Posts, sleepers and railroad ties. | ..... | 221,530 | ..... | 269,365 |
| Shingle bolts, of pine or cedar Cord | 7,853 | 27,769 | 13,582 | 47,132 |
| Timber, square, viz.:— | | | | |
| Ash | ..... | 2,375 | ..... | 3,414 |
| Birch | ..... | 234,242 | ..... | 134,276 |
| Elm | ..... | 254,969 | ..... | 319,797 |
| Maple | ..... | 52 | ..... | ..... |
| Oak | ..... | 259,498 | ..... | 260,223 |
| Pine, red | ..... | 64,144 | ..... | 31,343 |
| Pine, white | ..... | 943,734 | ..... | 315,509 |
| All other | ..... | 20,070 | ..... | 30,645 |
| Total | ..... | 1,779,084 | ..... | 1,095,207 |
| Wood blocks and other for pulp Cord | 1,003,739 | 6,806,945 | 1,089,384 | 7,388,770 |
| Other articles of the forest | ..... | 4,069 | ..... | 8,536 |
| Total, forest | ..... | 43,679,623 | ..... | 43,386,087 |

Canada's imports of forest products free of duty for the year 1914 were as follows:

| | Quantity | Value |
|---|---|---|
| Cork-wood, unmanufactured | ..... | $ 34,212 |
| Bark, hemlock ... Cords | 340 | 2,330 |
| Felloes of hickory or oak, not further manufactured than rough sawn or bent to shape | ..... | 79,861 |
| Handle, heading, stave and shingle bolts, n.o.p. | ..... | 219,221 |
| Hickory billets | ..... | 69,995 |
| Hickory and oak spokes, not further manufactured than rough turned and not tenoned, mitred or sized | ..... | 231,328 |
| Hub, last, waggon, oar and gun blocks, and all like blocks or sticks, rough hewn or sawn only, and scale board for cheese boxes | ..... | 74,989 |
| Ivory nuts (vegetable) | ..... | 70,222 |
| Fence posts and railroad ties | ..... | 2,326,843 |
| Logs and round unmanufactured timber | ..... | 679,816 |
| Lumber and timber, planks and boards, when not otherwise manufactured than rough sawn or split or creosoted, vulcanized, or treated by any other preserving process, viz.— | | |
| Cherry, chestnut, gumwood, hickory and whitewood Ft. | 23,226,168 | 805,169 |
| Mahogany Ft. | 2,827,134 | 338,820 |
| Oak Ft. | 62,847,785 | 2,660,839 |
| Pitch pine M. ft. | 135,348 | 2,912,363 |
| Red wood Ft. | 289,854 | 11,761 |
| Rose wood Ft. | 6,598 | 2,628 |
| Spanish cedar Ft. | 812,074 | 75,108 |
| Sycamore Ft. | 805 | 37 |
| Walnut Ft. | 485,881 | 28,764 |
| White ash Ft. | 2,416,879 | 119,552 |
| African teak, amaranth, black heart, ebony, boxwood, cocoboral, dogwood, lignum vitae, persimmon, red cedar and satin wood | ..... | 31,188 |
| Timber, hewn or sawn, squared or sided, or creosoted, etc. | ..... | 523,244 |
| Planks, boards and other lumber of wood, sawn, split or cut, and dressed on one side only, but not further manufactured M. ft. | 238,688 | 4,428,341 |
| Pine and spruce clapboards M. ft. | 7 | 108 |
| Laths M. | 35,016 | 82,532 |
| Pickets | ..... | 621 |
| Shingles M. | 53,871 | 104,166 |
| Staves of oak, sawn, split or cut, not further manufactured than listed or jointed M. | 5,567 | 181,624 |
| Total, lumber | ..... | 12,306,865 |
| Sawdust of wood, of all kinds | ..... | 14,804 |
| Treenails M. | 17 | 1,190 |
| Wood for fuel Cords | 29,072 | 89,936 |
| Total, forest | ..... | 16,201,612 |

Exports of wood pulp chemically prepared during the twelve months ending March 31, 1914, amounted to 1,515,633 cwt., valued at $2,923,083. In the previous year the totals were 1,112,457 cwt., valued at $2,100,842. Exports of mechanically ground wood pulp during the twelve months ending March 31, 1914, amounted to 4,816,170 cwt., valued at $3,441,741. During the previous year the totals were 4,749,719 cwt., valued at $3,408,702.

## Western Retailers Annual Meeting

The twenty-fourth annual convention of the Western Retail Lumbermen's Association, was held in Winnipeg on February 17th, 18th and 19th. Over one hundred members were present from Manitoba and Saskatchewan, and all evinced a live interest in the proceedings.

Officers and directors for the ensuing year were elected as follows:—President, W. D. Galvin, Winnipeg; Vice-President, H. E. Melicki, Saskatoon. Directors, Manitoba: A. K. Godfrey, Winnipeg; W. Thorn, Winnipeg; R. J. Gourlay, Winnipeg; A. B. Estlin, Melita; A. R. McDiarmid, Brandon; J. A. Playfair, Baldur; D. E. Fraser, Kenton; Thomas Sparks, Grandview; Saskatchewan: A. J. Ross, Salvador; J. Mergens, Weyburn; G. C. Ingram, Moose Jaw; F. J. Carpenter, Yorkton; F. H. Gardner, Morse; A. N. Winters, Aberdeen; J. E. Walker, Rocanville; C. Campbell, Forget.

A. B. Estlin, of Melita, retiring president, presided over the proceedings until the election of his successor. The annual meeting of the Retail Lumbermen's Mutual Fire Insurance Company was also held, reports being submitted and officers elected.

## Pulp and Paper Men Elect New President

Mr. I. H. Weldon, of the Provincial Paper Mills Company, of Toronto, is the new president of the Canadian Pulp and Paper Association, which elected its officers for the present year at the close of the second annual convention held at Ottawa recently. The other officers are: J. H. Acer, of the Laurentide Pulp and Paper Company, Montreal, vice-president; Roy Campbell, editor of the Pulp and Paper Magazine, Montreal, secretary-treasurer; Executive Committee, A. G. Campion, of the Belgo-Canadian Pulp and Paper Company, Shawinigan Falls, Que.; Carl Riordon, Riordon Pulp and Paper Company, Montreal; K. L. Warren, River du Loup Paper Company; C. Howard Smith, Howard Smith Paper Company, Montreal; G. L. McGlashan, Beaver Board Company, Thorold, Ontario.

## An Important Quebec Legal Decision

An interesting legal case was decided recently by the court of Review sitting in the city of Quebec, in the case of Tremblay v. Baie Saint-Paul Lumber Company. The result of the decision of the court is that lumbering is to be considered as an industrial and manufacturing operation, and consequently subject to the Quebec Industrial Accidents' Act.

Mr. Lavoie, a logger, when returning to the camp on a dark and rainy nght, after his day's work, came to a river 25 feet wide, where the bridge had been carried away by the high water during the day. "Searchers" sent from the camp, having seen him, threw a tree across the river so as to form a bridge, as is customary under such circumstances. Lavoie attempted to cross, but the tree broke down and Lavoie was carried away by the swift current and drowned. His widow took an action against the lumber company by which he was employed, claiming $3,025 damages for his death. The Lower Court dismissed the action on the following grounds: (1) Because the accident occurred through the gross carelessness of the deceased; (2) because the accident did not occur in the course of or resulting from his work; and (3) because the victim of the accident was not, on account of his work, a workman subject to the Industrial Accidents Act.

The evidence submitted showed that all the customary precautions had been taken to take Lavoie safely across the river, and that neither he nor the "searchers" were at fault on that account. As to the second point, the Court held that the time occupied by an employee in returning to camp after his day's work, instead of sleeping in the woods, was part of his work within the meaning of the Act, as the lumber company, as usual, was providing a camp where all its employees were fed and housed for the night. As to the third point, the Court held that, although some parts of the lumbering industry, such as cutting down and hauling the trees, are in the nature of an agricultural operation, logging and sawing, or preparing the lumber for use change the nature of the operation, which then becomes industrial and manufacturing. Such was the case in Lavoie's case, and the accident of which he was the victim was one to which the Industrial Accidents Act applied. The deceased workman's widow was consequently entitled to an indemnity in a sum equal to four times his average yearly earnings. Judgment was therefore entered for $2,000 damages and $25 for funeral expenses, and the company sentenced to pay said sum with interest and all costs.

## An Important Lien Law Judgment

A judgment recently given by Judge McInnes, is to the effect that logging camp workmen in British Columbia who may have liens can collect only on those logs that they can identify. This is the first time such a point has come up, and will doubtless be taken to an appeal, since it will be far-reaching in its effect. The decision was given in the case of Dyuguroff and seven other loggers against J. J. Denman and William Symes, owners of timber limits at Hoaltham Sound, and Barney & Cardieff, contractors, who were employed to cut shingle bolts. The contractors hired the plaintiffs and fourteen others and agreed to pay them so much per cord. The men worked during October, November and December, and when no money was forthcoming on January 1, they put a lien on the bolts in the camp, which comprised only the December cut, the other bolts having been sold. The lien covered the plaintiffs' claim for wages during the whole of the time they were working and was plastered upon the whole camp, affecting work done by the different gangs.

The judge held that loggers could claim only on the logs which they themselves could identify as having cut and could not claim on logs cut in one month for their claims covering logs cut in previous months and which had been shipped out and sold, even though they had been cut under the same contract. The judge further held that this applied not only to loggers but also to the camp cooks and others, who could only put a lien upon logs then in the camp and which had been cut by the men for whom they were cooking.

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A meeting of spruce lumber manufacturers of the provinces of Manitoba and Saskatchewan was held at Winnipeg recently for the purpose of discussing various phases of the trade situation. Among the companies represented were the Finger Lumber Company, The Pas, Man.; the Prince Albert Lumber Company, Prince Albert, Sask.; the Ladder Lake Lumber Company, Big River, Sask.; the Red Deer Lumber Company, Barrows, Sask.; T. A. Burrows, Grandview, Man.; the Saskatchewan Lumber Company, Crooked River, Sask., and the Great West Lumber Company, Green Bush, Sask. These companies all reported that their operations during the winter have not been large.

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Mr. James W. Sewall and Mr. James A. Conners, of Old Town, Me., have recently been in New York State as expert witnesses in the case of the International Paper Company vs. Rockefeller.

## Edmonton's Fine New Sawmill

The North-West Lumber Company has now nearing completion at Edmonton, Alta., one of the largest and best equipped sawmills in Canada west of the Great Lakes. The company is one of the main enterprises in which J. D. McArthur, president of the Alberta & Great Waterways and Edmonton, Dunvegan & British Columbia Railways, is interested. The two roads now building northward from Edmonton into the Peace River country tap the great basis of the Athabasca and Peace Rivers, which have large areas of standing timber. Though the country is well wooded the timber valuable for lumbering purposes is considerably scattered.

By establishing a sawmill at Edmonton, where these two railways have their beginning and from which the Canadian Northern Railway also runs northward, it is believed it will be possible to bring saw logs from all points in the wooded country which these roads tap to Edmonton. From that point the lumber can be distributed throughout the prairie Provinces to the eastward.

A large quantity of the spruce timber in the Athabasca region is in clumps too small to warrant the establishment of a mill in their vicinity that can be operated at a profit. By the establishment of a mill at Edmonton all spruce timber within hauling distance of the Edmonton, Dunvegan & British Columbia or the Alberta & Great Waterways in the country which they pass through will also become available to furnish lumber and ties for the railway. Handled otherwise it would prove unprofitable, if not go to waste altogether.

The mill and its machinery stand on concrete foundations. The machinery is of the very latest type, having in view speed in cutting and saving in power, waste and manual labor. Besides the sawmill a two-storey planing mill has been erected. Two brick power houses have been completed. One of these contains four boilers to generate power for the 700 horse-power engine that will drive the mill. The second power house contains a 350 horse-power engine and two boilers and will generate electric light for the mills, railway works and residences and furnish power for all parts of the plant except the sawmill itself.

The mill itself is 125 x 56 feet, part two storeys and part three storeys high. The sawing machinery is on the upper floor. It includes two double cut band saws, a band resaw and two edgers. The logs are delivered from the railway to an artificial pond, 350 by 100 feet, 6 feet deep, and are taken from the pond by a jack ladder. Two logs will be sawn at the same time. From the edgers the lumber is transferred on rollers to small cars on which it is taken to the piling grounds close to the railway tracks.

Besides the belt of territory along each side of the railways within hauling distance, from which supplies of logs can be drawn, the various floatable streams crossed or touched by the lines will widen its reach according to the condtions along each area. Logs can be floated down the Athabasca and all its tributaries, which include the Pembina, the Macleod, the Baptiste and dozens of smaller ones. At Smith, where the railway crosses, the various drives can be boomed and there loaded on to cars. The same is true of streams putting into Lesser Slave Lake, whose outlet reaches the Athabasca just below Smith. It is also true of the Athabasca River and its tributaries in the territory between Athabasca Landing and Fort McMurray and also of the Clearwater above McMurray, which has a large amount of valuable timber along its course.

Under modern conditions of sawing, with waste eliminated to the finest point, it is possible to haul logs economically by rail, which was not true in the days of the circular saw. With such an immense territory to draw from and with cutting and marketing conditions so favorable it is a certainty that the industry will be permanent for many years.—American Lumberman.

## The Proposed Freight Rate Increases

The increases in freight rates upon lumber, wood pulp, pulpwood and cordwood, which the eastern Canadian railway companies are seeking to have sanctioned by the Railway Commissioner are as follows:—

| Lumber and Wood Pulp | |
|---|---|
| 15c. or lower | ½c. |
| Over 15c. but not exceeding 25c. | 1 c. |
| Over 25c. but not exceeding 35c. | 1½c. |
| Over 35c. but not exceeding 45c. | 2 c. |
| **Pulpwood and Cordwood** | |
| 7½c. or lower | ¼c. |
| Over 7½c. but not exceeding 12½c. | ½c. |
| Over 12½c. but not exceeding 17½c. | ¾c. |
| Over 17½c. but not exceeding 22½c. | 1 c. |
| Over 22½c. but not exceeding 27½c. | 1¼c. |

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Charles T. White, one of the extensive timber land owners and operators of the Maritime Provinces, died recently at Sussex, N.B., aged 76.

## New Brunswick Seeking English Wood Block Trade

The possibility of furnishing timber for paving blocks to be used in Great Britain is being enquired into by the New Brunswick Department of Agriculture. Mr. J. B. Daggett, secretary of Agriculture, recently visited England and made enquiries into this matter. Soon after his return he addressed the St. John Board of Trade and referred to this subject. Subsequently he received enquiries from London dealers for particulars. Mr. Daggett then wrote to several interested parties in Great Britain for information as to the quality of wood used. In reply he received the followng letter from the chief engineer of the city of Westminster:—

Dear Sir,—I am in receipt of your letter of the 8th instant, and shall be pleased to see Mr. Sumner when he arrives in England.

You enquire as to the kind of wood used. The wood which is most generally used and which appears to be an entirely satisfactory wood for paving is red or yellow pine, as generally termed in the market here. This is a product of the northern pine (pinus sylvestris) and a product largely from the Baltic and the White Sea. The slower grown timber of the White Sea district is on the whole most satisfactory.

At the same time, in the past Canadian spruce has been used. It is not so satisfactory as red deal, but might be used at a price, when the market conditions make red deal of the class desired difficult to obtain at an approved price. Moreover, I am, and I think municipal engineers generally are, open to consider any timber which is likely to give results equal to those of red deal.

I am now specifying for the first time Canadian cedar and the Oregon pine. Cedar has not been used in this country to my knowledge, but it seems to me, from an inspection of a few blocks, that its nature, specific gravity and preservative absorbing qualities may show it in use as satisfactory. Oregon pine has not been used and I fear that its lack of resiliency and higher specific gravity, as compared with deal, may make against it in use, apart from the fact that it does not seem the character of wood likely to take a preservative of advantage.

Birch and beech have both been tried in the past and found unsatisfactory. Maple, I think, also would be likely to take a preservative to advantage.

If you can arrange with your Government to send over samples of the timber and have them cut and creosoted here, I would be pleased to put them down in the street and see how they stood the traffic. But I may say that this Council has, since its inception, refused to be at any cost with respect to purchasing new paving materials, and in some cases has even refused to put them down unless the applicants deposit a sum to provide for the reinstatement of the ordinary paving in case the experimental material failed.

Sufficient blocks of each kind should be sent to pave an area not less than 30 square yards; the depth of the blocks should be 5 inches measured along the grain; the width 3 inches; and the length of the block 8 or 9 inches. You will gather that the grain of the wood should be vertical when the block is laid in position in paving.

## Predicts Permanently Higher Spruce Prices

A despatch from Boston, Mass., under recent date states that prices of lumber to-day are lower than they ever will be again, attention being particularly drawn to the fact that the consumption of eastern spruce for house frames is likely within the next 25 years to exhaust the available supply. One of the leading eastern operators in spruce, Mr. B. James, of Boston, who has been in the timberland business in England and Canada for over fifty years is an authority for the prediction that the available supply will disappear in 25 years. Another prominent timberland owner, Mr. Frank J. D. Barnjum, of Lynn, Mass., who has devoted much of his time to studying this matter recently expressed himself as follows:—

"After 22 years of the closest devotion to the timberland end of the business, I have no hesitation in going on record as stating that lumber will never again be as low as it is to-day. The relief which was expected from the Pacific Coast has now been dissipated from two causes.

"In the first place, lumber which has been landed on the docks here at a price of $25 a thousand has been sold at an actual loss to the manufacturer. From this time on we can expect but very little, if any lumber from this source, owing to the very high rates paid for European freights, which are attracting everything afloat to the foreign trade, so that we shall be dependent upon New England spruce for our New England markets, as what little spruce Canada and the Maritime Provinces have to spare finds a ready market here. This, together with the fact that the cut has been unusually light, means very much higher prices for lumber in the spring than those now prevailing.

"Additional reasons for an advance in the price of lumber are that spruce in Germany, long before the war was even thought of, was selling for $25 a thousand on the stump, which is about the price the manufactured article is selling for here, and that within the next 25 years we shall be in the same position that Germany was in then, that is, raising our own timber from seedings, owing to the by that time total exhaustion of our virgin or nature planted forests. There is no possible result but a general advance in the price of lumber up to that point.

Therefore, I have no hesitation in saying that lumber will never again be as low as it is to-day. The labor situation certainly will never be more favorable, as probably never in the history of this country will there be any more unemployed than there are to-day, and if the banks will do their part in advancing money to those who are prepared to build, we should have the greatest building boom that New England has ever known."

Mr. James in the course of a discussion upon the same subject said:—

"Build now means buy spruce now, and it is good advice, for spruce timber will probably never be cheaper than at the present. Spruce is harder to get every passing year, although at present it is the principal growth in northern New England and Canada. It will never be cheaper. The pulp and paper mills are absorbing large areas year by year. The growth is not equal to the demand.

"Spruce is certain to advance in price later in the season for several reasons—the cut is light this season in the forests, owing to dull markets, and money advances to operators were difficult to secure last fall; stocks in the hands of local dealers are much lighter than usual, so that when trade starts up again and all begin to buy, prices will advance several dollars a thousand feet. Visible stocks will be swept away in a few weeks."

Mr. James added that practically unlimited demand will come from foreign sources shortly, owing to the closing of various producing ports in the war zone.

## Maine and New Brunswick Operations

A report from Bangor, Me., states that the total cut during the present season on the St. John, Penobscot and Kennebec river waters will be in the neighborhood of a little over 400,000,000 feet. With the exception of the St. John river cut, which includes logs on both sides of the river, in Maine and New Brunswick, the cut shows a considerable falilng off from last season.

It is, however, larger than was anticipated at the first of the season, and the fact that conditions for hauling off have been particularly poor this winter, owing to the fact that there was no snow until the latter part of January, has had a tendency to increase the amount.

The total cut on the St. John river and tributaries above Van Buren will be a little in excess of 100,000,000 feet, according to figures which were submitted at the recent annual meeting of the Madawaska Log Driving Company, held at Van Buren.

A total cut of 46,500,000 is being made for the St. John Lumber Company, which has the largest lumber mill in New England at Van Buren.

For this concern, John A. Morrison, of Fredericton, N.B., is cutting 14,000,000 feet on the headwaters of the St. John river, and in the same general section Flavien Chouinard, of St. Pamphile, P.Q., is cutting about 9,000,000. On the Allegash river, J. T. Michaud, of Houlton, is taking out 8,000,000 feet; E. J. Potts, of Hartland, N.B., is operating to the extent of 14,500,000 feet on the Allegash; and Charles E. Jones, of St. Francis, is cutting 500,000 on the Little Black river. Arthur Noble, of Fredericton, has another small operation of about 500,000 for this same company.

The Stetson, Cutler Company of St. John, N.B., will have about 23,000,000 feet go down the river in the spring to their mill at St. John.

W. H. Cunliffe's Sons, of Fort Kent, are cutting 10,000,000 feet on the Allegash river for this concern. Arthur Noble is cutting 8,000,000 on Knowles brook and the main St. John, and Albert Currier, of Seven Islands, has an operation of about 5,500,000 around Seven Islands.

Randolph & Baker, who have a mill at St. John, are cutting 37,500,000 feet on the Little Black and about 2,500,000 at Quisibis.

Murray & Gregary, of St. John, N.B., will have 11,500,000 feet going to their mill in St. John. John Kilburne, of Fredericton, is operating for this concern on the Northwest branch of the St. John, and Flavien Chouinard is cutting the balance. Both of these operations are on the Canadian side of the boundary.

The conditions on the St. John at present are good for hauling off, but there is still not any too much snow, and the roads are pretty rough. Like all other sections of the State, the late arrival of snow has had a tendency to increase the lumber cut, the operators keeping the men at work cutting and yarding when they found that it was impossible to haul off without more snow.

The Madawaska Log Driving Company, which handles the logs on the St. John in the spring down to Grand Falls, where they are taken by the St. John Log Driving Corporation, held its annual meeting in Van Buren a short time ago.

James Crawford, of Van Buren, was elected president, and G. V. Cunliffe, of Fort Kent, secretary and treasurer. W. H. Cunliffe was elected driving master. While the water on the St. John river is low at present, Mr. Cunliffe, the driving master, says that this is no indication of poor driving conditions in the spring.

## Good Demand Continues for Canadian Stocks at London

Churchill & Sim, London, England, in their wood circular, under date of February 4th, report in part as follows:—The deliveries of wood during the month of January were some 1,600 standards in excess of those for January, 1914, entirely as the result of an increased overside delivery, although there was a reduction of some 8,000 tons in the quantity of wood tonnage coming to hand during the month from the northern ports and Canada, New Brunswick, etc. This seems to show the continuance of a strong demand, but also a natural disinclination on the part of merchants to land stock at the public docks, where, under present conditions, they cannot deliver to their customers or secure any return of their outlay for probably many months to come. This very old grievance is intensified this season through the general congestion of the port of London, the scarcity of labor, and the preference which must be given to Government demands in time of war, and for the time there seems to be no remedy. Fortunately, every month's delay has seen an appreciation in the values of stock, which will probably sufficiently compensate holders in the long run. Prices for all classes of sawn and planed wood available continue upwards, but, in view of the German prohibition of direct Swedish shipments to this country, transactions ahead have been narrowed down to dealing with the limited quantities procurable for delivery via Norwegian ports. There has been no general move among White Sea shippers up to the present, but, under existing circumstances, stocks from this quarter, especially of whitewood, should be easily saleable at high figures. The great difficulty which overshadows all markets is that of freights, and owing to the scarcity of steamers and the dangers attendant on running them, rates have again been put up from the already high levels reached at the end of last year.

There was no importation from the St. Lawrence during January.

From New Brunswick the imports were as follows:—

| | | | |
|---|---|---|---|
| Pine Deals ... ... | nil pieces | against | 3,000 pieces in 1914 |
| Spruce Deals .. .. | 287,000 pieces | against | 30,000 pieces in 1914 |
| Birch Planks ... | 1,000 pieces | against | 16,000 pieces in 1914 |

The feature of the importation has been the activity in St. John's and Halifax Spruce. In the absence of a competing supply a large forward business has been arranged at constantly increasing prices, for part of which freight quotations are doubtless responsible. There has been more enquiry for pine deals during the month, and prices of the lower qualities have improved in sympathy with every other description of stock.

British Columbian and Oregon pine.—A keen demand has considerably reduced the stock of Oregon pine, and prices have again risen slightly. The wood is in far more general use owing to the war, and bids fair to maintain its improved position in that respect in the future.

## Better Enquiry for Canadian Stocks at Liverpool

Farnworth and Jardine, Liverpool, Eng., in their monthly wood circular under date of February 1st, report as follows:—The business of the past month generally was of a quiet character, and with the exception of an active enquiry for spruce deals and some other soft woods the demand restricted. The consumption, however, largely exceeded the imports, thus making inroads on stocks, which are now moderate, and in the aggregate considerably below the large stocks held this time last year. Values all round are strong, with an upward tendency, and in some instances rule exceedingly high. For ocean freights, extreme rates are demanded, and tonnage difficult to obtain.

Canadian woods.—Pine timber.—No arrivals; improved enquiry, but deliveries small; values are firm; stocks are adequate. Waney pine.—First class: There has been more enquiry, but the deliveries were disappointing, and stocks are sufficient; values steady. Second class: Very little enqury. Square pine.—The demand is very restricted. Red pine.—No sales reported. Oak.—The demand is quiet, and stocks, although not heavy, are sufficient; prices are firm. Elm.—Light consumption; moderate stock is firmly held; prices are firm. Pine deals.—Small import; improved enquiry, especially for the lower grades; deliveries were more satisfactory; stocks are moderate, and prices firmer. Red pine deals.—No arrivals; moderate consumption; stock is light, and values have improved.

New Brunswick and Nova Scotia spruce and pine deals.—The import to the Mersey (including Manchester) during the past month amounted to 3,175 stds., against 2,410 stds. during the corresponding month last year. There was active demand; deliveries satisfactory, and stocks are light; prices further advanced, and have reached record values. Ocean deal tonnage is difficult to obtain, and rates extremely high. Pine deals are in moderate request; stocks are light, and values firm.

Birch.—Logs.—No arrivals; deliveries moderate, and stocks are light; fresh wood is in better demand at higher values. Planks.—Light import; numerous deliveries, and stocks are considerably reduced; prices are firm.

British Columbia and Oregon pine.—None imported; the deliveries were small, and stock is adequate; values firmer.

## Quebec Forestry School's Progress

The bill amending the Quebec Cullers' Act has been read a third time in the Legislative Council. The bill permits graduates from the Quebec Forestry School to exercise the profession of culler, the Legislative Council adding an amendment to the effect that such graduates must have served a three years' apprenticeship in a sawmill.

The Hon. N. Perodeau, in moving the third reading, gave some details of the Quebec Forestry School, founded in 1910 by the Hon. L. J. Allard, Minister of Lands and Forests, who obtained an annual grant of $5,000. The director of the school is Mr. G. C. Piche, chief of the forestry service, and the sub-director is Mr. Marcil, civil engineer, who teaches mathematics and drawing. The school was opened in September, 1910, with 21 pupils. Since then, the number of students has increased to 35, of whom 23 are bursars. In 1912, 7 students were given diplomas as forestry engineers. One of them entered the forestry service of British Columbia while the other six entered the forestry service of the Province of Quebec and are still working as district inspectors. In 1913 there were nine graduates and in 1914 ten, which gives a total of 26 forestry engineers who have graduated since the foundation of the school. Eighteen of these are employed in the forestry service of the Province of Quebec. Mr. Perodeau pointed out that with 130,000,000 acres of forest lands in the province, the work of classification and exploration necessitated the employment of a large number of agents each year. The work of reforestation was also becoming very important. There was a large demand for forestry engineers as, of the two hundred lumber firms in the Province of Quebec, only seven of them had succeeded in securing the services of forestry engineers.

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A despatch from St. John, N.B., states that not for sixteen years has there been as much activity handling lumber at the Intercolonial Railway termnus in this city. Very large quantities of deals are being brought in by rail and transferred to scows to be taken to waiting vessels for shipment to the old country. This business will continue active during the rest of the winter and spring, if vessels are available to carry the cargoes. Several more square rigged vessels have arrived, as it is almost impossible to secure steamers.

The condition of the lumber trade continues unchanged, with a very active demand and high prices in Great Britain and practically nothing doing in the American market. The weather continues favorable for the lumber operators in most of the Province, although in the southern part the weather has been mild with some rain, and has interfered to some extent with log hauling. This promises to be an unusually good year for the lumber operators of New Brunswick and Nova Scotia.

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The board of trade of St. John, N.B., has received an inquiry from an American firm as to the quantity of white birch in New Brunswick which might be available for the manufacture of spool wood. There are very large quantities of this wood in the Province, and at one time a considerable spool wood industry existed on the Miramichi. There are sections of the Province which have lately been opened up by railways, and other sections more distant from railway communication but adjacent to streams, where there are splendid forests of birch, maple and beech not yet tapped by the axe. It has been urged over and over again that industries using this raw material should be established, but the necessary capital and enterprise have not been found.

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## Liverpool and Manchester Stocks

John E. Moore & Company, Limited, St. John, N.B., furnish the following sepoht on stocks, etc., at Liverpool and Manchester on January 31st:—

**Spruce and Birch**

Month Ending, 31st January, 1915

**Liverpool**

| | Import. | | | Consumption. | | | Stock. | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1913. | 1914. | 1915. | 1913. | 1914. | 1915. | 1913. | 1914. | 1915. |
| N.B. & N.S. Spruce & Pine, Stds. ... | 1,880 | 1,660 | 1,550 | 3,040 | 2,650 | 3,140 | 2,590 | 6,740 | 2,930 |
| Birch Logs, Loads | 60 | 60 | 0 | 140 | 220 | 80 | 780 | 140 | 60 |
| Birch Planks, Stds. | 152 | 97 | 18 | 127 | 382 | 436 | 697 | 612 | 455 |
| **Manchester** | | | | | | | | | |
| Spruce, Stds. .. .. | 2,380 | 750 | 1,625 | 1,650 | 4,280 | 3,000 | 8,350 | 14,310 | 6,055 |
| Birch Logs, Loads | 0 | 100 | 0 | 20 | 140 | 140 | 440 | 300 | 500 |
| Birch Planks, Stds. | 18 | 36 | 12 | 48 | 127 | 152 | 509 | 479 | 491 |

**Stocks in Manchester and Liverpool Combined**

**Spruce**

| | 1911. | 1912. | 1913. | 1914. | 1915. | |
|---|---|---|---|---|---|---|
| Manchester ... ... | 10,380 | 9,740 | 8,350 | 14,310 | 6,055 | |
| Liverpool .. .. .. | 6,680 | 4,730 | 2,590 | 6,740 | 2,930 | |
| | 17,060 | 14,470 | 10,940 | 21,050 | 8,985 | Stds. |
| **Birch Logs** | | | | | | |
| Manchester ... ... | 0 | 100 | 440 | 300 | 500 | |
| Liverpool .. .. .. | 0 | 320 | 780 | 140 | 60 | |
| | 0 | 420 | 1,220 | 440 | 560 | Loads. |
| **Birch Planks** | | | | | | |
| Manchester ... ... | 279 | 73 | 509 | 479 | 491 | |
| Liverpool .. .. .. | 261 | 467 | 697 | 612 | 455 | |
| | 540 | 540 | 1,206 | 1,091 | 946 | Stds. |

## Personal Paragraphs

The business formerly carried on at St. John, N.B., by the late Geo. McKean will, it is understood, be conducted by his sons and former associates.

Mr. J. P. Dupuis, of the lumber and sash and door firm of J. P. Dupuis, Limited, and late candidate for the mayoralty of Verdun, P.Q., was recently entertained at a banquet, at Verdun, by a number of the citizens.

By a majority of 290 ex-Alderman Levie Tremblay has been elected Mayor of Maisonneuve, P.Q., defeating Mr. A. Michaud who had been mayor for four years. Mr. Tremblay is the owner of a sawmill and a sash and door factory at Maisonneuve.

Mr. J. I. Bennett, representing Messrs. Charles Boss & Company, Limited, Wood Agents and Importers, Bishopsgate, E.C., London, England, is now in Canada for the purpose of arranging for shipments of spruce and other lumber to England. His address is Royal Hotel, St. John, N.B.

Mr. C. O. Maus, of Atlantic City, N.J., who represents the Hyde Lumber Company, of South Bend, Indiana, visited Toronto last week, and reports having had an encouraging business trip through Ontario, during which he placed several good orders for his company's hardwood products.

G. C. Seibert, who was for some time head of the sales department for the Georgian Bay Shook Mills Limited, of Midland, Ont., has recently been appointed sales manager for the Schultz Bros. Company, Limited, of Brantford, Ont., large manufacturers of sash, doors, mill work and brick. Mr. Seibert is well known in the Canadian constructional field, having been secretary of the Ontario Sash & Door Association.

Hon. W. H. Cushing, of Calgary, Alta., ex-minister of Public Works for Alberta, recently visited Victoria, B.C. In the course of an interview Hon. Mr. Cushing said that he expected considerable demand for British Columbia lumber in the Western provinces this year. "The increased acreage, and the prospect for a good harvest for which we look should stimulate the demand both for British Columbia lumber and fruit" he said. "So far as the future of the former industry is concerned, it seems probable that the end of the war will lead to a great demand for material for reconstruction purposes in the areas devastated by the war."

## Victoria Harbor Company Loses Valued Employee

Many lumbermen in Ontario will learn with regret of the death of Mr. Philip Schissler, Victoria Harbor, Ont., who had been in the employ of the Victoria Harbor Lumber Company as yard manager for over thirty years. While he was passing a moulding machine in the planing mill, Mr. Schissler's coat caught in the belt and he was thrown violently to the floor. He suffered a number of serious injuries which resulted in his death a few hours later.

The late Mr. Schissler was greatly respected and beloved by his employers and by the large number of men under his charge. He was a man of generous heart, always ready to help those who were in distress and to show an interest in the welfare of all who came under his employ .

Readers of the Canada Lumberman will remember an interesting group photograph which was reproduced in our issue of August 15th, 1914, showing Mr. Philip Schissler and his five sons, all of whom were employees of the Victoria Harbor Lumber Company and had never worked in any other position, with the exception of one son who had recently taken a position as customs officer. The late Philip Schissler was of Philadelphia-Dutch origin. He came to Canada from Williamsport, Pa., to work for the Georgian Bay Lumber Company at Waubaushene and remained with them about twelve years. When the late John Waldie started the Victoria Harbor business, Mr. Schissler was appointed yard manager, a position which he retained until the day of his death.

## Abitibi Pulp and Paper Co. Present Good Report

It was stated at the annual meeting of the Abitibi Pulp and Paper Company, held recently at Montreal, that the profits for four months' operations were $174,092—a considerable proportion of ths comprising interest. After meeting interest charges on bonds and debenture stock, there was a balance of $47,968 to establish a profit and loss account, on December 31st last. The operating revenue of the company had so far been derived solely from the manufacture of pulp, which had been carried on since September at the rate of from 190 to 210 tons per day. Mr. F. H. Anson, the president, stated that the first two months' operations were carried on under difficulties and that the costs had been much higher than during the last two months of the year and in January. Present indications warranted the prediction that two paper machines would be in operation by May 1st, the third about July 1st, and the fourth in the early fall. The work of construction, Mr. Anson remarked, was progressing favorably. The company had been fortunate in its supply of pulpwood for the pulp mill. During the winter months the company will have distributed an amount in the neighborhood of $400,000 for pulp wood alone, among settlers. The board of directors was elected as follows: F. H. Anson, Alex. Smith, W. R. Stirling, Sir Thomas Tait, Hon. Geo. Gordon, G. E. Challis, Shirley Ogilvie, W. R. George, G. H. Kilmer.

## English Pitwood Supplies

The weekly report of the Department of Trade & Commerce under recent date, says:—Sir W. Schlich, Professor of Forestry at Oxford, writing in the Quarterly Journal of Forestry on "Forestry and the War," refers to the inquiry made by the Board of Agriculture into the supplies of pitwood for the collieries of this country, the result of which was that it was ascertained that 7,900,000 tons of pitwood existed in England and Wales, and 3,800,000 could be made available by extraordinary fellings. The latter quantity would meet the requirements for one year, while the total existing quantity would be used up in the course of two years, in both cases exclusive of stocks and future imports.

As regards imports, it was ascertained that, during September last, the actual amount came to 240,000 tons, whereas the normal September imports of former years came to 600,000 tons. The larger part of the September imports came from the west coast of France, in fact from the Landes. The imports from the Baltic were quite insignificant since the war commenced. Under these circumstances, arrangements were made to obtain pitwood from Canada, and it is believed that some supplies may be expected from February, 1915, onwards. Labor in Canada is very expensive, and it has not been stated what the supplies will cost per ton.

That being the case, says Sir William Schlich, we may well ask what would be the position if the war should last more than two years, as Lord Kitchener seems to consider possible, and what will be the effect on British woodlands at the end of it. Just imagine our position if half our coal mines, or even more, had to be shut down for want of pitwood.

## Opportunities for B. C. Lumber in Cuba

The weekly report of the Department of Trade & Commerce under recent date, referring to the market for British Columbia lumber in Cuba says:—Since the opening of the Panama Canal, exporters in the western United States have been looking to Cuba with deep concern; especially lumber merchants who are eager to enter the Cuban market taking advantage of the facilities that this important waterway will offer to the trade. Every effort has been made to interest Cuban dealers in British Columbia lumber with the result that satisfactory connections have been made and it is hoped that it will not be long before a trial order for Douglas fir will be placed with an important firm of British Columbia.

While this lumber is unknown in Cuba, a leading Cuban merchant, after investigations made from data provided, expresses the opinion that Douglas fir could be put to the same uses as yellow pine in a considerable number of cases, with the advantage over the latter that boards of greater length could be obtained and as the grain is not very different from that of spruce, it could enter the Cuban market as a strong competitor of yellow pine.

Considering that the annual import into Cuba of yellow pine amounts to more than 100,000,000 feet, it is evident that Cuba would open a valuable market to the lumber industry of British Columbia if the calculations made by the merchant referred to are accurate.

As the time appears propitious for an active campaign on behalf of Canadian exporters of lumber it is imperative that a few samples of Douglas fir and other merchantable woods of British Columbia should be forwarded at once so that the necessary steps may be taken to prepare the ground for future trade.

## B. C. Loggers Elect Officers

At the annual meeting of the Abitibi Pulp & Paper Company, which was recently held in Montreal, a very satisfactory financial standing was shown. Up to almost the last month of 1914 the plant of the company at Iroquois Falls, Ont., was still in its constructive stage. After meeting fixed charges a balance of $47,968 was carried over. The operating profits of the company during the year were derived solely from the manufacture of pulp. It is expected that the machinery for the manufacture of paper, now being installed, will be running in April or May and that this equpment will be considerably augmented during the summer. The board of directors elected for the present year was as follows:—F. H. Anson, Alex. Smith, W. R. Stirling, Sir Thomas Tait, Hon. Geo. Gordon, G. E. Challis, Shirley Ogilvie, W. R. George, G. H. Kilmer.

The Quebec Government have introduced a Public Health Act, one provision of which empowers the Health Board to order the employment of qualified physicians in lumber camps or among railway construction gangs. This is subject to the proviso that the employees must number at least 25 men.

## Opportunities for Canadian Pulp in Japan

The Canadian Acting Trade Commissioner of Yokohama, Japan, in a recent report refers to the critical situation in the Japanese pulp market arising out of the interference with the source of supplies from Scandinavia. Referring to the opportunity for Canadian pulp in Japan, the report says:—

The average quotations for European imported pulp before the war and at present are:—

| | Before the War. sen. | Present sen. |
|---|---|---|
| Bleached sulphite, 1st quality ... ... ... | 5.9 to 6.0 | 6.9 |
| Bleached sulphite, 2nd quality ... ... ... | 5.7 | 6.6 |
| Easy bleaching sulphite, 1st quality ... | 4.9 | 5.7 |
| Easy bleaching sulphite, 2nd quality ... | 4.6 to 4.7 | 5.5 |
| Strong sulphite, 1st quality ... ... ... | 4.6 | 5.3 |
| Strong sulphite, 2nd quality ... ... ... | 4.4 | 5.1 |

Prices ruling for Canadian pulp, which is considered to be of inferior quality, are somewhat cheaper. For instance, Easy Bleaching, first quality, which cost prior to the war about 4.6 sen per pound, is now offered at 5.2 sen. In this connection it has been stated by a large Japanese paper manufacturing company that the packing and grading of Canadian pulp does not appear to be properly attended to by Canadian pulp manufacturers, as it is not uncommon to find three or four different grades in one bale. This naturally distracts from the value of the pulp and should be especially brought to the notice of manufacturers.

The total import of pulp, coming mostly from Scandinavia, was last year 47,500 tons, valued at $2,100,000. Recently, however, schemes were set on foot by Japanese companies to supply a portion, if not all, of this import from home resources. Mills have been under construction in Karafuto, where there is a supply of lumber, and one of the mills has already commenced to turn out sulphite pulp of good quality.

Cargoes of sulphite pulp which were held up in August in British and Swedish bottoms have been arriving with pulp direct from Scandinavia, and it is estimated that a supply sufficient for three months is now on hand. It is possible that even during the war there may still be a direct import from Scandinavia of pulp in Swedish bottoms.

The same report states that the timber market in Japan is depressed. Fair stocks are in hand and there is now no difficulty as to imports whether from America or from the South Seas.

## Consumption of Wood in Ontario Industries

Leaving out of consideration the numerous industries engaged in the production of shingles, lath, ties, bridge-timber and rough lumber, there still remain at least thirty-eight different industries in Ontario more or less dependent on wood for their operations, and it is significant that even the makers of wood substitutes require wood in their process of manufacturing such. The exhaustion of Ontario's wood supplies, the depletion of which is already evident from the fact that over one-quarter of the total expenditure of $19,161,384 is paid for imported wood stock, would seriously cripple every Ontario industry.

Thirty-four different kinds of wood were used by these industries in the manufacture of everything in wooden produce from toys to threshing machines. Only eight of these woods had to be entirely obtained from outside sources, but, on the other hand, only six were entirely home grown. However, almost 90 per cent. of the three principal species, namely, pine, spruce and maple, which represented over one-half the total quantity used, were purchased in Ontario.

The sash and door industry easily takes first place among the wood-using industries, using 31.3 per cent. of the 807,456,000 feet, board measure, of rough lumber annually worked up by the one thousand two hundred Ontario manufacturers reporting to the Forestry Branch. The importance of this one industry will better be understood by comparison with the pulp industry, which although using 119,496,000 feet, board measure, of raw material, nevertheless was responsible for only 14.8 per cent. of the total consumption.

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A New Westminster despatch states that at a recent meeting of the executive of the Fraser Valley Development Lague a resolution was passed that the secretary write to the Department of Trade and Commerce to secure information about the timber requirements of the British, French and Russian Governments. With this information the league will try and help the small lumberman of the Fraser Valley to get a foothold in these markets. The league was of the opinion that the large mill owners would know about this information and would be able to get some of the trade, while the small man would have nothing to do.

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Mr. A. G. Rose, secretary-treasurer of the Estate James Davidson, is on a visit to Great Britain. He reports that the vessel on which he sailed, the Vaderland, was chased by a German submarine, when nearing the Irish coast, but was to quick for the enemy.

## The Short Length Problem

Lumber manufacturers are right now considering more seriously than ever before the problem of marketing short length stock, and they are going to continue until they find some way of disposing of the shorts and thus reduce the percentage of waste at the mill. It is a commendable undertaking, and one that deserves the hearty support and co-operation of the retailers. In some instances the manufacturers, when putting into effect some innovation in manufacturing lumber, have acted somewhat arbitrarily, so far as the dealers are concerned, and thereby aroused opposition.

The simple facts are: There is a serious unnecessary waste of forest products due to the fact that the public has never been educated to the value of short length stock for building purposes. We believe a majority of retailers would gladly carry short stock if there was a well defined demand for it. As the case stands, the dealers do not feel disposed to take the trouble of demonstrating to builders the merits of short stock. It would seem, therefore, that the first step necessary is for the manufacturer to reach the public in some way with the gospel of short lengths. That is the method followed by manufacturers in other lines. They go to the consuming public first and there create a desire and a demand for their product. Then they experience little or no trouble getting retailers to handle it.

This paper has pointed out in recent issues how retail lumber dealers could handle short length stock, make a good profit on it and supply their customers with superior material for such purposes as short stock can be used for if they carried it. Dealers interviewed on the subject say their greatest difficulty is to get the carpenters and contractors interested in using short stock, and right there is where the public-reaching publicity campaign of the manufacturers would do the work. Let the manufacturers prove to the public that a substantial saving can be effected by using short stock and the stubborn contractor and carpenter would have to yield.

Waste of any kind is wicked. A man hasn't any moral right to go into a restaurant and order twice as much food as he can eat, even though he is able and willing to pay for it, for the simple reason that it results in unnecessary waste. He had better find some way of getting that extra food, or the money he would spend for it, into the hands of some poor devil that is hungry. A man hasn't any moral right to buy a suit of clothes and throw it away, just because he has the money to do it with—he had better give the suit to some chap that cannot afford to dress decently. By the same token, the public, lumber manufacturers and retailers of lumber have no moral right to be parties to unnecessary waste of our forest resources. We put the public first, for the very obvious reason that it is the public that supplies the money eventually to pay for the lumber that is produced, and therefore in a sense, the greatest obligation to avert waste rests with the public—but before that obligation can logically be placed on the shoulders of the public, it becomes the duty of those more intimately familiar with the facts—the lumber manufacturers and retailers—to enlighten the public as to the actual value and utility of the vast quantities of lumber that is now going to waste.—Retail Lumberman of Kansas City.

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Three interesting new catalogues have been issued by the Buffalo Forge Company, Buffalo, N.Y., describing their conoidal fans, their planoidal fans and their blowing, exhausting, ventilating, cooling and drying, electric fans. Bulletin 182E is a collection for convenient reference showing the various types of blowers and exhaust fans which are regularly built for direct connection to motors. This includes everything from large ventilating and drying fans down to the little baby conoidals for ventilation of moving picture booths, drying cabinets, etc. The catalogues are handsomely published and extensively illustrated. They will prove valuable and interesting to all who make use of electric fans.

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The Universal Portland Cement Company have issued a very attractive calendar for the year 1915. A sheet is devoted to each month and each sheet contains forcible and interesting references to the importance of cement as a construction material. The color scheme and type of the calendar are very unique and attractive.

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"The Life History of Lodgepole Pine in the Rocky Mountains" is described in an interesting bulletin (No. 154) issued by the United States Department of Agriculture, and prepared by B. T. Mason, assistant district forester. The bulletin gives a lengthy description of the distribution, characteristics, climatic requirements, reproduction, growth, etc., of the Lodgepole Pine.

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A bill introduced into the Quebec Legislature by the Hon. L. J. Allard, Minister of Lands and Forests, provides for building storage dams on the St. Francis River, so as to control the waters of the rivers, its lakes and tributaries. This will give a constant supply of water to the various electrical plants, mainly for lumber and pulp industries.

## Work for the Dull Season

In a recent article I suggested a general course of action for the developing of closer social and business relations between the town and country communities, and urged the retail lumbermen to take the lead in agitating the subject in co-operation with the progressive business men and farmers, and formulating plans to carry out the idea in their respective localities. I am calling your attention again to it at this time because you have got the dull season of the winter with you, wherein to work up sentiment and action for whatever you and your associates may consider is best applicable to local circumstances and conditions. Knowing as I do the general conditions that prevail in the average country communities, I expect that this proposition will receive the gratified approval of its being a good thing if it could be carried out, and the large majority will, no doubt, dismiss the idea as being practically impracticable. This is because they have the old attitude of mind that is responsible for the present division of sentiment that has always prevailed between the country town and the farming community. They do not recognize the fact that conditions have so changed that in order to enhance and promote the prosperity of the country towns there must be a closer affiliation with the farming interests of their environments. But I believe there is more or less of a progressive element in every rural district. There are thoughtful minds on the farm and in the town who have thought of this same thing and recognize that something should be done to promote the closer co-operation in the social and business life of the two communities, and it is to this element that I have addressed myself because I know my suggestions in this regard will in their minds meet with a responsive approval. Perhaps, too, there will be a few who will believe in the idea strongly enough to impel them to talk it over with others and get them also interested, and together go to work and make plans for its practical fulfilment.

Naturally, I think more of the younger men in this connection than the older ones, but even among these there are as progressive minds as among those younger in years. One has a little more enthusiasm, perhaps, but the other has both enthusiasm and judgment. Temper this with persistence, and you have a combination that can do anything.

If it were not for the young and progressive men in the business, I believe it would become monotonous trying to interest the unresponsive element in the trade. It would be something like working on an old tough cottonwood stump with a dull axe. But every little while, however, I receive letters from retailers that encourage, and assure me that my efforts are not in vain, and when I think of the great changes in our associations and the splendid progress they have made, I know there is an increasingly progressive element in the fraternity of retail lumbermen that is worthy of, and responsive to, the efforts of the best minds in the country. I am more and more convinced that the constructive character of the retail lumberman's business makes of him the natural leader in all progressive movements in his locality, and in the awakening of the rural districts that is now going on, he will play a prominent part in the working out of the social and business problems. It is incumbent, therefore, on the young man, to prepare and fit himself to meet the responsibilities of the unfolding character of present and future business requirements. He must learn to deal with the town and farming communities as one community of interest. He must recognize and appreciate more and more the nature of his own business and its relation to that of the one community.

### Knowledge Gained From Experience

There are no night schools nor correspondence schools to learn this in. Such knowledge is acquired only by experience, observation and close study of its governing principles and the details of the various parts of the business. One great fault among our business men is the superficial character of the knowledge of the business they are engaged in. They know only the surface part of it, which is the reason why so many ultimately fail. Those who do succeed do so more on account of their disposition and ability to hang on to the pennies, but as far as knowing much about the goods they sell, or how to create business, or meeting scientific competition, they are not in the true sense masters of their business.

As I look back over all the years I spent in running a yard and compare what I know of the retail business with what there is to be learned of it, and what is necessary to know today, I can but confess that I have only a superficial knowledge of the business as it is developing at the present time. And because I realize this in my own case, I am urging the young lumbermen to get below the "grass roots" of their business and dig for all the knowledge they can obtain of it, and also those things in relation to it that can be made factors in its development. Every young retailer should be a student and study some particular thing about his business every day, and by getting into the habit of doing this, he will be a student all his life. It may be of some assistance to those inclined to do this, if I mention a few things on this line that will be suggestive in following it out still further.

In the first place, I will ask: What do you know about lumber other than that it is lumber, and you know how to figure the board measure and the prices of it? Of course, if you don't care to know anything more about lumber than to sell it, there is no need to do otherwise than what you are doing. But it is coming to be recognized as a vital requisite in good salesmanship that it is necessary to know all you can about the goods you are selling. Now you have got somewhere about a dozen different kinds of woods in your yard and there is not one of them but has a distinct character of its own, and therefore is different from the rest, and is better for certain uses than another. Is it not worth while to know this when a customer asks which is the best to use? Then again, there is a satisfaction in having the consciousness that you know something about lumber besides knowing how to sell it.

How much do you know about the using of lumber in the purposes it is bought for? A customer brings a long list of different sizes, lengths and kinds of lumber for you to figure out and give him an estimate. What do you know about what each item is for, where it goes in the building, and whether there is a sufficient quantity or not? If you have only a sort of a general idea, there are items in it that you can only guess what they are for, and you are at a disadvantage if you are figuring against a competitor who does know just where everything goes as well as the requisite quantity. And let me tell you, when you are figuring against mail-order-house competition, you are doing so against an estimator who knows all about what he is doing.

### Building Knowledge Essential

Once upon a time it was not wholly necessary for a lumber dealer to know anything about building construction. All he had to do was to figure on what was brought to him and trust to beating his local competitor, who was on a par with him in knowledge of the business.

With the introduction of an improved class of architecture in the country towns and among the farming population came elaborate plans, and specifications detailing every item about them. To the average retailer they are as an unknown language. He knows they are plans of a house or barn, and that is about all. So he has to depend on a contractor for the making out of a bill of items who may or may not be competent to do it. And, as perhaps several of such contractors will compete for the job, they severally make out their own bills according to their understanding of the plans. As a consequence, there will be as much variation in grades and quantities as in the knowledge of the different contractors of the details of the plans. The result generally is that the smallest bill is bought for the job. Now, what do you know about the plans and specifications of a modern dwelling house with its complex designs of rooms, stairs, bathroom and kitchen conveniences? You are out there in a small town where the contractors know but little more than you do about them. Do you know anything about providing the sewerage for one of these dwellings? If you haven't a good working knowledge of these things concerning a dwelling of this class, it is essential that you do, if you want to be able to advise intelligently about them to people who are thinking of building a better class of improvements. If you don't know, these people are going to seek for other sources of information. Whether you realize it or not, it is a fact, nevertheless, that in the country towns the lumber dealer is supposed to know all about building matters by the great majority of the community, and is the source of information to whom they naturally go when they are thinking of building, and the thing for you to do is to cultivate this supposition on their part by demonstrating that you do know what they believe you do.

### Other Things You Should Know

There are other things about building besides lumber and woodwork that you ought to have a practical knowledge of, such as stone, brick, plastering, painting and concrete work. You ought to be qualified to figure out an estimate from the plans of the quantities and cost of any of this kind of work without having to tell a customer to go somewhere else for his information, and in such work as plastering and concrete work you should be able to tell the proper proportions of materials in mixing them. In fact, there is nothing about the construction of a building but what you should know as well or better than the average contractor, even to the amount and cost of the labor necessary to build it.

This latter item may seem a little strong, but let me tell you what is a fact. The average contractor, in figuring the cost of labor in his estimate, doesn't figure out the day's work on this and that part of the building. He simply guesses at a lump sum which he thinks will cover the total cost of the labor, and then adds to this what he thinks should be his percentage of profit on the labor. If you want to verify this, just ask some of your contractors what the work would cost on several kinds of jobs, and then compare the estimates, and you will see one reason for the variation in the bids that

are given in for contract jobs. You have no idea till you get into it how interesting this kind of study is, besides being useful in your business.

There are several things about the construction of a common frame building that are very useful to know, such as the different pitch of roofs and the way to cut the rafters to get the desired pitch, or slant of the roof. It is not generally known, but the common carpenter's square is the most interesting and intricate of all mechanical tools used in construction. Whole volumes have been written about it and its almost infinite variety of uses. If you can get hold of one of these books, it will pay you to study some of the primary and simpler forms of its uses. It is very seldom you can run across a carpenter who knows little else about his square except that it is a measuring tool and a guide to cut out the visers and treads for the framework to stairs. Some of the older carpenters might possibly tell you a little more about it.

Figuring the areas of the different kinds of roofs, dormer windows and gable ends of buildings is another thing that is useful to know when estimating the amount of material to cover them. These and the area of a circle are something you should learn the rules for, and commit them to memory, for it often comes in handy to use them in figuring stuff for tanks, silos and cisterns, and as you don't always have a book nearby with these rules in, it comes handy to depend on your memory when you are up town or out in the country. People will often ask you questions about the cost of different things, and you ought to be able to figure out at the time the quantity of materials and the total cost of what they want to know.

Another thing about a building is the quantity of nails it will require. You ought to be able to make out the bill of hardware for most any common building, for you are often asked by customers how many nails it will take for the job they are buying the materials for. A good way to do is to make a note of questions of this character that are asked you, and make it a point to post yourself on them so as to be competent to give inquirers the information desired. Learn how many nails of the different sizes there are in a pound and that will help you to make an approximate estimate. This is about all that can be done, anyway, but by practice you can come pretty close to it.

### Get the Habit of Asking Questions

Get the habit of asking questions about anything you don't know of those who are supposed to know. I have learned most of my general information in this way, and when I was running a yard there was nothing I carried in stock but what I learned all I could about from experience, observation, reading and asking questions about it. A retail lumber yard is a great school of applied knowledge, and in proportion to the amount of application you put into its several departments, so will the degree be of your knowledge and mastery of the business of a retail lumberman. Furthermore, you have only yourself to depend on for this. Of your own volition you must get out what there is in you, for if you don't, no one else will. You have got to furnish the nickel and put it in the slot yourself in order to get anything out of life in this world. Some of you may say, "Where do I get the time to study on all these things you have mentioned and rightly attend to the affairs of the yard?" I can only answer this in a general way. It is common experience with us all that we can find time to do what we really want to do, and therefore, if you get into that attitude of mind towards these things, you will find the time will do what you can. If you love your work you will do more of it.

I am not saying this in the way of theorizing. There are some things I know, and I know that I know them, and this is one of the things I know, because I have done it. I know that a retail lumber yard is a busy place, and so is a working school. It was the best school I ever attended, and busy as I was, I generally found time to do what I wanted; not all, perhaps, that I would have liked, but I did what I could, and the same application can be used by any young man who is able to run a yard. A half an hour, an hour, can be saved out of the twenty-four by any young man for studying the things that will make him more proficient in his business. In order to do this, however, he must have within him as a driving force the devouring desire to know these things.

### Another Important Factor

It is becoming more strongly recognized that advertising is one of the most important factors in business. Most all of the great manufacturing and retail concerns make it a separate department of their business, and employ high-salaried experts to conduct it. Advertising has developed into a science, and while it is being applied as such in the larger circles of business, the principles that govern it may be learned and used by the smallest business man. If a business is worth anything at all, it is worth advertising. Failing to do this, business men are not getting all out of their business they could and should. The largest retailers in the city are the greatest advertisers, and I have noticed that the same rule applies, as a general thing, to the merchants in a country town. It must be said, however, that in many cases the results are not favorably proportional to the expense, and this is because the advertisers don't know how. Their advertisements are merely statements, and have not the "pulling" power they would have if they were inducements. And because of this fact, many business men don't see any use in spending money for advertising because it doesn't pay, and a large majority of the retail lumbermen are in this unbelieving class. The young men in the business are in danger of growing up in this belief also, and from the same cause.

I know this subject of advertising by retail dealers is an old one to write about. You read about it in every trade paper, and your local paper is all the while dinning at you to advertise, and you have got so you don't pay any attention to what they say because you are stuck in the belief that it doesn't pay. Now, my friends, I am not in the habit of writing about obsolete and dead things, and therefore in my remarks about advertising at this time, I am talking about one of the newest and livest subjects in the business world today. It is new, because of its rapidly developing character, and a live one because live men are deeming it necessary to employ it as an essential factor in their business. I believe that the developing nature of the retail lumber business will cause it to become in the same degree as essential to its life and progress. I am convinced that there are few things of more importance for the young retailer to study and become familiar with than the science of advertising. It is not to be expected, of course, that he can do more than obtain a fair knowledge of its fundamental principles, but with these acquired he will add to his knowledge through experience gained in their application. When it is borne in mind that the strongest competition the retailer is meeting today is expressed through the medium of advertising, the importance of it ought to be more generally recognized by him than it is. And as this is the strongest weapon used against him, it is a logical proposition for him to use the same instruments for defence. But he is unable to do this unless he knows how to effectively use it.

I would suggest and urge, therefore, that every young man in the retail lumber business who has the ambition to make the most of himself in his business take up this subject and make it a study during the winter months, and keep at it during the year also. I would particularly advise the study of the creative principles of advertising, and learn how to apply them in the writing of your ads, for what you need and are all the time looking for is a further development of your trade, and it has come to pass in many places that this can hardly be accomplished without resorting to the old methods of taking it away from competitors. Therefore, the only recourse without doing this is to go to work and create more business, and the best means through which you can do this is the use of creative advertising.

### It is a New Subject

I am well aware that I am urging the retailer to do something that in most cases is entirely new to them and the difficulty is what to do, and how to begin. It is as though you wanted to go to school and had no school master. You are out there in that little country town where there is nobody who knows any more about the science of advertising than you do yourself, and you are entirely on your own resources. You feel that in taking up the study of this subject you need assistance to start and guide you in what to do. There are some retailers whose natural talent for such things has enabled them to work out the problem for themselves without any particular outside assistance. These are exceptional cases, however, and the fact remains of the average retailer's need of assistance in this matter, and to these I would say there are a number of good books published on this subject that their reading and study would give a general idea of the theory of the science which the student can apply in his experimental ad writing. There are also a number of correspondence schools that teach it through a course of lessons at an expense within reach of any young man in possession of a job. Nearly every state university has a department now, that includes advertising among its special studies. You might obtain some assistance from this source. There is plenty of such help to be found for the seeking and if you really make up your mind that you want to know something of the science to enable you to write a creative advertisement and one with a "pulling" influence to your yard, you will have no serious trouble in finding ways and means to educate yourself on the subject.

To create a demand and induce the buying of lumber is the proposition that is becoming increasingly prominent to the retail lumber dealers and the greatest and most effective agency to deal with it is a knowledge of the science of advertising. The manufacturers are waking up to the urgent need for general action in the interest of maintaining the use of lumber for building construction which is being seriously threatened by the "substitute" interests. This will call into action a new feature of advertising which I will term "preservative" advertising. For this purpose there will have to be an earnest, intelligent co-operation of all branches of the industry. The retail lumber dealers will be expected to bear a prominent part in this new work and to better fit them for it I am urging them to study the subject of advertising in all its features.—C. H. Ketridge, in the Mississippi Valley Lumberman.

# WANTED & FOR SALE DEPARTMENT

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 15 cents per agate line (14 agate lines make one inch.) ($2.10 per inch) each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word net. Cash must accompany the order. Minimum charge 50 cents.

Advertisement must be received not later than the 10th and 26th of each month to insure insertion in the subsequent issue.

## Wanted-Lumber

### BASSWOOD CUT TO ORDER

20 to 40 M., 6/4 in. Winter or spring cut; delivery when in shipping condition. Opportunity to cut to advantage for good price. Write immediately for particulars before sawing to Box 154, Canada Lumberman, Toronto. 5

### Basswood Wanted

No. 2 Common and Mill Cull. Winter cut preferred. Apply Firstbrook Brothers, Ltd., Toronto, Ont. 7-tf

### Wanted

A quantity of No. 1 Basswood Lath, 4 ft. Quote prices.

YORK LUMBER COMPANY,
1000 Gerrard Street East,
5 Toronto.

### Export Lumber Wanted

Canadian manufacturers are requested to quote on the following stock for export to the British market: 3-in. Spruce Deals, merchantable, 4-in. and up wide, also fourth quality.

Write at once, giving particulars, to J. I. Bennett, Royal Hotel, St. John, N.B. 5

### White Pine Lath Wanted

One or more cars of No. 1 or No. 2, 1½-in. x ⅜-in. x 4 ft. White Pine Lath for immediate shipment. State quantity and price f.o.b. shipping point. Box 152, Canada Lumberman, Toronto. 5

### Shell Bark Hickory

Wanted in car lots, genuine Shell Bark Hickory in bolts 6-in. and up diameter, two to four feet long. Logs 8-in. and up diameter, four to twelve feet long. Quote prices.

St. Marys Wood Specialty Co., Ltd.,
5 St. Marys, Ont.

### Rock Elm, Maple and Hickory Slabs

Wanted in car lots, slabs 2¼ ins. thick, 4 ft. long. Must be cut from green lumber. Quote prices.

St. Marys Wood Specialty Co., Ltd.,
5 St. Marys, Ont.

### WANTED

For early spring shipment
10 cars 4 ft. white pine lath No. 3.
10 cars 4 ft. white pine lath No. 2.
2 cars 4 ft. white pine lath No. 1.
10 cars 4 ft. hemlock lath No. 2.
5 cars 4 ft. hemlock lath No. 1

AMERICAN LUMBER & MFG. CO.,
5-8 Pittsburg, Pa.

### Wanted To Buy

500,000 ft. 1-in. Cull Pine.
50,000 ft. 1-in. Cull Basswood
50,000 ft. 1-in. Cull Hardwood.
1,000,000 ft. 1-in. and 2-in. Hemlock.
200,000 pieces 1½-in. lath.

Apply Box 139, Canada Lumberman, Toronto. 4-7

## For Sale-Lumber

### We Have a Full Stock

of Hardwood, Hemlock and White and Norway Pine Lumber, Norway and White Pine Piling, up to 60 ft. Keenan Bros., Limited, Owen Sound, Ont. 3t.f.

### We Can Cut To Order

Spruce or White Pine Timber up to 12 x 12. Inquiries solicited.

H. C. DUNBAR,
1 t.f. Haileybury, Ont.

### For Sale

5/4-in. x 3-in. Common Spruce.
1-in. x 3-in. Common Spruce.
5/4-in. x 4-in. up Clear & No. 1 Spruce.
1-in. Ash Log Run.
Box 145 Canada Lumberman, Toronto 5

### FOR SALE
### Norway Pine—Mill Run

| | |
|---|---|
| 1 x 4/5 x 10/16 ft. | 1,000,000 ft. |
| 1 x 6 | 500,000 ft. |
| 1 x 8 | 85,000 ft. |
| 1 x 10 | 14,000 ft. |
| 2 x 4 | 165,000 ft. |
| 2 x 6 | 220,000 ft. |
| 2 x 8 | 320,000 ft. |
| 2 x 10 | 218,000 ft. |
| 2 x 12 | 65,000 ft. |
| Norway Pine Culls | |
| 1 x 4 and up x 10/16 ft. | 1,500,000 ft. |

DEVON LUMBER CO.,
5t.f. Ottawa, Ont.

### Lumber For Sale

200 Pieces 1 x 15 and up 22 ft. Cypress.
375 Pieces 1 x 15 and up 24 ft. Cypress.
Clear for boat building, in stock at Montreal.

GEO. C. GOODFELLOW,
c Montreal, Que.

## Wanted-Machinery

### Saw Mill Wanted

Second-rand portable sawmill, right hand. State make and condition, with cash price f.o.b. A Jackson, Kendal, Ont. 5

## For Sale-Machinery

### For Sale

One Whitney 50-in. scraping machine, complete with knife grinder. It has been in use about one year. Will sell on easy terms. Address

AMERICAN COMPOUND DOOR CO.,
4-7 21st and Morgan Streets, Chicago, Ill.

### 75 H. P. Steam Boiler

with usual fittings, all in splendid order. Band rip saw, Fay & Egan make, shaving exhaust double fan, with quantity of pipes, etc. Flooring matcher, with Sherman flooring boring machine, also shafting, hangers, pulleys. Also a complete saw mill, capacity about 10 M., including good building if wanted. Cheap for cash, or terms, or Hardwood lumber taken in exchange. J. S. Findlay, Owen Sound, Ont. 3-10

### Woodworking Machinery For Sale

1 No. 51 Crescent universal woodworker; 2 24-in. planers and matchers; 3 12-in. buzz planers; 1 12-in. four-side moulder; 1 No. 802 Canada Machinery Corporation shaper; 5 30-in. Ideal pedestal bandsaws; 2 No. 619 Canada Machinery Corporation saw tables; 1 36-in. double drum sander; 1 20-in. American wood scraper.

H. W. PETRIE, LTD., Toronto.

### Rebuilt Veneer Machines

We have the following rebuilt Coe veneer lathes and clippers ready for immediate shipment:

Lathe, 50-in. swing, 88-in. knife, 6-in. spindles.
Lathe, 50-in. swing, 64-in. knife, 6-in. spindles.
Lathe, 50-in. swing, 64-in. knife, 5-in. spindles.
Lathe, 50-in. swing, 76-in. knife, 6-in. spindles.
Lathe, 42-in. swing, 52-in. knife, 5-in. spindles.
100-in. power clipper.
64-in. foot power clipper.

These machines are decided bargains and carry the same guarantee as we give our new ones. Prices on application.

THE COE MANUFACTURING COMPANY,
23t.f. Painesville, Ohio.

## Wanted-Employment

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents

Position wanted as single or double cut band sawyer. Good references. Box 155, Canada Lumgerman, Toronto. 5

Position wanted as band saw filer, double or single cut. A1 references. Address Box 140, Canada Lumberman, Toronto. 4-7

Lath Mill Man wants position to run a lath mill by the day or per thousand. Will go anywhere. Ten years' experience. References. Box 151, Canada Lumberman, Toronto. 5-7

Position wanted as saw mill foreman or millwright. Can give best of references. Age 44. Address Box 141, Canada Lumberman, Toronto. 4-7

Mill or General Superintendent wants position. Eastern and western experience. Splendid record. References. Box 131, Canada Lumberman, Toronto. 3-7

A1 Band Saw Filer wants position. Double or single cut. Will go anywhere with good season's cut. Best references. Box 138, Canada Lumberman, Toronto. 4-7

Band Saw Filer open for position. Used to cutting hard or soft wood in saw mill or factory. Box 124, Canada Lumberman, Toronto. 2-5

WANTED situation as sawmill Foreman. 29 years' experience in high capacity Mills. Expert Mechanic, Band Mills a speciality. Thos. Sissons, 234 Liverpool Street, Montreal, P.Q. 5-7

Book-keeper, experienced in lumber accountancy and collections, open for engagement about April 1st. Can furnish excellent references. Box 134, Canada Lumberman, Toronto. 4-5

Wanted to get in communication with a lumber firm who need the services of an up-to-date circular mill man, to take charge and do his own filing. 128½ Lansdowne Avenue, Toronto, Ont. 4-6

Credit man open for engagement March 1st. High grade and fully competent to take charge of finance department. Has experience in financing and is thoroughly familiar with Ontario and Quebec lumber dealers' credit standing. "Credit Man," 119 Board of Trade. Montreal. 5

Position wanted as Secretary-Treasurer or Office Manager of lumber and woodworking business. Thoroughly experienced in Lumber Factory and Office routine. Capable accountant and correspondent; 17 years with one large Ontario company. Best credentials. At present engaged. Box 147, Canada Lumberman, Toronto. 5-6

Position wanted by manager. Have learned the business by practical experience, east and Pacific Coast. Managed all branches; expert on manufacturing, also mill designing and building. Good organizer and cost reducer. References guaranteeing efficiency and character. Box 130, Canada Lumberman, Toronto. 3-7

### Capable Salesman

and Inspector (Hardwoods) open for engagement after March 1st. Young man. Six years' experience in Canada and the United States. Box 156, Canada Lumberman, Toronto. 5

### Salesman

Open for engagement. Executive ability and conservative business judgment. Six years' road experience and a good lumberman. Speaks both languages fluently, and has a nice trade with the best lumber dealers in Quebec and Ontario. Salary moderate. Correspondence confidential. Box 104, Canada Lumberman, 119 Board of Trade Building, Montreal. 5

## Wanted-Employees

**Advertisements under this heading two cents a word per insertion, Minimum charge 50 cents**

WANTED—An experienced shipper to ship and inspect lumber in Ontario. Apply Box 135, Canada Lumberman, Toronto. 4-7

WANTED—First-class man for travelling and selling lumber in Ontario. State age, experience and salary expected. Apply Box 136, Canada Lumberman, Toronto. 4-7

Experienced man wanted to take charge of planing mill. Must be capable of taking full charge of machine, grinding knives, etc. State references and experience. Box 153, Canada Lumberman, Toronto. 5-6

WANTED—Band Saw Filer, double and single cut, for sawing season 1915; state experience, references, and other necessary particulars. Address, The James Maclaren Company, Limited, Buckingham, Que. 5

WANTED by a Wholesale Lumber Company in Toronto, a first-class salesman and office man. Must have experience and be familiar with Toronto trade. State age, experience and salary wanted. Strictly confidential. Write Box 144 Canada Lumberman, Toronto. 5

### Veneer and Hardwood Salesman Wanted

WANTED—A high-grade Hardwood Salesman who is thoroughly acquainted with the furniture, piano and interior finish trade of Canada. We can offer such a man an exclusive territory in a well-established line. Send full particulars and references. Address Box 148, Canada Lumberman, 347 Adelaide Street West, Toronto, Ont. 5

## Business Chances

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Can be quickly and profitably disposed of by advertising them on this page. This is where buyers of timber property look for opportunities to invest. If your "ad" is here the investor will see it. Canada Lumberman, Toronto, Ont. tf

### FOR SALE
### Saw Mill at Village of French River (C.N. Rly.) Ont.

Mill and Equipment consisting of Double cut Band Mill Saw. Circular Saw, No. 1 Wickes Gang Saw and Lathe Mill. Capacity 80,000 to 100,000 feet daily.

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### Sawmill For Sale

Saw, Planing and Shingle Mill with lumber yard in connection. Building 46 x 70, steel roof. Capacity of sawmill, 12 to 15 M. per day. Lots of timber. A good retail business and a good business building summer cottages. This is a rare opportunity for a man with some push and a little capital to make some money. Good shipping facilities by water, 10 miles of the best of roads to Brucefield station. Owing to a combination of bad health, other interests and a heavy financial loss, I will accept any reasonable offer and give any reasonable terms. Will keep a half interest with working partner. Come and see this and go over the books. W. A. Mustard, Bayfield, Ont. 3-

## Miscellaneous

### Wanted

A responsible firm to contract to take out railway ties. Apply Box 143, Canada Lumberman, Toronto. 5-6

### For Sale

Copies of "The Preservation of Structural Timber," by Howard F. Weiss. Published in 1915 by McGraw-Hill Book Company. 312 pages, illustrated. Price $3.00. Canada Lumberman, 347 Adelaide Street West, Toronto.

### Tug Boat For Sale

Wooden hull, strongly built. Length 54½ ft., beam 15 ft., depth 5 ft. 9 in. Compound engines 8 in. x 16 in. x 12 in., condenser, steam winch, Jenckes Marine boiler 7 x 7 ft., two corrugated furnaces. All in good condition. Apply to

J. RICHARDSON CO., LTD.,
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### Do You Want to Buy or Sell?

If you wish to purchase or dispose of a particular stock of lumber or logs, a mill property or timber limit, or some second-hand machinery, the CANADA LUMBERMAN AND WOODWORKER will bring quick returns. Use our "Wanted and For Sale Department."

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Sawmill near Sellwood, Ontario, daily capacity 60,000 feet. All machinery including:—Log Ladder, Bullwheel, Steam Kicker, Log Loader, Stationary Steam Nigger, 42-in. Steel Carriage, 10-in. Steam Feed, 8 ft. Double Cutting Bandmill, Cast Iron Lumber Table, 5-Saw Slab Slasher, 48-in. Big Champion Edger, Trimmer, Transfers to Edger and Trimmer Tables, Sorting Tables, etc. Also, Independent Lathmill, Filing Room Outfit and Power Plant complete. This machinery is of the latest design, practically new and in excellent condition. Offers will be accepted for all or any part of this machinery, where it stands or F.O.B. cars Sellwood.

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## Lease For Sale By Tender

Tenders will be received up to and including March 20th, 1915, for the lease of the premises, 13 Somerset Avenue, Toronto.

Sheds, buildings, etc., valued at .. $150.00
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This yard has a frontage of 90 ft. by a depth of 132 ft., and has been operating as a coal, wood and lumber yard for a number of years.

The rent is $5.00 per month and taxes, which amount to about $150.00 per year, making a total rent of approximately $225.00 per year.

A good coal and wood business is done in the Winter, while in the past a good lumber business has been done in the Summer, mostly low grade lumber. A good location for a man with some capital.

The present lease expires two years from May 9th, 1915.

All tenders must be accompanied by a certified cheque for at least 10 per cent. of the tender, and the balance to be paid when the tender is accepted.

Possession can be had at once, or upon payment of a substantial deposit, premises will be held until the first of May.

Any further particulars will be furnished on application.

Highest or any tender not necessarily accepted.

All tenders must be submitted to W. J. McCoy, Assignee, 615 C. P. R. Building, Toronto.

### B. C. to Modify Timber Act

Something in the way of a moratorium is to be given B. C. holders of special timber licenses, a bill to modify the provisions of the forest act having been introduced in the legislature by Hon. W. R. Ross. The concessions are important and are to remain in force until March 31st, 1916. They are:

(a) In case the holder of any special timber license which has expired within one year prior to the passing of this act, or which may hereafter expire, fails or neglects to pay the renewal fee to the forest branch of the department of lands at Victoria within twenty-four hours after the date of the expiration of the license, then upon payment of the fee and an additional sum of five dollars within thirty days of the date of expiration of the license, or upon payment of the fee and an additional sum of ten dollars within ninety days of the expiration, or upon payment of the fee and an additional sum of twenty-five dollars within one year of the expiration, or upon payment of such fees as would have been payable had the license been kept in good standing and an additional sum, calculated at the rate of twenty-five dollars per annum, at any later date within the period during which this act remains in force, the holder shall be entitled to a renewal of the license.

(b) In case of any special timber license renewable under the provisions of the forest act, or under those provisions as modified by this act, the Minister of Lands may permit the renewal of the license for consecutive and successive periods of three months. The renewal fee in each case shall be one-quarter of the annual renewal fee which would otherwise be payable. If the holder of the license fails or neglects to pay the renewal fee within twenty-four hours after the expiration of the license, the sum payable by him for such renewal in addition to the renewal fee shall be one-quarter of the additional sum which would otherwise be payable therefor under this act.

(c) In case of any special timber license which expired since the first of August, 1913, and prior to the period of one year before the passing of this act, then upon payment of such fees as would have been payable had the license been kept in good standing, and an additional sum calculated in respect of the period elapsed since the date of its expiry at the rate of twenty-five dollars per annum, the Minister of Lands may permit the renewal of the license.

### Trade-Marks For Lumber

Many of the yellow pine men in Chicago are interested in the plan now being suggested concerning the adoption of trade-marks to be used in advertising their product. It is not unlikely that within a short time certain manufacturers will be inaugurating extensive advertising campaigns along this line. R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, is in favor of this method of merchandising lumber. He says that in his opinion the lumbermen have for years missed an opportunity to point out to the consumer the merit of certain species of lumber because of their failure to adopt individual trade-marks, which, properly exploited, would result in their product becoming as well known as any of the old and well-known patent medicines or even the familiar hair tonics or corn plasters. He says, for instance, that "Jones' 3-star non-warp bevel siding" might become as familiar and well known by judicious advertising as any of the ancient family remedies or any other commodity exploited in this manner. Others also are of the opinion that such a method soon will be adopted by lumbermen throughout the country.

### The Retailer's Profit

A. L. Porter, Secretary of the Western Retail Lumbermen's Association, hit the nail fairly on the head in a recent letter, in which he says: "I believe that the time is fast approaching when the lumber business—the retail end of it—should stand on its own bottom, and the contracting business should stand on its own bottom. I do not believe that a contractor should make a big profit on the material going into the job. All he has to sell and which he should make a fair margin on, is his time and brains to put the material together; and I believe that the government and the people and the manufacturers are going to insist that the retail lumbermen of this country reorganize their business in various places; put a fair margin of profit on the various items of material sold, and sell it for that price for cash; but those two prices should be given to any and everybody. If he wishes to make a larger margin of profit, he must render more service and do more work."

### French Tie Commission Coming

Word has been received that the Societe Anonyme des Etablissement Carrel Aine, Rouche et Cie, having headquarters at 55 Rue d'Amsterdam, Paris, shortly will send a commission to Canada and possibly the United States to investigate and report on tie supplies. The organization is the purchasing representative for French state railways. Co-incident with this announcement is an inquiry for from 1,000,000 to 5,000,000 oak ties; dimensions, 8½ ft. long, 9.45 in. wide and 5½ in. thick, prices to be quoted c.i.f. French and Italian ports, and ties to be inspected for acceptance before shipment. A bank guarantee will cover payment and a similar guarantee is demanded to insure delivery. It is understood that this inquiry comes from Zurich, Switzerland.


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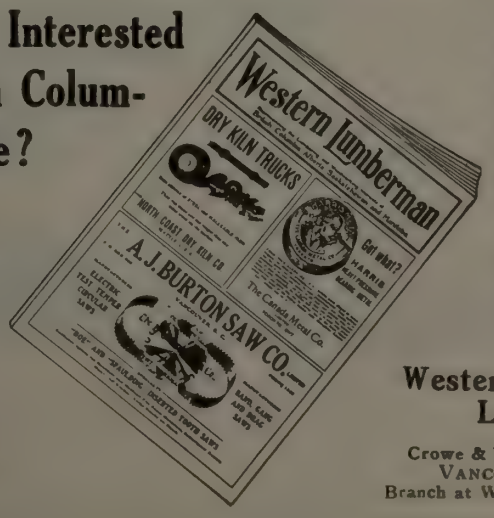


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# Review of Current Trade Conditions

## Ontario

The volume of the lumber trade in Ontario to-day is unquestionably small as compared with the same time a year ago. The outlook is that there will not be a marked increase in the amount of trade, at least until greater elasticity is noticeable in the money market, as the large lumber consuming factor in Ontario trade is the housebuilding industry which is largely dependent upon loans. Under these conditions lumber used largely in housebuilding, such as hemlock and the lower grades of southern pine is feeling the dullness of trade more than other lines consumed by manufacturers.

The most promising section of the present demand is in those towns which are dependent mostly upon agriculture. In these places there is a little more activity than in places where manufacturing is the chief industrial activity. Although the farmers are expected to commence showing their money before long, they have not as yet given any strong indications of doing so.

Ontario lumber manufacturers are taking a more hopeful view of the trade situation since the announcement of a duty of 7½ per cent. on rough lumber, and an increase of 7½ per cent. in the duty on finished lumber. The opinion is widely expressed that this will be an important factor in preserving the Ontario markets for Ontario lumber.

Some enquiry is heard for lumber for export. Exporters are looking for Norway pine in fair average widths and lengths for immediate shipment to Great Britain. Uncertainty prevails about the probable demand for white pine for export, on account of the difficulty in securing reasonable freight rates.

Eastern spruce is practically off the Ontario markets on account of the favorable conditions in the export trade. The hardwood trade continues quiet and shows no changes of any importance.

## Eastern Canada

Local trade is very quiet at St. John, N.B., and there is no change of any importance to report. Prices continue firm and would stiffen if the demand improved to any extent. A good price is asked for the better grades of spruce deals for export. Present indications are that every deal will be moved by the time navigation opens. Ocean freight rates continue very high, 100s. per standard being the minimum. Stocks are commencing to move from all interior points. Portable mills are all in operation and the output from this source will be larger than it was a year ago. In the lower river districts there has been very little snow and hauling conditions have been poor. Prices of logs are higher than they were last year although it is difficult to say how long this will continue. Logs are selling at about $14 for deal logs and $10 for spruce battens, 8 in. and up, delivered at St. John. The large operators on the head of the St. John have cut about 25 per cent. more than usual, as woods conditions have been excellent. If the driving conditions are also good there will be a full season's sawing at St. John. At St. John the trade is very quiet. Factory work of all kinds is slow. A fair amount of house building however, is expected during the coming summer. Shingles continue quiet. Laths are selling at about $2.75 on the wharves at St. John.

A report from Boston states that quotations on eastern spruce, particularly on dimension have been reduced about 50c. The demand is slow. The increasing difficulty of obtaining vessels for shipments of spruce to England is reported to be resulting in heavier offerings in the eastern States. Some mills have orders booked ahead at $24. Random spruce is not too plentiful and prices are well maintained, 2 x 3 selling at $21; 2 x 4 at $22; 2 x 5 at $21; 2 x 6 and 2 x 7 at $20.50 to $21; 2 x 8, $22 to $22.50; 2 x 10, $23.50 to $24, and 2 x 12, $24 to $24.50. At New York the market for eastern spruce continues quiet.

The demand for hemlock at Boston is light. Some of the strong mills in the east continue to quote at $22 for the best clipped boards, 10, 12, 14 and 16 feet, but the current trade in good eastern boards is at about $20 to $21.

Shingles are slow at Boston, but prices are weak. Good white cedar extras are now offered at $3.40, the full range being $3.35 to $3.45. Clears are quoted at $3.80 to $3.90, and second clears at $2.50 to $2.65. The demand for lath is slack. 1⅝-in. is selling at $4.10 to $4.15. For 1½-in. the range is $3.70 to $3.75.

## United States

The business situation in the United States is steadily adjusting itself to the conditions resulting from the European war. It is noticeable that a great number of important industries have seen the necessity for resuming operations on a normal basis without waiting for a more definite turn to the war situation. In the lumber business, orders are increasing in volume and there is a fairly general feeling of confidence that in the early spring there will be a decided change for the better. An important and encouraging factor is the fact that money is plentiful and cheap for carrying on legitimate business. The volume of export business is steadily increasing. Railroad companies are gradually increasing their buying. The outlook for the railroads is excellent. No one expects a heavy amount of new construction, but practically all lines will be increasing their consumption of car material, ties, etc. Wood working companies in general are finding that trade is better than it was a month ago.

The yellow pine trade shows improvement. The railroads during the last few weeks have bought many million feet of southern pine. Varying reports are received in regard to the hardwood trade. Business however, is gradually increasing in volume and some lines show improved prices. This applies particularly to quartered and plain oak. Northern hardwoods are holding their own as to prices. Mill stocks are reported to be accumulating to a slight extent. Most of the northern hardwoods however, are in strong hands. Spruce is moving fairly well and improvement is reported in the hemlock market.

The northern pine trade at Buffalo continues on a small scale. Much improvement is not looked for in the near future, but better weather is expected to bring out a fair amount of business. Retail stocks are not heavy. Prices are steady. The low grades being strongest. A seasonable amount of trade is in progress at North Tonawanda. More box stock has been moved this winter than formerly, the demand being for ammunition boxes, crating and other purposes resulting from the war. It looks as though there will be a shortage of the poorer grades in the spring. Prices of box lumber are now higher than they have been for many months.

## Great Britain

The continued uncertainty in connection with the supplies of timber and the course of freight rates during the coming season is keeping down the volume of forward arrangements at London. Very little is being done at this season, which is usually a very busy time in this connection. The joinery makers are doing a fair amount of trade and the indications are that this will continue. The packing trade is also a large consumer at present. The building demand is very quiet. Values are well maintained at London with a continued tendency towards advance. The deliveries at London docks during the week ending February 6th amounted to 5,248 standards, as compared with 3,205 standards during the corresponding week of 1914. At Churchill and Sim's recent auction sale 3 x 11 third Quebec pine sold for £19 5s. and £19; third Montreal at £18, and fourth Montreal at £15 15s. 3 x 10 to 7-in. Montreal brought from £17 to £15 10s., while 3 x 9 red pine sold for £17; 8-in. for £16 5s., and 7-in. for £15 15s. Third Quebec spruce brought £16 15s.

At Liverpool, c.i.f. values for spruce deals are a little firmer than they were a fortnight ago. Transactions for forward delivery are small, on account of the scarcity of tonnage. It is reported that a prominent firm of ship owners recently refused £6 per standard freight on spruce from St. John and Halifax to the West Coast of Great Britain for a good line, stating that they had not any available room. Liner parcels during the past month have been greatly curtailed. Spot values are very firm and likely to stiffen. The demand is good, although there is no great rush of orders. C.i.f. values of birch are very strong, but the volume of business is light, particularly for forward delivery. Several liner parcels were recently sold at advanced prices and spot prices went up in sympathy. At Manchester, spruce is dearer and stocks are very low. Small cargoes were recently offered at about £16 c.i.f., of the usual average specification, based on a 90s. freight. A fair volume of business is reported at Glasgow. The demand for spruce continues strong. The small shipments arriving are quickly sold at good prices. Available supplies are not sufficient to meet all the requirements, and a disposition has been noticeable to make use of the cheap woods, such as low grade poplar for packing case material.

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The Timber Trades Journal, London, England, in its issue of February 13th, says:—The present position has given a fillip to the Canadian timber industry from which the pine deal trade, like other branches, is benefitting; but as to what duration this improved state of things will extend is largely dependent upon the fluctuations of the Canadian freight market. There is no doubt that at present the demand for pine deals and boards has increased very much owing to the considerable advance in spruce and redwoods, which is likely to continue for some length of time.

View of Mills in Sarnia.

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# Market Correspondence

**SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD**

## Montreal Trade Feeling More Hopeful

Montreal, February 24th (Special to the Canada Lumberman): While there is no improvement in the turnover of orders, a more hopeful feeling prevails in the lumber trade. Some firms are basing their expectations of better business on a strong demand for the British markets, while others are looking to the United States. Locally, there is no sign of an immediate awakening in trade, as building will be light for three or four months at least. The representatives of two London firms have been making inquiries for immediate and later shipment of lumber, particularly of spruce. Some of this—clear spruce—is required for the Navy.

Questions of tariffs—federal customs and railway—have naturally occupied the attention of lumbermen. With regard to the former, inquiries go to show that the budget, in so far as it affects the lumber industry, has been well received. Lumbermen spoken to are decidedly in favor of the 7½ per cent. on rough and the extra 7½ per cent. on dressed descriptions. The opinion is that the tariff will keep out, to a certain extent, the poor qualities of Georgia pine which have been put on this market at prices representing a loss to the manufacturer, which made competition by Canadian grades impossible. The additional 7½ per cent. will, it is expected, make little difference to such woods as oak, poplar, etc., which we are practically bound to import from the United States. The consumer will of course have to pay, and will probably only regard it in the light of another war tax, temporary in its character.

The higher railway rates asked for by the companies are regarded from two points of view. One is that the companies are entitled to moderate increases, owing to the rise in the price of commodities, combined with diminished receipts. On the other hand, it is contended that the companies having participated in the good times, must bear their share of the bad times, and that it is unfair to raise rates for the benefit of railway shareholders, who already have received great assistance from the Government. The lumber trade ought not to be subjected to any further burdens. The vice-presidents of the railroads held a conference with the Council of the Board of Trade on the 22nd inst., the lumber interests being represented by Mr. P. D. Gordon.

The rates of freight for the coming export season are still uncertain, and there appears to be little hope of any contracts being made just yet. The steamship companies are in the dark as to the amount of tonnage which will be available, and on this depends the freights which will have to be paid. One thing is sure—prices will be high.

The pulp and paper sections show very little change, business being quiet. The Dominion tariff is likely to affect some of the finer grades of paper favorably, although it must not be overlooked that raw materials are included in the new duties. The propostd addition to railway rates will mean higher cost of pulp and paper, but it is not likely that the trades interested will raise any objection to the revised schedule.

## St. John Trade Continues Quiet

St. John, N.B., February 20th (Special to the Canada Lumberman): There is very little, if any, change to report in the local lumber market at this port. Local trade is now very quiet. All repair work has ceased, only such work as is absolutely needed is being done. Prices remain firm and if there were any large amount of business coming to hand prices would be liable to stiffen, especially in the better grades of spruce deals, which are demanding a good price for export. If used for local work the purchaser would have to pay more than last season's prices. Stocks of all kinds of lumber are not excessive. Every deal will be moved by the opening of navigation, no great quantity being now on wharves here, and these deals would not be here were it not for the shortage of tonnage, which is almost impossible to get at any price. One hundred shillings per standard is the minimum rate at which vessels are chartering. Sailers are getting these rates or better, but it is hoped that some reduction may soon take place in freights. Parties having scantlings, deals, or planks to offer for immediate shipment are getting extra good prices, as high as $18.50 to $19 has been paid for 3 x 4, 5, 6 in., while $20 has been paid for 3 x 7 in. and up deals, alongside ship at this port.

All the stocks from interior points are now beginning to move, this last week being the first in which any snow has fallen so as to make hauling possible. The portable mills are all running and will continue to do so as long as they are stocked with logs. Any person who could get a small portable mill and had the lumber to saw is doing so this winter. If the weather is satisfactory a larger cut of rotary sawn deals will be manufactured this season than last. Very little snow has fallen on the lower river counties and it has been impossible to haul any logs until the last week. Weather for yarding has been ideal, and more logs have been yarded both in the lower sections of the river as well as the upper sections. All that is now needed is plenty of snow to move logs, if this does not come it will mean great hardship for the lumbermen especially in these lower reaches of the river near the coast. Prices for logs are higher than last year, but no one can tell how long this will continue, both as to prices of deals and logs. The conditions do not warrant any gambling and persons doing so are very apt to be caught. Logs sell for around $14 for deal logs and $10 for spruce battens, 8 in. and up, delivered here, with uprive: logs from the head of the river in the neighborhood of $14.50 or thereabouts. All the large operators on the head of the river have exceeded their cuts about 25 per cent., caused by the fine woods conditions. If driving conditions are good this will make a full season's sawing at St. John.

Locally, prices are more or less ruled by the demand and in some cases are being shaded to get business, which is very scarce. Factory work of all kinds is down to rock bottom and will probably continue so until warm weather. It is not anticipated that any large construction work will take place this winter. or during the summer, but it is expected that considerable house building will be carried on. Stocks of refuse lumber are large enough to take care of all business coming to hand. Prices remain about the same, viz., $13 to $14 per M. for boards, scantlings and deals delivered to work in the city.

The shingle trade remains quiet, stocks are not heavy, only about enough to care for trade until spring opens. Laths are being sold for about $2.75 on wharves at St. John, but only a few new laths are coming in on cars.

## Ottawa Trade Showing a Little Improvement

Ottawa, February 22 (Special to the Canada Lumberman): The war tariff and taxes, and the application to the Railway Commission by the Canadian Freight Association, which represents all the railways operating under the jurisdiction of the board, to increase the freight rates on all lines east of Port Arthur, have been all absorbing topics of discussion among the Ottawa lumbermen during the past week.

The consensus of opinion among members of the trade in Ottawa on the increase in the tariff is that Hon. W. T. White, Minister of Finance, has chosen tolerably good methods for raising the revenue needed to meet the added financial burden caused by the war. There is one fear, however among the lumbermen here, arising out of the boost in the duty on lumber of 7½ per cent., a fear that if realized would undoubtedly hurt business to a considerable extent. This is that the United States may put a retaliatory duty on lumber into effect. But to offset this fear is a belief that the American Government will realize that the increase in duty decided on by the Canadian Government is for war purposes only and will be in effect only so long as the war lasts. A canvass made of some of the leading members of the trade elicits the information that there is no complaint registered in regard to the change. There are some who are inclined to thnk that it will be a good thing, as it mav cut down the imports of southern pine, and therefore encourage the use of Canadian lumber that enters into competition with the product from the south.

The application of the railways for an increase in the freight rates on eastern lines was filed with the Railway Commission last Thursday. The proposed increase on lumber and forest products is from ¼ to 1½ cents per hundred pounds. March 1st has been set for the hearing and it is likely that the railways will be vigorously opposed by representatives of the Canadian Lumbermen's Association and shippers in general.

With the improvement in weather conditions lately there is a more optimistic feeling that business will pick up. It is, as a matter of fact, showing some improvement lately. Some fairly good purchases have been made in the last few weeks by United States buyers. The prospects for activity in local building are brighter than was expected a short time ago. Sir George Foster, Minister of Trade and Comerce asked the House of Commons last week for a grant of $6,000 to be used for the control of ocean rates. He said he would like $100,000 to develop his department in preparation for the trade opportunities which the war is opening up. Sir George, in answer to a query from Hon. Dr. Pugsley, said that he intended to secure the services of an expert to investigate the matter of ocean freight rates. He has not yet secured this man. In the last six months the minister explained, it has been rather difficult to regulate the rates owing to so many vessels being taken over by the British Admiralty and conse-

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No matter if your bearings are exposed to rain, or steam or water—this grease will give perfect and lasting lubrication because the fine graphite flakes it carries form a lubricating film over the bearing surfaces that is heat-proof and water-proof. This grease is not only a splendid lubricant but a perfect rust preventive. Convince yourself by a trial, even under the worst conditions. Ask for "Water-proof Grease" Booklet No. 238.

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**Joseph Dixon Crucible Co.**

Established 1827

**Comes this Message from the Engine Room**

*We cannot get enough steam*

**Do you ever get this message from your engineer when he finds he cannot carry the load over the peak? It's a crisis that may come to you any day—a crisis that can be voided by installing a**

**Sturtevant**

( REG. CAN. PAT. OFF)

**Turbo Undergrate Blower**

The Sturtevant gives all the draft needed—it helps hopelessly overloaded boilers — it gives additional height to stacks that are too short—it gets up steam quickly. Have one in your plant and save the installation of new boilers.

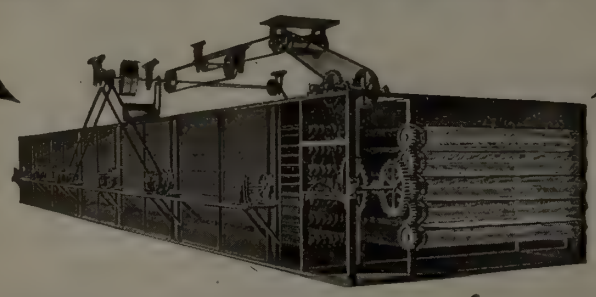
Shavings, sawdust, and other wood refuse can be burned successfully.

***As a starter get bulletin 186-C***

**B. F. Sturtevant Co. of Canada**
**Limited**
**Galt, Ontario, Canada**

Selling Agents
**Sanford Riley Stoker Co., Limited, *"The Riley Stoker"***

**PROCTOR VENEER DRYER**



**Dries enormous amount of veneer perfectly flat and pliable at minimum cost, without checks or splits**

Send for catalog and list of users

**The Philadelphia Textile Machinery Co., Philadelphia**


quently there has been a scarcity of ships. Increases in the rates between Canada and Great Britain, he stated, have not been so great as they have been elsewhere. Mr. J. H. Sinclair, M.P., for Guysboro, N.S., suggested that if, instead of holding the ship owner responsible for the board measure, he should be held responsible only for the number of pieces received, lumber rates might not be so high since rates are now charged to cover the responsibility which accrued to the ship-owner under the existing law, for any shortage in measurements.

Though there have been no sailings of boats to Great Britain cancelled from Canadian ports on account of the threatened blockade of the waters around the British Isles by Germany, there is no doubt that the export trade will be affected to some extent.

In the main estimates for public works, etc., brought down in the House of Commons a few days ago, provision was made for the expenditure of $190,329,352.06, as against $208,118,672.25, for last year, a decrease of $17,789,320. The amount to be spent in Ottawa totals $1,170,000.

Lumbermen will be interested in the bill to prevent the pollution of streams given its second reading in the Dominion Parliament a few days ago. If the bill passes, it will mean an additional expense to firms which now dump sawdust, chips, etc., in to navigable waters, since the bill provides for the imposition of a heavy penalty. Sir Wilfrid Laurier pointed out that, as now drafted, the bill would work a hardship on the operator of a sawmill on a navigable, though never used stream. The bill is likely to be modified so that it will apply only to waters that are navigated.

---

Thessalon, Ont., February 18th (Special to the Canada Lumberman):—The weather at the present time is all that could be desired for lumbering operations. We have abundance of snow and frost. The ice on the lakes is excellent, and logs are being hauled very fast. If the cold weather holds as at present up to the 15th of March, there will not be a log left on the skids. Some camps are breaking up this week and others will break up as they get through, from this on. The 15th of March will clean up everything.

Mr. W. E. Bigwood, of Graves, Bigwood & Company, visited Thessalon last week. Graves, Bigwood & Company are taking out a large stock this year.

The output here this year will exceed that of last year by about 20,000,000 feet, on account of the large amout of down timber.

The writer visited about twenty-five camps during the last ten days and the way the logs are coming in is wonderful. I have seen some loads with 120 logs, and some very good logs at that. The largest loads I have seen hauled were at the Waldie Bros.' camps. This firm have a new arrangement in connection with their loads. Stakes about 3 ft. long, leaning out, are secured in the ends of the bunks, making a load about 14 ft. wide on the third tier of logs. This enables them to pile on a great load.

There have been some sales of lumber on the shore this season, the prices being about the same as last season.

Men are very plentiful for woods work. Some men were hired recently for $15 per month. There will be a large number of idle men on the shore from now until the ice is clear and the drives start, and also until the mills commence sawing.

The Hope Lumber Company, Thessalon, are making extensive improvements to the North Channel mill which they purchased recently. They will have a very fine stock of logs, which are being cut on the Forest Reserve.

---

## St. John January Shipments Show Large Increases

Shipments of wood goods from St. John, N.B., to United Kingdom, Continent, Australia, etc., during January, 1915 and 1914, are reported by W. Malcolm MacKay, St. John, N.B., as follows:—

| Ports | January 1914, Ft. | | January 1915, Ft. | |
|---|---|---|---|---|
| | Spruce | Birch Plank | Spruce | Birch Plank |
| Liverpool | 904,529 | 136,247 | 2,066,995 | 104,558 |
| Manchester | 1,071,933 | ..... | 1,118,954 | ..... |
| Channel | ..... | ..... | 2,109,953 | 12,397 |
| Glasgow | 295,805 | ..... | 397,530 | ..... |
| London | 598,491 | 415,916 | 2,120,228 | ..... |
| Ireland | 1,205,459 | ..... | 2,742,707 | ..... |
| Australia | 110,000 | ..... | ..... | ..... |
| South Africa | 501,381 | ..... | ..... | ..... |
| Total | 4,687,604 | 552,163 | 10,556,367 | 116,955 |
| Shippers | | | | |
| W. Malcolm Mackay | 2,367,660 | 201,299 | 4,212,104 | ..... |
| J. E. Moore & Co., Ltd. | 1,045,384 | 66,848 | 1,759,124 | 74,591 |
| Geo. McKean | 404,627 | 246,670 | 3,512,119 | 42,364 |
| Other Shippers | 869,933 | 37,346 | 1,073,020 | ..... |
| Total | 4,687,604 | 552,163 | 10,556,367 | 116,955 |

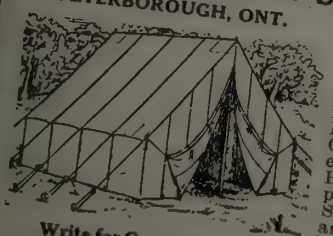
An attractive calendar has been sent out by the Montreal Lithographing Company, Limited, to its friends in the trade. The decoration of the calendar is a very striking Indian Girl picture.

# Leading Firms

## CATERING FOR

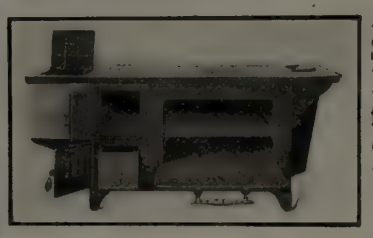
# Mill, Factory and Camp Business

**J. J. TURNER & SONS**
PETERBOROUGH, ONT.



The largest Manufacturers and Dealers in Canada of Lumbermen's Tents Bed Ticks, Grey Blankets, Nose Bags, Waterproof Goods, Steel Ranges and General Camp Outfits.

Write for Catalogue. Prompt shipments.



**A good Steel Range for Camp Use**

Can be fitted to burn wood, coal or coke. Special price to lumbermen.

ALGONQUIN STEEL RANGE.

*Write us.* NATIONAL MFG. CO., LTD, Ottawa.

**Caldwell's Molasses Meal**

Guaranteed to contain 34 per cent. Pure Cane Molasses

Increase the efficiency of your horses, keep them free from Colic and indigestion

Leading lumber camps now using it

WRITE FOR ILLUSTRATED BOOKLET

**Caldwell Feed Co., Ltd.**
Dundas, Ont.

**CAMP SUPPLIES**

The Lumber field in Canada is large, but it can be economically covered through the

**Canada Lumberman & Woodworker**
TORONTO, CANADA

**BELTING**
of every description
**HOSE, AND MILL SUPPLIES**
We Guarantee Satisfaction
Write for Net Price List
**N. SMITH**
138 York Street, Toronto, Ont.

**National Oats**
are
**Good Clean Western Oats**
bagged in strong, well-sewn sacks in anticipation of rough handling incident to CAMP USE.

Prompt service assured.
Write or wire for quotations.

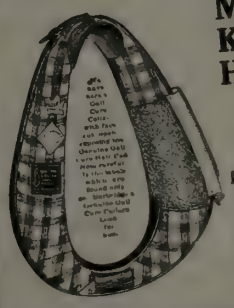
**National Elevator Co., Ltd.**
Calgary WINNIPEG Port Arthur

**Wing Screw Boot Calks**
Made especially for Lumbermen

No. 5.

Send for samples and prices.

**The Steel Co. of Canada, Limited**
Hamilton, Montreal, Winnipeg, St. John.



**Maple Leaf Kanthurt Horse Collars**
(PATENTED)
These collars will not hurt your horses' shoulders.
No. 62 Lumber, Hogskin face, $37.00 doz.
Saddlery & Moccasins
**S. & H. Borbridge**
Ottawa, Ont.

Any one of these spaces twice a month for a year (24 insertions) will cost $72, and may be changed every issue.

**"VIVAT"**
**SPECIFIC FOR HORSES**

A quick remedy for Cough, Broken Wind, Heaves, Colics, Worms and diseases of the Urinary Organs. It is a powder, not a liquid.

**Dr. Ed. Morin & Co., Limited**
QUEBEC

**W. H. Dwyer & Co., Ltd.**
OTTAWA, ONT.
Offices also at Fort William and Montreal
**Largest Wholesale Dealers in Hay and Oats in Canada**
Write or wire us at any of the above offices. We do the rest.
"HE WHO SERVES BEST PROFITS MOST."

TRADE MARK
"The Alligator Brand"
**HARNESS, COLLARS, AND SADDLES**
*Lamontagne Limited.*
Balmoral Block, MONTREAL

We make a Specialty of

# Conveyor Chains

## For Lumbermen

WE make them from carefully-selected iron, and every link is guaranteed ***strictly hand-made***—not the inferior machine-made.

The point is worthy of special emphasis.

We make the chains according to any dimensions desired, guarantee splendid workmanship; uniformity; dependability.

Prices are the lowest possible for the class of work we furnish, and Quality above criticism.

Let us quote for your needs.

**Send for catalogue giving estimated weights of various sizes of chain; prove test; breaking, straining and safe-working loads, and giving hints regarding the care of chain which will prolong a chain's usefulness.**

**Woodhouse Chain Works**

*P.O. Box 525* **TRENTON, N.J.**

# LATH

**Campbell, MacLaurin Lumber Co.**
**Limited**

**Board of Trade Building, MONTREAL**

# SPRUCE SPECIAL

I can satisfy any enquiry from a large and well assorted stock, mill run and mill cull, in standard thicknesses 5/8 inch to 3 inches, and widths.

2,500,000 pcs. Mill Run **SPRUCE LATH** 1 3/8″ x 3/8″ x 4', in good shipping condition.

1,500,000 ft. 5/8″ **SPRUCE** for box or crating trade, in shipping condition.

GOOD STOCKS PROMPT SHIPMENTS SATISFACTION

**C. A. SPENCER**

**Wholesale Dealer in Rough and Dressed Lumber, Lath and Shingles**

**Eastern Townships Bank Building, MONTREAL, Quebec**

# EDGINGS

### Ontario

J. C. Sanderson, of Jarvis, Ont., has sold his retail lumber business to A. and W. J. Bailey, of Hagersville, Ont.

John C. Howey, Port Dover, Ont., is contemplating the erection of a sawmill. It is expected that the plant will be completed by April.

Knight Bros., Burks Falls, Ont., are reported to be in the market for the following sawmill machinery; 1 edger, 4 power driven under rolls, and 2 pressure rolls.

W. P. Ball, Welland, Ont., is drawing up plans for a furniture factory. The building will be 1½ storeys, 25 x 50, frame construction with concrete foundation, shingle roofing and pine floors.

Curtiss Aeroplanes & Motors Limited, have been incorporated with head office at Toronto, and capital stock of $50,000 to manufacture, buy, sell, etc., all kinds of aeroplanes and flying macnihes.

S. Anglin & Company, Kingston, Ont., recently lost their planing mill and sawmill by fire. The damage amounted to about $15,000, and was partly covered by insurance. The company report that they intend to rebuild as soon as their insurance has been adjusted.

The Alliance Lumber Company, Hamilton, Ont., has been incorporated with capital stock of $40,000. The directors are R. J. Press, M. Cole, D. Cole, A. A. Hines and J. H. Rutherford, all of Hamilton. The company is incorporated for the purpose of carrying on business as saw and planing mill operators, and manufacturers of woodenware and builders' supplies.

The Northern Construction Company has sold its entire stock of lumber in its yards at Fort Frances, Ont., to Messrs. Fullerton and Krugar, of Minneapolis, Minn. The amount of lumber involved is over 9,000,000 feet. It is reported that the Northern Construction Company will also dispose of their mill and that it will be operated in the spring by a new company.

### Eastern Canada

The new sulphite plant of the Belgo-Canadian Pulp & Paper Company, Limited, at Shawinigan Falls, P.Q., is now in operation, producing unbleached news sulphite.

The Grand Valley Lumber Company, Limited, has been incorporated with head office at Montreal, and capital stock of $75,000 to carry on a general manufacturing and trading business in lumber.

The Sainte Anne Lumber Company, Limited, has been incorporated with head office at Montreal, and capital stock of $75,000, to manufacture, buy, sell, and otherwise deal in logs, timber, lumber, pulpwood, railroad ties, and the products of the forest generally.

The South West Boom Company is applying to the Legislature of New Brunswick for an act to extend the company's charter for a further term of twenty years and to authorize an increase of 10c per thousand feet in the rate charged for the boomage of logs and other lumber.

Geo. McKean & Company, Limited, St. John, N.B., have been incorporated with capital stock of $100,000, and head office at St. John, to carry on the business of general timber and lumber merchants. The incorporators are W. K. McKean, G. R. McKean, W. E. Golding, F. R. Taylor and O. Ring, all of St. John.

La Compagnie de Construction Generale du Lac Saint-Jean Limitee, has been incorporated with head office at Roberval, P.Q., and capital stock of $10,000. The company is given power, among other things, to purchase, lease, and sell timber limits, etc., and construct and operate sawmills. Among the incorporators are A. Levesque, D. Neron, G. Levesque, T. L. Bergeron and J. H. D. Brassard, all of Roberval.

### Western Canada

The Vancouver Shingle Mills Limited, have been incorporated in British Columbia with capital stock of $10,000, and head office at Vancouver.

The British Columbia Shingle Company, Limited, has been incorporated in British Columbia with capital stock of $100,000, and head office at Vancouver.

The Builders' Wholesale Lumber Company, Limited, has been incorporated in British Columbia with capital stock of $5,000, and head office at New Westminster.

The planing mill of the Ladder Lake Lumber Company at Big River, Sask., which has been idle for some time has again commenced operations, giving employment to between 40 and 50 men.

The Mackie Mill & Mercantile Company, Gettysburg, Wash., U. S. A., have started work upon the erection of a shingle mill at New Westminster.

B.C., on the south side of the Fraser River. The mill will have a capacity of 200,000 shingles per day.

H. S. Moore, Blairmore, Alta., is contemplating the erection of a wood distillation plant, at a cost of $20,000, at Cranbrook, B.C. It is expected that construction work will commence in the spring.

The Superior Sash and Door Company, 226 14th Street, New Westminster B.C., recently lost their sash and door factory by fire. The damage is reported to have amounted to $100,000, and was partly covered by insurance.

The M. J. Walker Company, Weyburn, Sask., have sold out all their holdings to the McIlraith Lumber Company, of Radville, Sask. Four yards are included in the deal, at Colgate, Tribune, Bromhead and Torquay. The McIlraith Lumber Company already have a number of yards in the southern part of the province.

---

A conference was recently held at Chicago between the representatives of the National Hardwood Lumber Association and the Federation of Furniture and Fixture Manufacturers, the object being to discuss the inspection rules' situation. A resolution was passed that, pursuant to the request of the inspection rules' committee of the Federation of Furniture and Fixture Manufacturers, the National Hardwood Lumber Association should appoint a special committee of five for the purpose of conferring with a like committee representating the Federation of Furniture and Fixture Manufacturers on the subject of inspection rules and to conduct test inspections, with the object of seeking to harmonize such differences as may be found to exist and to bring about a closer co-operation between the organizations. A resolution was also passed to the effect that the Federation of Furniture and Fixture Manufacturers would accept the present standards of inspection of the National Hardwood Lumber Association until final report is made by the appointed committee.

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The Provincial Government of British Columbia is making strong efforts to secure for the lumber manufacturers of that province, all, or a portion, of a contract for 500,000,000 feet of lumber which it is reported will be let by the French Government to replace the losses in war, and also to be used for military purposes. Representations have been made to the Provincial Government that unless the royalty on timber is removed in connection with such contracts, British Columbia mills will be unable to compete successfully with Oregon and Washington companies. It is estimated at present that the French Government contract will run into stock to the value of $7,500,000.

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The annual banquet given by The Stearns Salt & Lumber Company, of Ludington, Mich., to its office employees was held on Saturday evening, February 6, at The Stearns Hotel. Over one hundred guests were present. Stories were told and vaudeville turns were given for the amusement of the diners between courses. This part of the entertainment was in charge of the sales manager, J. E. Dewey. The balance of the evening was spent in dancing and games, which were in charge of A. M. Johnston, advertising manager. The salesmen came in from the road to take part in the festivities and it was one of the most successful events of its kind ever held in the city.

---

A Bill to incorporate La Societe des Reserves Hydraliques du Saguenay has been defeated in the private bills committee of the Quebec Legislature. The lumber trade was interested in the bill, which affected the floating of timber on the rivers of the district. It was proposed to build dams and dykes on the Chicoutimi, Aux Sables, and Peribonka Rivers, their tributaries and lakes, for the object of regulating the flow of the water. Opposition to the bill was based on the point that an agreement already existed between two large companies for the distribution of water and that the Legislature ought not to interfere with the present contracts.

---

A despatch from Ottawa states that Sir Geo. Foster, Minister of Trade and Commerce, is arranging to send to Australia, a commissioner to secure trade in that country for British Columbia lumber. It is hoped that under the favorable conditions which now prevail, a large amount of business for the mills of the Pacific Province will be worked up by means of sending a Government commissioner to that country.

---

In the United States and Canada the preservative treatment of telephone and telegraph poles and cross ties has not yet become customary though the industry has made considerable progress during the last year. This impregnation of wood with oils and chemicals to increase its resistance to decay has been very general in Great Britain and many European countries for some years.

---

The annual meeting of the National Hardwood Lumber Association will be held this year at Chicago, on Thursday and Friday, June 10th and 11th.


**Blair & Rolland, Ltd.**

130-131 Coristine Building

**Montreal**

Main 5063

**Merch. Red Pine**

2 x 6 x 10/13
2 x 8 x 10/13
2 x 9 x 10/13
2 x 10 x 10/13

**Merch. Spruce**

2 x 5/12 x 10/13

**5th Qua. Red Pine**

2 x 6 x 10/13
2 x 8 x 10/13
2 x 10 x 10/13

**6th Qua. Red Pine**

2 and 3 x 4/12 x 10/13

**6th Qua. Spruce**

3 x 4/9 x 8/13

**Lath**

Spruce Lath No. 2—1½ x ⅜ x 4′
Spruce Lath Mill Run—1½ x ⅜ x 4′

**For Packing**

High pressure Steam Rods
Use Garlock Style Number 200

Medium Pressure Steam Rods
Use Garlock Style Number 445

Low Pressure Steam Rods
Use Garlock Style Number 333

Worn or Scored Piston Rods
Use Garlock Style Number 336

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High Pressure Cold Water
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These Packings are Guaranteed to give Satisfactory Service under the above conditions.

Write for our new catalog.

**The Garlock Packing Co.**

**Hamilton, Ontario**

Branches:—

Calgary Toronto
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# A Customer's Opinion of Moreau Barkers

The
St. Simeon Lumber Co.
Limited

Doreil, P. Q. January 30, 1915

Mr. Chas. Manseau, Sales Manager
The Moreau Barking Machine Co., Ltd.
Drummondville, Que.

*Dear Sir:—*

*We beg to acknowledge receipt of your favor of the 20th inst.*

*We installed six Moreau barkers in May, 1907 and since that date we reckon that each of these machines has barked 15,000 cords of wood, costing on an average from 40 to 45 cents a cord, according to circumstances. Maintenance for each of these machines amounted to from $5 to $6 per year. We reckon the loss of wood through barking averages about 18%. These machines have proved so satisfactory to us that our firm, having decided to build a new mill, will install 8 or 10 of these Moreau barkers in it.*

*Yours very truly*
*The St. Simeon Lumber Co., Ltd.*
*Doreil*
*Per Alf. Garneau*

The Moreau Barking Machine is something quite different from any other rossing device.

It has a capacity of from 2 to 3 cords per hour and only requires 6 H.P. to operate it, and it eliminates the time consuming and costly operation of boiling logs.

The Moreau Barker only diminishes the log 18 per cent. as compared with a loss of 25 per cent. to 30 per cent. by other barkers.

The Moreau is an Automatic Barker and its working efficiency is not dependent upon the operator. This feature is particularly advantageous when the logs to be barked are crooked.

Used in conjunction with a pulp wood plant the Moreau Barking Machine will show surprising results. A valuable feature of this outfit is that it is readily portable to any point in the woods—at the railway siding or wherever shipping facilities are offered. Its own weight is sufficient to hold it in place when in operation.

***Write us for literature and prices***

# The Moreau Barking Machine

## Company, Limited

## St. Hyacinthe, Que.

**Address all communications to C. Manseau, Sales Manager, Drummondville, Que.**

1851 G & K
TRADE MARK
REG. U.S. PAT. OFF.

## The Meaning of

# Transmission Efficiency

## In the Mill

"Transmission Efficiency" means the smooth and uninterrupted working of every belt in your mill—no slipping and consequent loss of power—no shut-downs—no stops or delays for adjustment and repairs.

Would you have "Transmission Efficiency" in your mill? Then equip your plant with

# NEPTUNE
# Waterproof Leather Belting

The belting which will give you the **highest efficiency in power transmission** throughout your entire plant.

In places where the ordinary kind of belting goes all to pieces, **"Neptune"** belting runs right along day after day, every joint and every lap as tight and secure as when first installed.

**"Neptune"** is the pioneer of all waterproof belting—it has steadily grown in favor with planing and lumber mills, because of its wonderful durability and waterproof features. Its large sale throughout the Canadian provinces is strong proof of its genuine value—it has the unqualified endorsement of thousands of users.

Remember, **Neptune Leather Belting** is guaranteed to be absolutely waterproof, that the laps will not loosen if wholly submerged in water, and, if double belting should be used, that it will not come apart in the laps or between the plies.

Let us send you further particulars with prices and samples of the **Neptune Brand,** also a copy of our **24-page Neptune Book.**

# The Graton & Knight Mfg. Co.

***Oak Leather Tanners and Belt Makers***

**Worcester, Mass., U.S.A.**

**Representatives in Canada:**

## THE CANADIAN FAIRBANKS-MORSE CO., LIMITED

**St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Vancouver, Victoria**

*NOTE:—In saw and planing mills where the transmission conditions are extremely exacting use* SPARTAN LEATHER BELTING.

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Hoyt Metal Company
Canada Metal Company

### BAND MILLS
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Hamilton Company, William
Waterous Engine Works

### BARKING MACHINES
Moreau Barking Machine Co.

### BELT CEMENT
Graton & Knight Mfg. Company.

### BELT DRESSING
Dixon Crucible Co., Joseph
Graton & Knight Mfg. Company.
Turner Bros. Canada, Limited

### BELTING
Canadian Consolidated Rubber Co.
Can. H. W. Johns-Manville Co., Ltd.
Dominion Belting Company
Federal Engineering Company
Goodhue & Company, J. L.
Graton & Knight Mfg. Company
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McLaren Belting Company, J. C.
Sadler & Haworth
Smith, Nathan
Turner Brothers Canada, Limited

### BLOWERS
Invincible Blow Pipe Company
Sheldons Limited
Sturtevant Company, B. F.
Toronto Blower Company

### BOILERS
Inglis Company, John
Jenckes Machine Company
Leonard & Sons, E.
Waterous Engine Works Co.

### BONDS
Ontario Bond Corporation

### BOX MACHINERY
Mereen-Johnson Machinery Co.
Morgan Machine Company

### CALKS
Steel Company of Canada

### CAMP SUPPLIES
Borbridge, S. & H.
Eckardt & Co., H. P.
Johnson, A. H.
Lamontagne, Limited
Morin & Company, Dr. Ed.
Smart-Woods Limited
Turner & Sons, J J.

### CANOES
Dixon, F. M.

### CANT HOOKS
McFarlane Neill & Company
Pink Company, Thomas

### CEDAR
Thurston-Flavelle Lumber Company

### CHAINS
Laughlin Company, Thos.
McKinnon Chain Company
Morris Crane & Hoist Co., Herbert
Pink & Company, Thos.
Standard Chain Company
Waterous Engine Works Co.
Woodhouse Chain Company

### CRANES & DERRICKS
Morris Crane & Hoist Company

### CRAYONS
Dixon Crucible Co., Joseph

### CYPRESS
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Louisiana Red Cypress Company
Wilson Lumber Company
Wilson Bros.
Wistar, Underhill & Nixon

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Batts Limited
Haeberle Lumber Company
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Tessier, Alphonse

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### DRY KILNS
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Dixon Crucible Co., Joseph
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### GREASE
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Cameron & Company
Fassett Lumber Company
Gillespie James
Harris Lumber Co., Frank H.
Hocken Lumber Company
Hoffman Bros. Company
Newman, John P.
Rat Portage Lumber Company
Read & White
Rimouski Industrial Company
Spencer, C. A.
Stearns Salt & Lumber Company
Webster & Bro., James

### HARDWOOD FLOORING
Canada Wood Specialty Company
Siemon Bros.
Wilson Bros.

### HEMLOCK
Anderson Lumber Company, C. G.
Bartram Bros.
Cameron & Company
Canada Lumber Sales Company
Elgie & Jarvis Lumber Company
Graves, Bigwood & Company
Haeberle Lumber Company
Hocken Lumber Company
McGibbon Lumber Company
Mason, Gordon & Company
Read & White
Spears & Lauder
Spencer, C. A.
The Long Lumber Co.

### HOISTS
Morris Crane & Hoist Company

### HORSES
Jacobs, J. W.

### HOSE
Canadian Consolidated Rubber Co.
Can. H. W. Johns-Manville Co., Ltd.
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited

### HARDWOOD VENEER DOORS
Wilson Bros.

### INTERIOR FINISH
Wilson Bros.

### KNIVES
Disston & Sons, Henry
Galt Knife Works
Peter Hay Knife Company
Simonds Canada Saw Company

### LATH
Austin & Nicholson
Bartram Bros.
Beck Mfg. Company, C.
Christy-Moir Company
Fraser Limited
Fraser-Bryson Lumber Company
Georgian Bay Lumber Company
Harris Tie & Timber Company
Graves, Bigwood & Company
McGibbon Lumber Company
New Ontario Colonization Company
Rat Portage Lumber Company
River Ouelle Pulp & Paper Co.
Spencer, C. A.
Victoria Harbor Lumber Co.

### LAUNCHES
Adams Launch & Engine Company

### LOCOMOTIVES
Canadian Locomotive Company
Climax Mfg. Company
Heisler Locomotive Works
Montreal Locomotive Works

### LOGGING CHAINS
Hingley & Sons, N.

### LOGGING & MACHINERY EQUIPMENT
Gerlach Company, Peter
Russell Brothers
Ryther & Pringle Company
Waterous Engine Works Co.

### LUBRICANTS
Dixon Crucible Co., Joseph

### LUMBER
Austin & Nicholson
Canada Wood Specialty Company
Dudley, A. N.
Fassett Lumber Company
Garrett Lumber Company, T. H.
Georgian Bay Lumber Company
Harris Lumber Co., Frank H.
Harris Tie & Timber Company
Harrison & Sons, John
Laidlaw Lumber Company, R.
McLennan Lumber Company
Montreal Lumber Company
Newman, John P.
New Ontario Colonization Co.
Oliver Lumber Company
Parry Sound Lumber Company
Ritter Lumber Company, W. M.
River Ouelle Pulp & Lumber Co.
Victoria Harbor Lumber Company
Wilson Bros.

### LUMBER CRAYONS
Dixon Crucible Company, Jos.
Superior Manufacturing Company

### NORTHERN PINE
Anderson Lumber Company, C. G.
Beck Manufacturing Company, C.
Blair & Rolland
Cameron & Company
Canada Pine Lumber Company
Cleveland-Sarnia Sawmills Company
Donogh & Company, John
Fesserton Timber Company
Fraser-Bryson Lumber Company
Gordon & Company, George
Gillies Bros. Limited
Graves, Bigwood Company
Harris Tie & Timber Company
Hocken Lumber Company
Long Lumber Company
Mackarell & Company, Thos.
Mason, Gordon & Company
Quebec & St. Maurice Industrial Company
Rat Portage Lumber Company
Rideau Lumber Company
Sawmill Owners Sales Company
Spencer, C. A.
St. Gabriel Lumber Company
Watson & Todd, Limited

### OATS
Chisholm Milling Company
Dwyer & Company, W. H.
Fairweather, A. W.
National Elevator Co.

### OVERHEAD RUNWAYS
Morris Crane & Hoist Co., Herbert

### PACKINGS
Can. H. W. Johns-Manville Co., Ltd.
Garlock Packing Co.
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited

### PAINT
Dixon Crucible Co., Joseph

### PENCILS
Dixon Crucible Co., Joseph

### PLANING MILL EXHAUSTERS
Sturtevant Company, B. F.

### PLATE CLAMPS
Morris Crane & Hoist Co., Herbert

### POLES
Harris Tie & Timber Company
Pink & Company, Thos.

### POPLAR
Dawkins Lumber Company, W. H.

### PULLEYS & SHAFTING
Waterous Engine Works Co.

# Dominion Timber Regulations

Licenses to cut timber on Dominion Lands in the Provinces of Manitoba, Saskatchewan, and Alberta, the Northwest Territories, within twenty miles on either side of the main line of the Canadian Pacific Railway in the Province of British Columbia, and in the tract of three and one-half million acres to be located by the Government in the Dominion in the Peace River district in the Province of British Columbia, lying east of the Rocky Mountains and adjoining the Province of Alberta, shall be disposed of by public auction at the office of the Dominion Timber Agent for the districts in which the berths are situated.

Before any parcel of timber is offered for sale it shall be surveyed by a duly qualified Dominion Land Surveyor into berths of an area not exceeding twenty-five square miles, and each of such berths shall then be thoroughly cruised by a duly qualified timber cruiser in the employ of the Dominion Government. The Minister shall then fix an upset price at which the berth shall be disposed of, and no berth shall be sold at less than the price so fixed.

Purchases to the amount of one thousand dollars or under shall be paid in cash at the time of sale. Purchases over one thousand dollars and not exceeding five thousand dollars shall be paid, one-half in cash at the time of sale, and a note or notes shall be given for the remaining half of the purchase price, payable in three months, with interest at the rate of five per cent. per annum. Purchases over five thousand dollars and not exceeding ten thousand dollars shall be paid one-third in cash at the time of sale, and notes shall be given for the remaining two-thirds of the purchase price, payable in three and six months, with interest at the rate of five per cent. per annum. Purchases exceeding ten thousand dollars shall be paid one-fourth in cash at time of sale, and notes shall be given for the remaining three-fourths of the purchase price, payable within three, six and nine months, with interest at the rate of five per cent. per annum. Notes shall be made payable at a bank in the city or town in which the sale is held or at a bank in the city of Ottawa. Cash payments must be made at the time of sale in legal tender or by an accepted cheque on a chartered bank, or by a draft issued by a chartered bank, payable to the order of the Deputy Minister of the Interior. If default is made in any payment required by this section the sale shall be forfeited and void.

The purchaser must also pay the cost or the estimated cost of the survey of the berth before a license is issued.

The licensee shall pay an annual ground rent of five dollars per square mile except for lands situated to the west of Yale, in the Province of British Columbia, in which case the yearly ground rent shall be five cents per acre.

The licensee shall pay the following dues on timber cut on his berth :—

Sawn lumber, 50 cents per thousand feet, board measure.

Railway ties, eight feet long, 1½ cents each.

Railway ties, nine feet long, 1¾ cents each.

Shingle bolts, 25 cents per cord.

And 5 per cent. on the sale of all other products of the berth.

# Timber Permits

Yearly permits are granted to settlers, mine operators and others on application to the Dominion Timber Agents, from whom further information can be obtained.

**W. W. Cory,**

Department of the Interior, Ottawa, Deputy Minister.
December 20th, 1912.

**PULP MILL MACHINERY**
Moreau Barking Machine Co.

**PUMPS**
Smart-Turner Machine Company
Waterous Engine Works Co.

**RAILS**
Gartshore, John J.
Morris Crane & Hoist Co., Herbert

**REDWOOD LUMBER**
Mershon Lumber Co., John D.
Pacific Lumber Company.

**ROOFING**
Can. H. W. Johns-Manville Co., Ltd.
Turner Bros. Canada, Limited

**RUBBER GOODS**
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited

**SASH**
Batts Limited
Haeberle Lumber Company
Heaps & Company, E. H.
Rat Portage Lumber Company
Rimouski Industrial Company
Tessier, Alphonse.

**SAWS**
Atkins & Company, E. C.
Disston & Sons, Henry
Gerlach Company, Peter
Hoe & Company, R.
Mereen Johnston Machine Company
Radcliff Saw Mfg. Company
Shurly-Dietrich Company
Simonds Canada Saw Company

**SAW MILL MACHINERY**
Berlin Machine Works
Gerlach Company, Peter
Hamilton Company, William
Huther Bros. Saw Mfg. Company
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Mershon & Company, W. B.
Morris Crane & Hoist Co., Herbert
Parry Sound Lumber Company
Payette & Company, P.
Waterous Engine Company

**SHINGLES**
Barclay Shingle Mills
Bartram Brothers
Campbell-MacLaurin Lumber Co.
Can. H. W. Johns-Manville Co., Ltd.
Christy-Moir Company
Fraser Limited
Gillespie, James
Harris Tie & Timber Company
Heaps & Company, E. H.
Larkin Lumber Company, C. A.
Long Lumber Company
McGibbon Lumber Company
Rat Portage Lumber Company
Snowball Company, J. B.
Timms, Phillips & Company

**SHINGLE & LATH MACHINERY**
Gerlach Company, Peter
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Payette & Company, P.
Waterous Engine Works Co.

**SOUTHERN PINE**
Arkansas Soft Pine Association
Cameron & Company
Garrett Lumber Company, T. H.
Harris Lumber Co., Frank H.
Hobart & Company
Mason, Gordon & Company
Wilson Lumber Company
Wuichet, Louis

**SPRUCE**
Auger & Son
Bartram Bros.
Blair & Rolland
Cameron & Company
Canada Lumber Sales Company
Christy-Moir Company
Donogh & Company, John
Elgie & Jarvis Lumber Company
Fenderson & Company, John
Fraser Limited
Fraser-Bryson Lumber Company
Gillies Bros
Leak & Company
Mackarell & Company, Thos.
Mason, Gordon & Company
New Ontario Colonization Co.
Quebec & St. Maurice Industrial Co.
Rideau Lumber Company
Spencer, C. A.
St. Gabriel Lumber Company
Waterous Engine Works Co.

**STEEL CHAIN**
McKinnon Chain Company
Standard Chain Company

**SNOW PLOWS**
Pink Company, Thos.

**TAPS and DIES**
Pratt & Whitney Company
Waterous Engine Works Co.

**TELESCOPIC ASH HOISTS**
Morris Crane & Hoist Co., Herbert

**TIES**
Fesserton Lumber Company
Harris Tie & Timber Co.
Spears & Lauder

**TIMBER BROKERS**
Cant & Kemp
Farnworth & Jardine
Lacey & Company, Jas. D
Meier, F. R.

**TIMBER ESTIMATORS**
Lauderburn, D. E.
Meier, F. R.
Munson-Whitaker Company
Sewall, James W.

**TIMBER CRUISERS**
Campbell Lumber Company, L. E.

**TUGS**
West & Peachey

**VENEERS**
Dominion Mahogany & Veneer Co.
Hoffman Brothers Company
Webster & Bro., Jas.

**VENEER MACHINERY**
Coe Mfg. Company
Perrin, William R.
Philadelphia Textile Machinery Co.

**WIRE**
Steel Company of Canada

**WOODWORKING MACHINERY**
American Woodworking Mach. Co.
Berlin Machine Works
Fay & Egan Co., J. A.
Hamilton Company, William
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Waterous Engine Works

**WOOD PULP**
New Ontario Colonization Co.
River Ouelle Pulp & Lumber Co
St. Gabriel Lumber Company


# RUBBER GOODS FOR LUMBERMEN

**Belting** Our long experience in the making of Rubber Belts enables us to specialize on this line. "Monarch" "Red Strip" and "Lion" are our leading brands for power transmission. (Write for Booklet B-1.)

**Packings** "Redstone" High Pressure Sheet Packing has proved by test that it will outlast any other similar packing on the market. We make Spiral and Ring Packings, etc., that are equally reliable. (Booklet P-1.)

**Hose** for Steam, Water, etc., in various grades, made especially to give satisfactory and economical service under different conditions. (Booklet H-1)

**Fire Hose** One or more of our twenty brands of Fire Hose will be found, not only in the best equipped Factories, Mills, etc., but in almost every Fire Department in the Dominion. (Booklet H-1)

## Gutta Percha & Rubber, Limited

Successors to
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

# Veneer Coe Machinery

# Automatic Knife Grinder

The Coe Knife Grinder was designed for the finest grinding and most exacting service. It is built on new lines and has completely overcome the objections to other grinders.

The knife is held rigidly while the stone travels back and forth. There is no chance for vibration, consequently no unevenly ground knives. Entirely automatic in action, no ropes or chains. All moving parts operated by cut steel gears, noiseless in operation. Will grind straight or hollow bevel. Feeds 1-1,000″ to 4-1,000″ for each travel of the stone. Very heavy and compact, occupying small floor space. Made in seven sizes, to grind up to 168 inches.

It is fully described in our catalog which we will be glad to send to interested parties.

## The Coe Manufacturing Co.

**Painesville, Ohio, U. S. A.**

*Established 1850*

***The oldest and largest manufacturers of complete veneer equipment in the world.***

## Ready Sale for this Fine Footwear

Palmer oil-tanned waterproof footwear has undergone a testing-time of almost forty years.

We now have them well advertised all over Canada, so that they find a ready sale wherever men want the best in special footwear. When you carry the famous

## "Moose Head Brand" and Palmer's Oil Tans

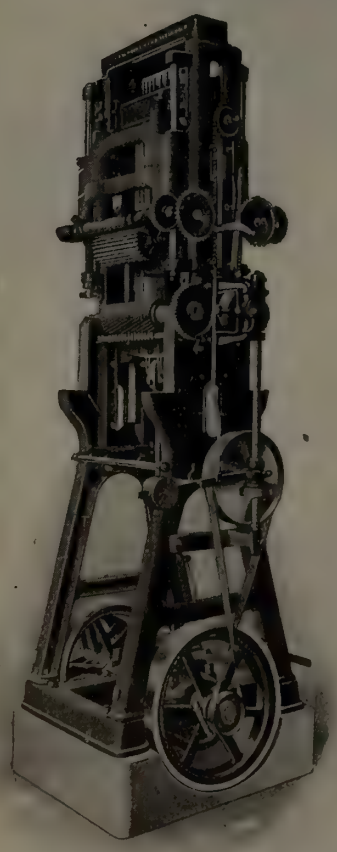
you handle a line that gives you a good margin of profit, plus a reputation for quality footwear, plus well satisfied customers,

These lines are sold by leading jobbers of footwear in every part of Canada. See our samples and prices before placing your orders.

BOOKLET L, FREE ON REQUEST

**John Palmer Co., Ltd.,** Fredericton, N.B.

(Canada's largest manufacturers of oil-tanned footwear)



## BOLINDERS'

### Saw Mill and Woodworking Machinery

meets the most exacting requirements of the up-to-date Saw Mill man.

Designed to meet the present day demand for machines capable of rapid and economical production with a minimum amount of labor.

The Bolinder line includes **High Speed Log Sawing Machines, Double Edgers, Cross Cut Saws, High Speed Flooring and Matchboarding Machines, Planing Machines, Automatic Boxboard Machines, Circular and Band Resaws, Special Patented Tonguing and Grooving Cutters, Etc.**

Ball Bearings used throughout.

For further particulars apply to

**The Swedish Steel & Importing Co. Ltd.**

**Montreal, P. Q.**

Sole Agents for Eastern Canada for

**J. & C. G. Bolinders Co., Limited, Stockholm, Sweden**

## Do Your Men USE or ABUSE Their Files?

The correct USE of a file is to retain it on a certain class of work until its efficiency is impaired. When it reaches the point where it requires more effort to remove less stock, it should be promptly replaced with a new one.

The ABUSE of a file is its retention *after* it has passed the "impaired efficiency" point. It is no longer able to operate swiftly, accurately nor economically. The expensive time and labor it wastes more than offsets the costs of several new files.

Investigate filing conditions in your plant. See if your mechanics are *using* their files *to your profit*—or *abusing* them to *your loss.*

Insist that all files be replaced *promptly* —preferably with the

***Famous Five :***

## KEARNEY & FOOT
## GREAT WESTERN
## AMERICAN
## ARCADE
## GLOBE

**(Made in Canada)**

They have every advantage in their favor: 50 year's experience. 5 modern plants. Highly specialized factory equipment. Every manufacturing step controlled by us.

A 60,000,000 yearly output guarantees economical production. Numerous careful inspections and strenuous practical tests insure uniform efficiency in every one of the FAMOUS FIVE.

**Try them in YOUR shops. Their SERVICE is their best "salesman"**

## Nicholson File Company

**PORT HOPE** Dealers Everywhere **ONTARIO**

***"File Filosophy"—a handbook on Files —sent FREE on request.***

# Pink's Lumbering Tools

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

**Long Distance Phone, No. 87**

Send for Catalogue and Price List.

**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**

## The Thomas Pink Company, Limited

*Manufacturers of Lumber Tools*

**PEMBROKE - - - - - ONTARIO**

It's a Pink anyway you take it, and it's the best Peavey made.



# 20 Years' Service

Saginaw Band Resaw

*a Specialty with this line* BAND RESAWS

Ludington, Mich.,
Dec. 23, 1914

Gentlemen,—

We purchased a Saginaw Band Resaw in 1895, which has been in continuous use ever since. Out of over 500,000,000 feet of lumber, all that was suitable for resawing has been put through this machine.

We have twelve years' cut ahead of us and this machine will outlast our timber.

Yours truly,
STEARNS SALT & LUMBER CO.

## Wm. B. Mershon & Company

**Saginaw, Michigan**



# Are your horses of use to you?

This seems an absurd question—and the answer is always **"Of course they are"**—In which case provide your stables with:

## Johnson's Reliable Veterinary Remedies

**Johnson's Horse Liniment, No. 1** (Alcoholic)

| | |
|---|---|
| 1 gal. jugs (Imperial) | $4.50 gal. |
| 1 lb. bottles | 8.00 doz. |
| 2 lb. bottles | 15.00 doz. |

**Johnson's Horse Liniment, No. 2** (an oil liniment)

| | |
|---|---|
| 1 gal. jugs (Imperial) | 3.00 gal. |
| 1 lb. bottles | 6.00 doz. |
| 2 lb. bottles | 11.00 doz. |

**Johnson's Horse Colic Remedy**
A sure and speedy cure for all kinds of Colic

| | |
|---|---|
| 1 gal. jugs (Imperial) 40 doses | 5.00 gal. |
| 1 lb. bottles 4 doses | 8.00 doz. |
| 2 lb. bottles 8 doses | 15.00 doz, |

**Johnson's Veterinary Healing Ointment** (Gall Cure)

| | |
|---|---|
| 2 lb. tins | 2.00 per tin |
| 4 oz. tins | 3.50 doz. |

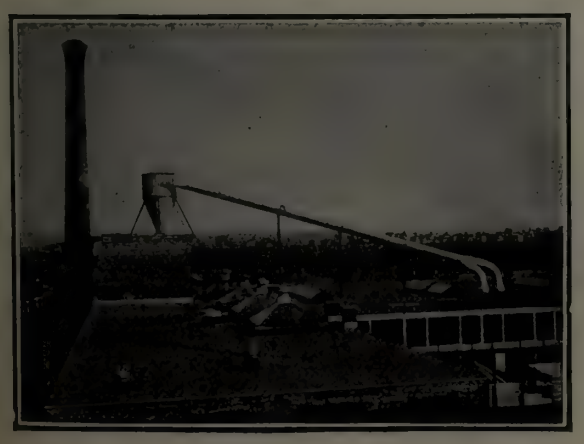
**Johnson's Condition Powders** (Concentrated)

| | |
|---|---|
| 1 lb. Packages | 3.60 per doz. |

**Johnson's Camp and Household Remedies,** such as Cough Syrup, Healing Ointment, Headache Powders, Big 4 Liniment, Stomach Bitters, Cathartic Pills, etc., etc., have stood the test of twenty-five years and are in use all over Canada, from the Atlantic to the Pacific. Prices are lower than those of all other manufacturers. Letter orders receive prompt attention.

**A. H. Johnson,** Wholesale Druggist, **Collingwood, Ont.**





# Exhaust Systems

We design and install Exhausting Systems for Planing Mills, Shoe Factories, Pulp Mills, Grinding and Buffing Plants, or for any business where it is desired to exhaust foul air or convey materials by means of fans. We will be pleased to have enquiriess

## Geo. W. Reed & Co., Ltd., Montreal

# CURRENT LUMBER PRICES—WHOLESALE

## TORONTO, ONT.

Car Lots

| | | |
|---|---|---|
| **White Pine:** | | |
| 1 inch No. 1 cuts and better | $50 00 | 52 00 |
| 1½ inch No. 1 cuts and better | 60 00 | 62 00 |
| 2-in. No. 1 cuts and better .. | 62 00 | 64 00 |
| 1½-in. No. 2 C. & B. ..... | 45 00 | 47 00 |
| 2-in. No. 2 cuts and better ... | 47 00 | 49 00 |
| 4/4 No. 2 and 3 cuts ..... | | 31 00 |
| 5/4 and 6/4 No. 2 and 3 cuts | | 37 00 |
| 8/4 No. 2 and 3 cuts ..... | | 38 00 |
| 1-in. Good Shorts ..... | 35 00 | 40 00 |
| 1 x 4 and 5 com. and dressing | 26 00 | 27 00 |
| 1 x 6 common and dressing .. | 27 00 | 29 00 |
| 1 x 8 common and dressing .. | 27 00 | 29 00 |
| 1 x 10 common and dressing.. | 31 00 | 32 00 |
| 1 x 12 common and dressing.. | 32 00 | 34 00 |
| 1 x 10 and 12 mill cull stocks | | 23 00 |
| 1-in. mill cull sidings ..... | | 21 00 |
| 5/4 and 6/4 x 4 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 5 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 6 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 8 m.r., m.c. out | | 29 00 |
| 5/4 and 6/4 x 10 m.r., m.c. out | | 32 00 |
| 5/4 and 6/4 x 12 m.r., m.c. out | | 34 00 |
| 2 x 10 common ..... ..... | | 28 00 |
| 2 and 3 x 12 common ..... | | 30 00 |
| 1 x 8 box and common ..... | 23 50 | 24 50 |
| 1 x 10 inch box and common. | 25 00 | 26 00 |
| 1 x 12 inch box and common.. | | 27 00 |
| 1-in. mill run sidings ..... | 25 00 | 27 00 |
| 1-in. mill run shorts ..... | | 22 00 |
| 1-in. mill run Norway ..... | | 22 00 |
| 2-in. mill run Norway ..... | | 23 00 |
| Norway, c and cf. 1-in. ..... | | 32 00 |
| Norway, c. and cf. 1½-in. .... | | 32 00 |
| Norway, c. and c. 2-in. ..... | | 32 00 |
| Spruce mill culls ..... ..... | | 20 00 |
| **Hemlock No. 1:** | | |
| 1 x 4 and 5-in. x 9 to 16 ft. ... | | 17 00 |
| 1 x 6-in. x 9 to 16 ft. ..... | | 20 00 |
| 1 x 8-in. x 9 to 16 ft. ..... | | 21 00 |
| 1 x 10 and 12 in. x 9 to 16 ft. | | 22 00 |
| 1 x 7 ,9 and 11 in. x 9 to 16 ft. | | 19 00 |
| 1-in. No. 2, 6-ft. to 16-ft. ... | | 17 00 |
| 2 x 4 to 12, 10 and 16 ft. .... | | 20 00 |
| 2 x 4 to 12-in., 12 and 14 ft. ... | | 20 00 |
| 2 x 4 to 12-in., 18 ft. ..... | | 24 00 |
| 2 x 4 to 12-in., 20 ft. ..... | | 26 00 |
| 2 x 4 to 12-in., 22 ft. ..... | | 27 00 |
| 2 x 4 to 12-in., 24 ft. ..... | | 28 00 |
| 2-in. No. 2, 4-in. and up in width, 6 to 16 ft. ..... | | 17 00 |
| Clear in B. C. cedar, kiln dried | | 50 00 |
| **Douglas Fir:** | | |
| Dimension Timber up to 32 feet: 8x8, 10x10, 10x12, 10x14, 12x12, 12x14, 14x14, 14x16 up to 32 ft. ... ... ... ... ... ... | | 31 50 |
| 6x10, 6x12, 8x10, 8x12, 10x16, 12x16, 16x16, 16x18, 18x18, 20x20, up to 32 ft. ... ... .. | | 32 00 |
| 6x14, 8x14, 12x18, 18x20, up to 32 ft. ... ... ... ... ... | | 32 50 |
| 6x16, 8x16, 10x18, 12x20, 14x20, 16x20 up to 32 ft. ..... .. | | 33 00 |
| 10x20, up to 32 ft. ..... .... | | 33 50 |
| 6x18, 8x18, up to 32 ft. ..... | | 34 00 |
| 6x20, 8x20, up to 32 ft. ..... | | 35 00 |

Timber in lengths over 32 feet take the following additions: 33 to 35 ft., 50c; 36 to 40 ft., $1; 41 to 45 ft., $3; 46 to 50 ft., $5; 51 to 55 ft., $7; 56 to 60 ft., $9; 61 to 65 ft., $12.50; 66 to 70 ft., $15; 71 to 75 ft., $18; 76 to 80 ft., $22.

| | | |
|---|---|---|
| Fir flooring, edge grain ..... | | 36 00 |
| No. 1 and 2 clear 1-in. Fir rough | | 39 00 |
| No. 1 and 2 clear 1¼, 1½ and 2-in. Fir rough ..... ..... | | 41 00 |
| 1½-in. No. 1 4-ft. pine lath.. | | 5 00 |
| 1½-in. No. 2 4-ft. lath ..... | | 4 75 |
| 1½-in. 32-in. pine ..... .... | | 2 65 |
| 1½-in. No. 1 4-ft. hemlock lath | | 4 00 |
| 1½-in. mill run hemlock lath | | 3 75 |
| XX B. C. cedar shingles ..... | | 2 25 |
| XXX 6 butts to 2-in. ..... | | 2 90 |
| XXXX 6 to 23-16-in. ..... | | 3 10 |
| XXXXX ..... ..... ..... | | 3 35 |

### Hardwoods—Per M. Feet, Car Lots

| | | |
|---|---|---|
| Ash, white, 1sts and 2nds, 1½ and 2-in. | 60 00 | |
| Ash, white, No. 1 common ..... | 45 00 | |
| Ash, brown, 1sts and 2nds, 4/4 ..... | 50 00 | |
| Ash, brown, common and better ..... | 39 00 | |
| Ash, brown, 1sts and 2nds, 6/4 & 8/4. | 60 00 | |
| Birch, 1sts and 2nds, 4/4 ..... ..... | 39 00 | |
| Birch, No. 1 com. and bet., 4/4 ..... | 30 00 | |
| Birch, 1sts and 2nds, 6/4 and 8/4 .... | 42 00 | |
| Birch, 1sts and 2nds, 10/4 and 12/4.. | 45 00 | |
| Birch, 1sts and 2nds, 16/4 ..... | 50 00 | |
| Basswood, 1sts and 2nds, 4/4 ..... | 40 00 | |
| Basswood, No. 1 com. and bet., 4/4.. | 30 00 | |
| Basswood, No. 2 and 3, common .... | 18 50 | |
| Basswood, 6/4 and 8/4, 1sts and 2nds. | 44 00 | |
| Basswood, 6/4 and 8/4, com. and bet. | 38 00 | |
| Basswood, 4/4, No. 2 com. and bet... | 28 00 | |
| Soft elm, 1sts and 2nds, 4/4 ..... | 40 00 | |
| Soft elm, No. 1 com. and bet., 4/4 .... | 28 00 | |
| Soft elm, No. 2 and 3 common ..... | 17 50 | |
| Soft elm, 6/4 and 8/4, 1 and 2 ..... | 42 00 | |
| Rock elm, 1sts and 2nds, 6/4 x 8/4.. | 55 00 | |
| Rock elm, No. 2 com. and bet. 6/4 and 8/4 ..... ..... ..... | 37 00 | |
| Soft maple, 1sts and 2nds, 4/4 ..... | 33 00 | |
| Soft maple, com. and bet., 4/4 ..... | 25 00 | |
| Soft maple, 6/4 & 8/4, 1sts and 2nds. | 35 00 | |
| Hard maple, 1sts and 2nds, 4/4 ..... | 37 00 | |
| Hard maple, common and better, 4/ . | 28 00 | |
| Hard maple, 12/4 & 16/4, 1sts and 2nds. | 46 00 | |
| Red oak, plain 1sts and 2nds, 4/4.. | 59 00 | |
| Red oak, plain 1sts and 2nds, 6/4 & 8/4 | 65 00 | |
| Red oak, plain 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .. | 75 00 | |
| White oak, plain, 1sts and 2nds, 4/4. | 59 00 | |
| White oak, plain, 1sts and 2nds, 1½ and 2-in. ..... ..... ..... ..... | 65 00 | |
| White oak, plain, 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .... | 75 00 | |
| White oak, ¼ cut, 1sts and 2nds, 4/4. | 85 00 | |
| White oak, ¼ cut, 5/4 and 6/4, 1sts and 2nds ..... ..... ..... | 88 00 | |
| White oak, ¼ cut No. 1 common .... | 55 00 | |
| Hickory, 1sts and 2nds, 4/4 ..... | 70 00 | |
| Hickory, 6/4 and 8/4, 1sts and 2nds. | 75 00 | |

## OTTAWA, ONT.

Manufacturers' Prices

| | | |
|---|---|---|
| **Pine good sidings:** | | |
| 1-in. x 7-in. and up .....$52 00 | | 54 00 |
| 1¼-in. & 1½-in. x 8-in. and up | 55 00 | 58 00 |
| 2-in. x 7-in. and up ..... | 58 00 | 62 00 |
| No. 2 cuts 2 x 8-in. and up .. | 40 00 | 42 00 |
| **Pine good strips:** | | |
| 1-in. ..... ..... ..... | 38 00 | 40 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 52 00 |
| 2-in. ..... ..... ..... | 52 00 | 55 00 |
| **Pine good shorts:** | | |
| 1-in. x 7-in. and up ..... | 40 00 | 42 00 |
| 1-in. x 4-in. to 6-in. ..... | 30 00 | 33 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 54 00 |
| 2-in. ..... ..... ..... | 52 00 | 54 00 |
| 7-in. to 9-in. A sidings .... | 25 00 | 27 00 |
| Pine, No.. 1 dressing sidings .. | 30 00 | 33 00 |
| Pine, No. 1 dressing strips .. | 29 00 | 30 00 |
| Pine, No. 1 dressing shorts .. | 22 00 | 24 00 |
| Pine, 1-in. x 4-in. s.c. strips .. | 22 00 | 23 00 |
| Pine, 1-in. x 5-in. s.c. strips .. | 24 00 | 25 00 |
| Pine, 1-in. x 6-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 1-in. x 7-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 8 s.c., 12 ft. to 16 ft. ... | 25 00 | 26 00 |
| Pine, 1-in. x 10-in. M.R. ..... | 27 00 | 28 00 |
| Pine, s.c. sidings, 1½ and 2-in. | 28 00 | 30 00 |
| Pine, s.c. strips 1-in. ..... | 21 00 | 23 00 |
| 1¼, 1½ and 2-in.. ..... | 24 00 | 26 00 |
| Pine, s.c. shorts, 1 x 4 to 6 in. | | 20 00 |
| Pine, s.c. and bet., shorts, 1 x 5 | 20 00 | 21 00 |
| Pine, s.c. and bet., shorts, 1 x 6 | 20 00 | 21 00 |
| Pine, s.c. shorts, 6'-11' 1"x10" | 23 00 | 24 00 |
| Pine, box boards: | | |
| 1" x 4" and up, 6'-11' .... | 17 50 | 18 00 |
| 1"x3" to 6", 12'-16' ..... | 19 00 | 20 00 |
| Pine mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up ..... ..... .... | 17 00 | 19 00 |
| Pine mill culls stock 1 x 12 ... | 21 00 | 22 00 |
| Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft. ..... | 17 00 | 18 00 |
| O. culls r & w p ..... ..... | 15 00 | 17 00 |
| **Red pine, log run:** | | |
| mill culls out, 1-in. ..... | 18 00 | 20 00 |
| mill culls out, 1¼-in. ..... | 19 00 | 21 00 |
| mill culls out, 1½-in. ..... | 19 00 | 21 00 |
| mill culls out, 2-in. ..... | 22 00 | 24 00 |
| Mill culls, white pine, 1"x7" and up ..... ..... ..... | 20 00 | 21 00 |
| **Mill run Spruce:** | | |
| 1"x4" and up, 6'-11' ..... | 17 00 | 18 00 |
| 1"x4" and up, 12'-16' ..... | 18 00 | 20 00 |
| 1"x9"-10" and up, 12'-16' .. | 22 00 | 24 00 |
| 1¼"x7" 8-9" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x10" and up, 12'-16' .... | 22 00 | 24 00 |
| 1½" & 2"x12" and up, 12'-16' | 25 00 | 26 00 |
| Spruce 1-in. clear (fine dressing and B) ..... ..... ..... | 25 00 | 27 00 |
| Hemlock 1-in. cull ..... ..... | 13 00 | 15 00 |
| Hemlock 1-in. log run ..... | 17 00 | 20 00 |
| Hemlock 2x4, 6, 8, 10, 12/16'. | 19 00 | 23 00 |
| Tamarac ..... ..... ..... | 19 00 | 20 00 |
| Basswood log run, dead culls out | 22 00 | 24 00 |
| Basswood log run mill culls out | 23 00 | 26 00 |
| Birch log run ..... ..... | 19 00 | 22 00 |
| Soft elm, common and better, 1, 1½, 2-in. ..... ..... | 20 00 | 24 00 |
| Ash, black, log run ..... | 25 00 | 28 00 |
| 1 x 10 No. 1 barn ..... .... | 33 00 | 36 00 |
| 1 x 10 No. 2 barn ..... .... | 23 00 | 26 00 |
| 1 x 8 and 9 No. 2 barn ..... | 22 00 | 23 00 |
| **Lath per M:** | | |
| No. 1 white pine 1½-in. x 4-ft. | 4 25 | 4 50 |
| No. 2 White Pine ..... .... | 3 80 | 3 95 |
| Mill run white pine ..... .... | 4 00 | 4 25 |
| Spruce, mill run 1½-in. ..... | 3 25 | 3 50 |
| Red pine, mill run ..... ..... | 3 60 | 3 70 |
| Hemlock, mill run ..... .... | 2 75 | 3 00 |
| 32-in. lath ..... ..... ..... | 2 00 | 2 00 |
| **Pine Shingles** | | |
| xxxx, 18-in. ..... ..... | 3 00 | 3 50 |
| Clear butt 18-in. ..... .... | 2 50 | 3 25 |
| xx ..... ..... ..... | | 1 75 |
| **White Cedar Shingles:** | | |
| xxxx, 18-in. ..... ..... | 3 75 | 4 25 |
| Clear butt, 18-in. ..... .. | 3 00 | 3 50 |
| 18-in. xx ..... ..... .... | | 2 00 |
| Spruce logs (pulp) ..... .... | 13 00 | 15 00 |

## QUEBEC, QUE.

| | cts. | |
|---|---|---|
| **White Pine—In the Raft** | | |
| First class Ottawa waney, 18-in. average, according to lineal.. | 60 | 65 |
| **Oak—Michigan and Ohio** | | |
| By the dram, according to average and quality .... ..... | 60 | 70 |
| **Elm** | | |
| By the dram, according to average and quality, 40 to 45 feet | 70 | 75 |
| By the dram, according to average and quality, 30 to 35 feet. | 50 | 60 |

| | | |
|---|---|---|
| **Ash** | | |
| 13 inches and up, according to average and quality, per cu. ft. | 25 | 30 |
| Average 16 inch ..... ..... | 30 | 40 |
| **Birch** | | |
| 14 inch, per cu. ft. ..... | 20 | 22 |
| 15 inch, per cu. ft. ..... | 24 | 26 |
| 16 inch, per cu. ft. ..... | 28 | 30 |
| 18 inch, per cu. ft. ..... | 32 | 35 |
| **Quebec Spruce Deals** | | |
| 12 ft. and up x 3 x 9 and up. | $22 00 | 23 00 |
| Oddments ..... ..... ..... | 17 00 | 18 00 |
| Boards, 1 and 2 in. ..... .... | 16 00 | 18 00 |
| **Birch Planks** | | |
| 1 to 4 in. ..... ..... .... | 16 00 | 18 00 |

## SARNIA, ONT.

Fine, Common and Better

| | | |
|---|---|---|
| 1 x 6 and 8 in. ..... ..... .....$54 00 | | |
| 1 in., 8 in. and up wide ..... .. | 62 00 | |
| 1¼ and 1½ in. and up wide ..... | 65 00 | |
| 2 in. and up wide ..... ..... .... | 70 00 | |
| **Cuts and Better** | | |
| 4/4 x 8 and up No. 1 and better ..... | 55 00 | |
| 6/4 x 8 and up No. 1 and better ..... | 65 00 | |
| 8/4 x 8 and up No. 1 and better ..... | 65 00 | |
| 6/4 x 6 and up No. 2 and better ..... | 52 00 | |
| 8/4 x 6 and up No. 2 and better ..... | 54 00 | |
| 6/4 x 6 and up No. 3 and better ..... | 46 00 | |
| 8/4 x 6 and up No. 3 and better ..... | 50 00 | |
| **No. 1 Cuts** | | |
| 1 in., 8 in. and up wide ..... ..... | 42 00 | |
| 1¼ in., 8-in. and up wide ..... ..... | 55 00 | |
| 1½ in., 8-in. and up wide ..... .... | 57 00 | |
| 2 in., 8-in. and up wide ..... ..... | 60 00 | |
| 2½ and 3 and 8-in. and up wide .... | 75 00 | |
| 4 in., 8-in. and up wide ..... ..... | 85 00 | |
| **No. 2 Cuts** | | |
| 1 in., 6-in. and up wide ..... ..... | 31 00 | |
| 1¼ in., 6-in. and up wide ..... ... | 42 00 | |
| 1½ in., 6-in. and up wide ..... .... | 44 00 | |
| 2-in., 6-in. and up wide ..... ..... | 47 00 | |
| 2½, 3 and 4 in., 6-in. and up wide ..... ..... .....62 00 | | 65 00 |
| **No. 3 Cuts** | | |
| 1 in., 6-in. and up wide ..... ..... | 24 00 | |
| 1¼ and 1½ in., 6-in. and up wide.. | 33 00 | |
| 2-in., 6-in. and up wide ..... .... | 33 00 | |
| 2½, 3 and 4-in., 6-in. and up wide ..... ..... ..... | 43 00 | 48 00 |
| **Common and Dressing Mill Run** | | |
| 1-in. x 4-in. ..... ..... ..... .... | 25 00 | |
| 1-in. x 5-in. ..... ..... ..... .... | 25 00 | |
| 1-in. x 6-in. ..... ..... ..... .... | 26 00 | |
| 1-in. x 8-in. ..... ..... ..... .... | 27 00 | |
| 1-in. x 10-in. ..... ..... ..... .... | 29 00 | |
| 1-in. x 12-in. ..... ..... ..... .... | 34 00 | |
| 1 in. x 13 in. and up ..... ..... | 34 00 | |
| 1¼, 1½ and 2-in. ..... ..... .... | 30 00 | |
| **No. 1 Barn** | | |
| 1 inch ..... ..... ..... | 31 00 | 45 00 |
| 1¼, 1½ and 2-in. ..... ..... | 36 00 | 45 00 |
| 2½ and 3-in. ..... ..... | | 45 00 |
| 4 inch ..... ..... ..... | | 50 00 |
| **No. 2 Barn** | | |
| 1 inch ..... ..... ..... | 28 00 | 36 00 |
| 1¼, 1½ and 2-in. ..... .... | 30 00 | 36 00 |
| 2½ and 3-in. ..... ..... | | 38 00 |
| **No. 3 Barn** | | |
| 1 inch ..... ..... ..... | 21 00 | 28 00 |
| No. 1, 1, 1¼, 1½, 2-in. ..... | 20 00 | 25 00 |
| **Box** | | |
| No. 1, 1, 1¼, 1½, 2-in. ..... | 22 00 | 25 00 |
| No. 2, 1¼, 1½, 2-in. ..... ... | 19 00 | 23 00 |
| **Mill Culls** | | |
| Mill run culls, 1-in. ..... .. | | 19 00 |
| 1, 1¼, 1½ and 2-in. ..... | | 20 00 |
| No. 2 ..... ..... ..... | 17 00 | 18 00 |
| **Lath** | | |
| No. 1, 32-in. pine ..... ..... .... | | 1 75 |
| No. 2, 48-in. pine ..... ..... ..... | | 4 25 |
| No. 1, 48-in. pine ..... ..... ..... | | 4 75 |
| No. 3, 48-in. pine ..... ..... ..... | | 3 75 |

## WINNIPEG, MAN.

No. 1 Pine, Spruce and Tamarac

Dimensions, Rough or S. 1 S. and 1 E.

| | 6 ft. | 8 ft. | 10 ft. | 14x16 ft. |
|---|---|---|---|---|
| 2 x 4 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 6 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 8 ... ... | 17 00 | 17 50 | 21 00 | 19 00 |
| 2 x 10 ... ... | 18 00 | 18 50 | 21 50 | 20 00 |
| 2 x 12 ... ... | 18 00 | 19 00 | 23 50 | 21 50 |

### FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

Dimensions

| | | |
|---|---|---|
| 2 x 4-12 ..... ..... ..... ..... | 20 50 | |
| 2 x 4-8-14-16 ..... ..... ..... .. | 20 50 | |
| 2 x 4-10-18-20 ..... ..... ..... | 22 50 | |
| 2 x 6, 8 to 16 ..... ..... ..... | 20 00 | |
| 2 x 8, 8 to 16 ..... ..... ..... | 20 50 | |
| 2 x 4-6 and 8-in.; 8, 12, 14 and 16 ft. | 22 50 | |
| 2 x 4-6 and 8-in.; 10 ft. ..... ..... | 24 50 | |
| 2x4-6 and 8-in.; 24,26,28, 30, 32 ft... | 26 50 | |
| 2 x 10 and 2 x 12; 8-16 ft. ..... .... | 23 50 | |
| 2 x 10 and 2 x 12; 18, 20, 22 ft. ..... | 25 50 | |
| 2 x 10 and 2 x 12; 24, 26, 28, 30, 32 ft. | 27 50 | |
| **No. 1 Common Boards** | | |
| 4 inch ..... ..... ..... ..... .. | 19 00 | |
| 6 inch ..... ..... ..... ..... .. | 21 50 | |
| 8, 10, 12 inch ..... ..... ..... .. | 23 50 | |
| Mixed widths ..... ..... ..... .. | 22 50 | |
| **Flooring** | | |
| 4 or 6 inch No. 1 ..... ..... .... | 33 00 | |
| 4 or 6 inch No. 2 ..... ..... .... | 31 00 | |
| 4 or 6 inch No. 3 ..... ..... .... | 25 00 | |
| **Shiplap—Finished** | | |
| 4 inch ..... ..... ..... ..... .. | 19 50 | |
| 6 inch ..... ..... ..... ..... .. | 23 00 | |
| 8, 10 and 12 inch ..... ..... ..... | 24 00 | |
| **Siding** | | |
| 6 inch No. 1 ..... ..... ..... .. | 33 00 | |
| 6 inch No. 2 ..... ..... ..... .. | 31 00 | |
| 6 inch No. 3 ..... ..... ..... .. | 25 00 | |
| **Lath** | | |
| No. 1 Cedar, pine, spruce (not mixed) | 5 00 | |
| No. 1 Cedar, pine, spruce (mixed) ... | 4 50 | |
| No. 2 Cedar, pine, spruce (mixed) ... | 3 25 | |

### PINE—ROUGH TIMBER

| | |
|---|---|
| 3 x 6 in.; 8 to 16 ft. ..... ..... .. | 25 10 |
| 3 x 8 in.; 8 to 16 ft. ..... ..... .. | 22 00 |
| 3 x 12, 4 x 4, 6 x 6 in.; 8-16 ft. ..... | 25 00 |
| 4 x 10 to 10 x 10, 8 x 8, 6 x 12 in. up to 32 ft. ..... ..... ..... ..... | 27 00 |

### BRITISH COLUMBIA FIR

Dimensions, S 1 S, and E.

| | |
|---|---|
| 2 x 4 in.; 6 and 8 ft. ..... ..... .. | 23 00 |
| 2 x 4 in.; 12 x 14 ft. ..... ..... .. | 24 00 |
| 2 x 4 in.; 10 x 16 ft. ..... ..... .. | 25 00 |
| 2 x 4 in.; 18 x 20 ft. ..... ..... .. | 26 00 |
| 2 x 4 in.; 22 x 24 ft. ..... ..... .. | 27 00 |
| 2 x 4 in.; 26 to 32 ft. ..... ..... .. | 29 00 |
| 2 x 10 and 2 x 12 in.; 10 to 16 ft. .... | 25 00 |
| 2 x 10 and 2 x 12 in.; 18 and 20 ft. .... | 27 00 |
| 2 x 10 and 2 x 12 in.; 22 and 24 ft. .... | 28 00 |
| 2 x 10 and 2 x 12 in.; 26 to 32 ft. .... | 30 00 |
| 2 x 14 in.; 10 to 16 ft. ..... ..... | 30 00 |
| 2 x 14 in.; 18 and 20 ft. ..... ..... | 32 00 |
| 2 x 14 in.; 22 and 24 ft. ..... ..... | 33 00 |
| 2 x 14 in.; 26 to 32 ft. ..... ..... | 35 00 |
| 3 x 3 and 3 x 4 in.; 8 to 14 ft. ..... | 26 00 |
| 3 x 3 and 3 x 4 in.; 8 to 16 ft. ..... | 27 00 |
| 3 x 3 and 3 x 4 in.; 18 and 20 ft. .... | 28 00 |
| 3 x 3 and 3 x 4 in.; 22 and 24 ft. .... | 29 00 |
| 3 x 3 and 3 x 4 in.; 26 to 32 ft. .... | 31 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 6 to 16 ft. ... | 29 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 18 and 20 ft. .. | 29 50 |
| 6 x 6, 6 x 8, 8 x 8 in.; 22 and 24 ft. .. | 30 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 26 to 32 ft. .. | 30 50 |

### FLOORING

| | |
|---|---|
| Nos. 1 and 2, 1 x 3 in., E. G. ..... | 42 00 |
| Nos. 1 and 2, 1 x 4 in., E. G. ..... | 41 00 |
| Nos. 1 and 2, 1 x 6 in., E. G. ..... | 39 00 |
| Nos. 1 and 2, 1 x 4 in. or 6 in., F. G. | 33 00 |
| No. 3, 1 x 4 in. or 6 in. ..... .... | 30 00 |
| No. 3 Edge grain $3.00 per M. extra. | |

### SHIPLAP

| | |
|---|---|
| B. C. Fir, 6 in. ..... ..... ..... | 23 00 |
| B. C. Fir, 8, 10, 12 in.; 8 to 16 ft. ... | 24 00 |
| No. 2 Shiplap, 6 in. ..... ..... .... | 21 00 |
| No. 2 Shiplap, 8, 10 and 12 in. ..... | 22 00 |

### FIR, COMMON BOARDS, S 1 S, 8 to 16 Ft.

| | |
|---|---|
| Mixed widths (may contain 30 per cent. 4 and 6 in.) ..... ..... .. | 23 00 |
| Common Boards, 8 to 12 in. ..... | 24 00 |
| No. 2 Mixed widths ..... ..... .... | 21 00 |
| No. 2 Boards, 8 to 12 in. ..... ..... | 22 00 |

### SHINGLES

| | |
|---|---|
| XXX B. C. Cedar ... ... ... ... ... | 2 90 |

### LATH

| | |
|---|---|
| Fir lath, 3/8 x 1 3/8 in. x 4 ft., bundled in 50's ..... ..... ..... ..... | 4 00 |
| Cedar lath 3/8 x 1 3/8 in. x 4 ft. .... | 4 50 |

## BUFFALO AND TONAWANDA, N.Y.

White Pine

Wholesale Selling Price

| | |
|---|---|
| Uppers 4/4 ..... ..... ..... ....$94 00 | |
| Uppers 5/4 to 8/4 ..... ..... .... | 92 00 |
| Uppers 10/4 to 12/4 ..... ..... .... | 97 00 |
| Selects 4/4 ..... ..... ..... .... | 84 00 |
| Selects 5/4 to 8/4 ..... ..... .... | 82 00 |
| Selects 10/4 to 12/4 .... ..... .... | 92 00 |
| Fine common 4/4 ..... ..... .... | 61 00 |
| Fine Common 5/4 ..... ..... .... | 65 00 |
| Fine common 6/4 ..... ..... .... | 65 00 |
| Fine common 8/4 ..... ..... .... | 67 00 |
| No. 1 Cuts 4/4 ..... ..... ..... | 51 00 |
| No. 1 Cuts 5/4 ..... ..... ..... | 57 00 |
| No. 1 Cuts 6/4 ..... ..... ..... | 59 00 |
| No. 1 Cuts 8/4 ..... ..... ..... | 61 00 |
| No. 2 Cuts 4/4 ..... ..... ..... | 32 00 |
| No. 2 Cuts 5/4 ..... ..... ..... | 43 00 |
| No. 2 Cuts 6/4 ..... ..... ..... | 45 00 |
| No. 2 Cuts 8/4 ..... ..... ..... | 50 00 |
| No. 3 Cuts 5/4 ..... ..... ..... | 33 00 |
| No. 3 Cuts 6/4 ..... ..... ..... | 34 00 |
| No. 3 Cuts 8/4 ..... ..... ..... | 36 00 |
| Dressing 5/4 ..... ..... ..... .... | 46 00 |
| Dressing 5/4 x 10 ..... ..... .... | 51 00 |
| Dressing 5/4 x 12 ..... ..... .... | 52 00 |
| No. 1 Moulding 5/4 ..... ..... .. | 58 00 |
| No. 1 Moulding 6/4 ..... ..... .. | 58 00 |

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**"Wilson Bros." Flooring and Trim**

"Wilson Bros." stamped on every piece of this flooring stands for Quality. Look for the name. Hardwood and Pine. **Interior Finish of All Kinds.** Also Hardwood Veneer Doors to detail. We are equipped to fill large or small orders on short notice. Write us for prices.

**Wilson Bros., Limited - Collingwood, Ont.**

# GOODHUE BELTING For

# Saw and Planing Mills

In a Goodhue Belt you get only the best leather with the stretch taken out of it. A Goodhue Belt will always run evenly and "clings" to the pulley transmitting 100% of your power.

For the wet places in the mill we have a special waterproof leather belt—"Acme". Other Goodhue Belts are "Extra" and "Standard" recommended according to the conditions under which the belt has to run.

Goodhue Belts stretch less than any other belt by 15 to 25 per cent.

***SEND FOR PRICES AND PARTICULARS***

## J. L. Goodhue & Company, Limited

DANVILLE - QUEBEC

OUR long experience with the particular requirements of the Lumber Industry of Canada places us in a position to give you exactly what you require for your particular work.

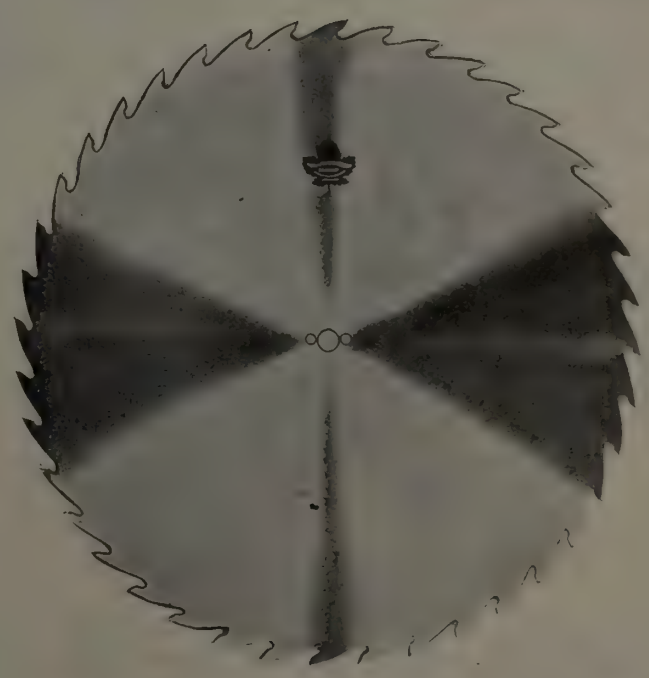
We have lately opened a branch at Hull, Que., where a full line of cross-cut saws, bits, holders, etc. is carried. A fully equipped repair department is in connection for the convenience of our many customers in that section of the country.

Our Vancouver Branch is similarly equipped.

You are assured ***Prompt Attention*** and ***Immediate Delivery.***

## "MAPLE LEAF" SAWS

**MADE IN CANADA FOR 50 YEARS**



## SHURLY - DIETRICH COMPANY, LIMITED

HULL, QUE. GALT, ONT. VANCOUVER, B.C.

# CURRENT LUMBER PRICES—Continued

| | | |
|---|---|---|
| No. 1 Moulding 8/4 | | 58 00 |
| No. 2 Moulding 5/4 | | 47 00 |
| No. 2 Moulding 6/4 | | 47 00 |
| No. 2 Moulding 8/4 | | 47 00 |
| No. 1 Barn 1 x 12 | | 48 00 |
| No. 1 Barn 1 x 6 and 8 | | 34 00 |
| No. 1 Barn 1 x 10 | | 36 00 |
| No. 2 Barn 1 x 6 and 8 | | 32 00 |
| No. 2 Barn 1 x 10 | | 34 00 |
| No. 3 Barn 1 x 6 and 8 | | 26 00 |
| No. 3 Barn 1 x 10 | | 27 00 |
| Box 1 x 6 and up | | 23 00 |
| Box 1 x 10 | | 25 00 |
| Box 1 x 12 | | 26 00 |
| Box 1 x 13 and up | | 30 00 |

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda:

MAPLE

| | 1s & 2s | No. 1 Com. | No. 2 Com. |
|---|---|---|---|
| 4/4 | 30 - 32 | 20 - 22 | 14 - 16 |
| 5/4 to 8/4 | 33 - 35 | 22 - 24 | 14 - 15 |
| 10/4 to 16/4 | 37 - 39 | 27 - 29 | 19 - 21 |

RED BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 41 - 43 | 27 - 29 | 15 - 17 |
| 5/4 to 8/4 | 43 - 45 | 29 - 31 | 17 - 19 |

SAP BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 23 - 25 | 17 - 19 |
| 5/4 and up | 37 - 39 | 25 - 27 | 17 - 19 |

SOFT ELM

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 24 - 26 | 15 - 17 |
| 5, 6 & 8/4 | 37 - 39 | 26 - 28 | 17 - 19 |

BASSWOOD

| | | | |
|---|---|---|---|
| 4/4 | 33 - 35 | 24 - 26 | 16 - 18 |
| Thicker | 35 - 37 | 26 - 29 | 19 - 20 |

PLAIN OAK

| | | | |
|---|---|---|---|
| 4/4 | 51 - 53 | 32 - 34 | 20 - 22 |
| 5/4 to 8/4 | 53 - 55 | 34 - 36 | 22 - 24 |

ASH, WHITE AND BROWN

| | | | |
|---|---|---|---|
| 4/4 | 45 - 47 | 27 - 29 | 18 - 20 |
| 5/4 to 8/4 | 52 - 54 | 29 - 31 | 19 - 21 |
| 10/4 and up | 61 - 63 | 41 - 43 | 21 - 23 |

BOSTON, MASS.

| | | |
|---|---|---|
| White pine uppers, 1 to 2 in. | 92 00 | 98 00 |
| Selects, 1 to 2 inch | 80 00 | 88 00 |
| Fine common, 1 in. | 68 00 | 70 00 |
| Fine common, 1¼ to 2 in. | 70 00 | 72 00 |
| No. 1 Cuts 1 in. | | 55 00 |
| No. 1 Cuts 1¼ to 2 in. | 60 00 | 64 00 |
| No. 2 Cuts, 1 in. | | 40 00 |
| No. 2 Cuts, 1¼ to 2 in. | 48 00 | 50 00 |
| Barn Boards, No. 1, 1 x 12 | 48 00 | 50 00 |
| No. 1, 1 x 10 | 37 00 | 38 00 |
| No. 1, 1 x 8 | | 37 00 |
| No. 2, 1 x 12 | 36 00 | 40 00 |
| No. 2, 1 x 10 | 34 00 | 35 00 |
| No. 2, 1 x 8 | 33 00 | 34 00 |
| No. 3, 1 x 12 | 31 00 | 32 00 |
| No. 3, 1 x 10 | 29 00 | 30 00 |
| No. 3, 1 x 8 | | 29 00 |
| Canadian spruce boards | 23 50 | 25 00 |
| Spruce, 10 in. dimension | 25 00 | 27 00 |
| Spruce 12 in. dimension | 26 50 | 28 00 |
| Spruce, 9 in. | 23 50 | 24 50 |
| Spruce, 8 in. and under dimen. | 24 00 | 25 00 |
| 10 and 12 in. random lengths, 10 ft. and up | | 24 00 |
| 2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 and 3 x 4 random lengths, 10 feet and up | 21 00 | 22 00 |
| All other random lengths, 7-in. and under, 10 ft. and up | 21 00 | 21 50 |
| 5-inch and up merchantable boards, 8 ft. and up, p 1s | 21 00 | 22 00 |
| 1 x 2 and 1 x 3 furring, p 1s clipped and bundled | 22 00 | 22 50 |
| 1⅝-in. spruce laths | | 4 10 |
| 1½-in. spruce laths | 3 70 | 3 80 |

New Brunswick Cedar Shingles

| | | |
|---|---|---|
| Extras | 3 40 | 3 85 |
| Clears | 2 85 | 2 90 |
| Second clears | | 2 75 |
| Clear whites | | 2 30 |
| Extra 1s (Clear whites out) | | 1 50 |
| Extra 1s (Clear whites in) | | 1 00 |
| Red Cedar Extras, 16-in. 5 butts to 2-in. | | 3 35 |
| Red Cedar Eurekas, 18-inch 5 butts to 2-in. | | 4 25 |
| Red Clear Perfection, 5 butts to 2¼ | | 4 80 |
| Washington 16-in. 5 butts to 2-in. extra red clear | 3 30 | 3 40 |

**Not altogether what we say but what users say**

"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

**West & Peachey - Simcoe, Ont.**

"To be, or not to be, that is the question,
Whether 'tis nobler in the mind
To suffer the slings and arrows
Of outrageous fortune,
Or to take arms against a sea of troubles." —Hamlet.

**Hamlet the Prince of Denmark is a character which**

every budding actor aspires to play. The late Sir Henry Irving certainly inspired many to study the works of Shakespeare and those who were privileged to hear him in Hamlet's famous soliloquy are not likely to forget it. Most of us have been in a state of doubt on many occasions and said to ourselves: The question is:

**TO BE, or not TO BE**

We can serve the interests of our customers who use Babbitt Metals and recommend without any hesitation.

**Harris Heavy Pressure**

***The Babbitt Metal Without a Fault***

**Engineers using H. H. P. avoid a sea of troubles. They know IT WILL GIVE EXCELLENT SERVICE**

***Manufactured and guaranteed by***

**The Canada Metal Company**
**Limited**
**Head Office and Factory, TORONTO**
**Branch Factories, Montreal, Winnipeg**

**There's absolute Safety in every link**

Why buy a chain "just as good"—and take chances on failure—when we offer you a chain—made of the highest grade materials—which practically *cannot break.*

**The name AJAX is everywhere accepted as meaning the highest quality in chain.**

***Specify it on your next order.***

**Standard Chain Company - - - Pittsburgh, Pa.**

# The Steam Tension Band Mill

It is called the steam tension mill because the tension is maintained by steam—the most sensitive form of tensioning which has been devised.

The result of this is a great saving in saws—**several users of the machine have run through an entire season without cracking a single saw.**

But in addition to raising and lowering the top wheel by steam, there is a separate cylinder for operating the top guide, and these two cylinders make ours an entirely steam-operated mill, and, therefore, exceptionally fast.

It is made with 8 ft., 9 ft. and 10 ft. wheels, and will stand thorough investigation.

Write for bulletin and list of users.

## William Hamilton Co., Limited

### Peterborough, Ontario

# SPUD

***for Bark Peeling, fills a long felt want.***

Made of Forged Steel with substantial Sockets uniform in size.

Prompt shipments in any quantity desired.

The

**Thomas Laughlin Company**

**Portland, Maine, U.S.A.**

We also manufacture a large line of CONTRACTORS' SUPPLIES and MOTOR BOAT FITTINGS.

If a dealer, ask for our 450 page catalogue.

# PRATT & WHITNEY CO.

**OF CANADA, LIMITED**

# SMALL TOOLS

**Taps — Dies — Reamers — Cutters — Drills**

**MADE IN CANADA**

**As good as money can buy—Guaranteed absolutely!**

***Head Office and Works, DUNDAS, ONT.***

SALES OFFICES:

**MONTREAL** Drummond Bldg. **VANCOUVER** **WINNIPEG** Bank of Hamilton Bldg.

# → KNIVES ←

**Good Steel Carefully Manufactured Properly Tempered**

**Ask for Catalogue and Quotations**

**Galt Knife Company, Limited**

**GALT - ONTARIO**

# INDUSTRIAL LOCOMOTIVES

The designs of our small locomotives are the result of wide experience.

All details are accurately finished to standard gauges and are absolutely interchangeable on all locomotives of the same class and size.

This cuts out long delays when parts wear out, as parts liable to wear can be kept on hand or shipped promptly from our works.

# MONTREAL LOCOMOTIVE WORKS, LIMITED

**DOMINION EXPRESS BUILDING, MONTREAL. CANADA**

**CLIMAX Improved Geared LOCOMOTIVES** FOR WOOD AND IRON RAILS

A 62-ton Climax Locomotive Designed Especially for Heavy Logging Work.

Climax Locomotives are successfully operated on steep grades and sharp curves. Any weight or gauge. Locomotives in stock for immediate shipment. Get Catalog "H."

CLIMAX MANUFACTURING CO., 313 W. Main Street, CORRY, PA.
VANCOUVER MACHINERY DEPOT, LTD., VANCOUVER, B.C.

Established 1874

We specialize in HEAVY HORSES

We always have a Large Stock on hand

**Oldest and Largest Horse Dealers in Canada**

Good horses are hard to find, so deal with an old and reputable firm. Your interests are ours.

"LET US KNOW YOUR WANTS"

**J. W. JACOBS,** 29 Hermine Street, **Montreal**

There are numerous makes of balata belting on the market, some first class, and others which contain little or no balata gum.

The value of the balata is the thorough impregnation of the fabric possible with that gum.

Lanco Balata Belts are impregnated with pure balata gum, and they do not deteriorate with age. You can save money by buying in rolls, or half rolls.

FEDERAL ENGINEERING Co LIMITED
TORONTO AND MONTREAL

Write us for prices.

**This engine is 13½ ins. x 18 ins. and weighs 35 tons.**

The knowledge and experience of fifty years in locomotive designing and construction is what you get in our Logging locomotives. They are specially constructed for logging operations and will stand up to the severe service in which they are expected to run. Oil or coal burning.

They are as carefully designed and built as our 200 ton locomotives. Repair parts may always be obtained on the shortest notice.

**Grey Iron Castings—any size or shape—ordinary or intricate—made promptly. New foundry, splendidly equipped. We would be pleased to quote on castings—singly or by contract. We also make drop forgings of all descriptions.**

**MAY WE SEND YOU SPECIFICATIONS?**

**Canadian Locomotive Company, Limited, Kingston, Ont.**

**Taylor and Arnold Ltd., Sales Agent, Montreal and Winnipeg**

*The Mark* THE E. LONG MANUFACTURING Co. SAW MILL MACHINERY ORILLIA, CANADA *of Quality*

# HERE IS AN IRON SAW FRAME

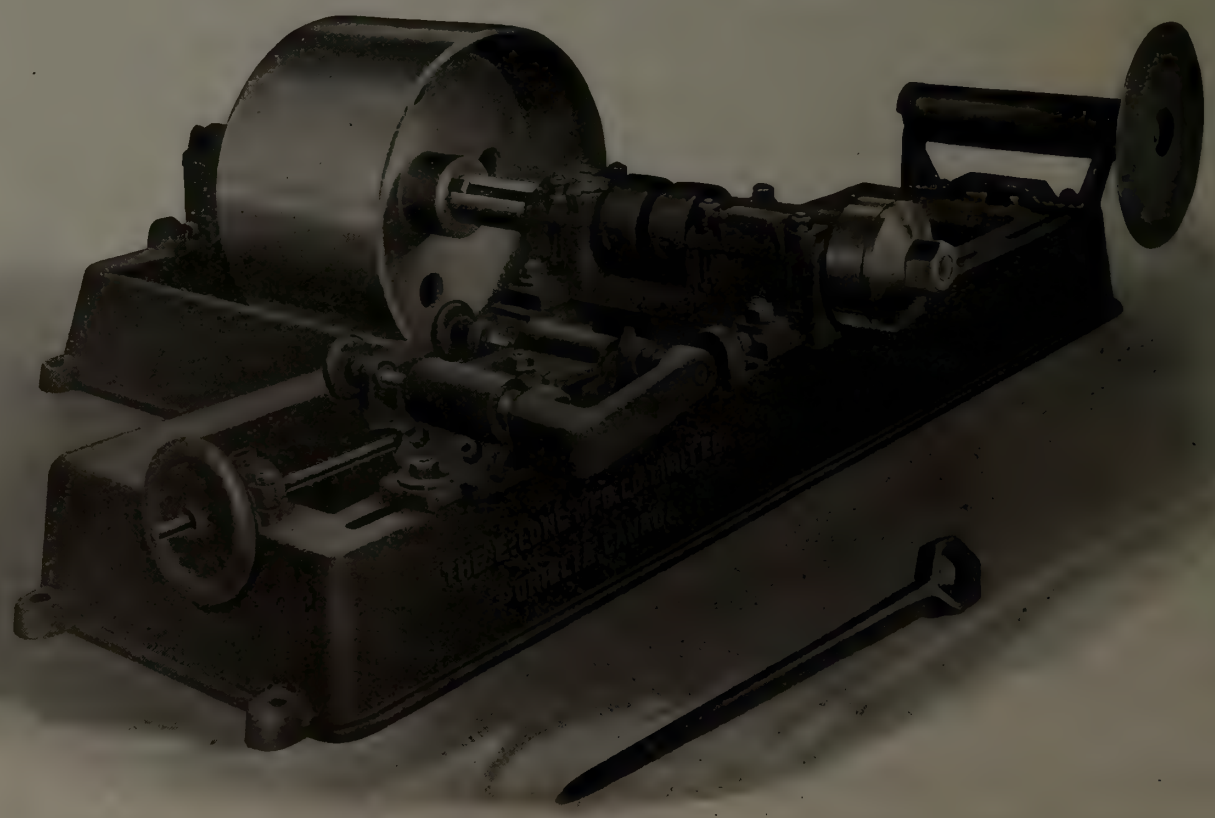
built to stand up under a heavy and continuous production, and the usual hard usage such a machine gets in a saw mill.

The permanent alignment, easy adjustments and completely universal saw guide are features that commend themselves to mill men.

***Ask us for the Bulletin "No. 2 Iron Saw Frame"***

## THE E. LONG MFG. CO., Limited
### Orillia, Canada

**AGENCIES:**
**Vancouver—Robt. Hamilton & Co.**
**Winnipeg—The Stuart Machinery Co., Ltd.**
**Calgary and Edmonton—Gorman, Clancey & Grindley Company, Ltd.**
**Montreal—Williams & Wilson, Ltd.**



# TRANSMISSION MACHINERY

## FOR THE SAWMILL

When you are over-hauling your mill you will find quite a lot of parts—boxes, shafts, gears and pulleys—that need replacing. We can supply anything you will need in this line.

We supply pulleys in any size up to 12′ in diameter, sheave wheels too. Steel shafting up to 25′ long as large as 12″ diameter, rough or finished, keyseated as desired. Also solid and clutch couplings, and set collars of every kind.

Our boxes and bearings, shaft hangers and mule-stands are furnished in standard styles and standard sizes.

If you require gears we build them in steel, iron and wood, cast or machined. Our patterns cover gears and blanks of most sizes called for and we can furnish what you want on short notice. Paper and iron frictions are accessories which we turn out right. Let us re-new yours.

**Make out your repair list this week and we will give you right prices and quick delivery on it. Our workmanship is guaranteed.**

## ALWAYS IN STOCK FOR PROMPT SHIPMENT

- PILLOW BLOCKS
- BELT TIGHTENERS
- FRICTION CLUTCHES
- PAPER FRICTIONS
- SHEAVE WHEELS
- IRON PULLEYS
- CHAINS—ALL KINDS
- GEARS—IRON, WOOD, STEEL
- SHAFTING
- COUPLINGS
- IRON ROLLS
- SPROCKETS

# The Waterous Engine Works Co., Ltd.

Branch
Winnipeg, Man.

Brantford, Canada

H. B. Gilmour,
Vancouver, B.C.

# "FROST KING" METAL

**$5,000,000.00**
**worth of mixed metal sold annually.**

Our thirty-five years experience in metal mixing enables us to place on the market a babbitt that we believe to be absolutely perfect. For high speed machinery and engine work it is without an equal. It is specially designed for saw-mills, planing mills, threshing engines, traction engines, pumps, rolling mills, pulp machinery, and all classes of stationary engines. It is a high grade metal made of the very best selected stock, and carefully compounded.

If your dealer does not stock FROST KING send us a money order for your requirements. Price 30c per lb., Fort William and East; West of Fort William 35c per lb., delivered nearest railway station; packed in 30 lb. and 60 lb. boxes.

For extra duty, such as over-hanging saws, our FAULTLESS BABBITT will stand where all other metals will fail. Price, Fort William and East, 40c per lb.; West of Fort William, 45c, delivered to your nearest railway station; packed in 30 lb. and 60 lb. boxes.

**HOYT METAL CO., Toronto, Canada**

**Have factory and office at Eastern Avenue and Lewis Street, Toronto, Canada**

**Factories also at:— New York, N. Y. London, Eng. St. Louis, Mo.**

# "Maple Leaf" Brand

## Stitched Cotton Duck Belting

A trial Belt will convince you. Write for prices and samples.

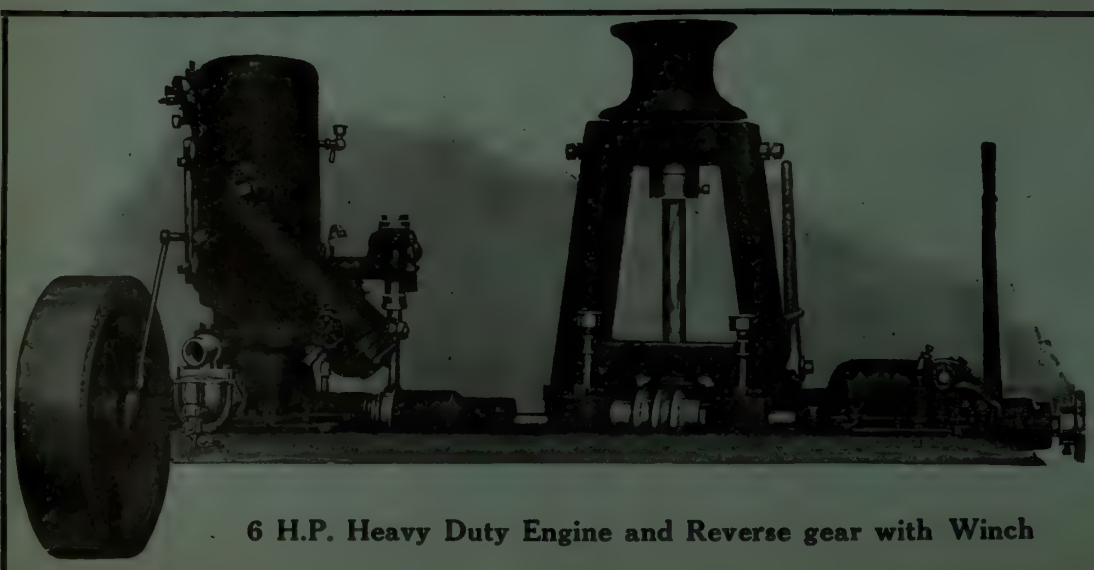
Excels all others in economy, strength, efficiency and true running, whether for transmission of power or conveying. A test recently made at McGill University, Montreal, of a 6-ply **"Maple Leaf"** belt, a light double leather, and a 6-ply rubber belt, showed that our **"Maple Leaf"** Belt stood a breaking strain 50 per cent. greater than the leather, and 25 per cent. greater than the rubber belt.

**"Maple Leaf" Main Drive Belts**
**Are the Best on the Market.**

***"Maple Leaf" Belt Dressing*** is the best for all kinds of belts.

**Dominion Belting Co., Limited**
HAMILTON - ONTARIO
Branch: Montreal—Office 51 Duluth Building

**The J. C. McLaren Belting Co.**
Limited
**General Mill Supplies MONTREAL**



**6 H.P. Heavy Duty Engine and Reverse gear with Winch**

# River Driving Costs

will be decidedly lower this year if you use Adams Gasoline Towing Machinery in 25 ft. punts for carrying supplies and handling booms and logs. One man does the work of ten. We have both machinery and complete punts for prompt shipment. It will pay you to write us now. Gasoline engines all sizes, 2 to 25 h.p.

**Adams Launch & Engine Co.**
**Penetang, Ont.**

Vol. 35 Toronto, March 15, 1915 No. 6

# Canada Lumberman & Wood Worker

New **RAILS** Relaying
12 to 80 pounds per yard.
**LOGGING CARS**
**Jno. J. Gartshore**
58 Front St. West, Toronto

***Electric-Welded Boom Chain***

25% {More Weld = 25% {More Strength = 25% {More Wear

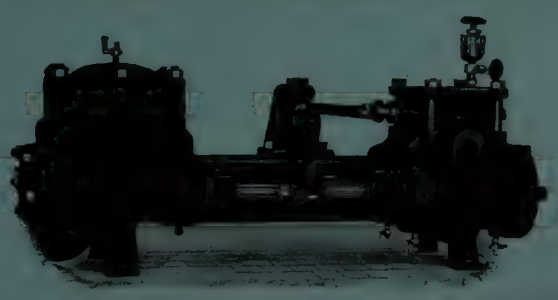
Sheared Toggle and Ring * T Bar Hook and Link * Two Sheared Toggles * Forged Toggle and Ring

Made in Canada Write to Fully Guaranteed

**McKinnon Chain Co., St. Catharines, Ont.**

**The OPERATING EXPENSE of**
a Shaw Motor-Headworks or Gasoline Warping Tug
**IS LESS THAN $10.00 PER DAY**
This Includes, Full Crew (less log men) Fuel, Oil, Upkeep and Depreciation
**IT WILL WARP 2,000,000 FEET OF LOGS**
**or TOW 100 BOOM-STICKS**
*Manufactured by* **RUSSEL BROTHERS - Fort Frances, Ont.**

GENUINE "TURBROS"
**Balata Belting**
*Waterproof and Stretchless.*
*The best belt for sawmills.*
Manufactured and guaranteed by
**Turner Bros. Canada Limited**
Montreal — Vancouver



Do not risk expensive delays in production by installing an unreliable Pump.
It will pay you to investigate the line of
**PUMPING MACHINERY**
—Built by—
**The Smart-Turner Machine Co., Limited**
HAMILTON, CANADA

**AJAX**
A Mark of Service
In every field where strength and service are factors you will find AJAX Chain in daily use. It has proven itself by a score of years in active service as without an equal.
*90% of all the Lumbermen of the United States and Canada use AJAX. There's a reason.*
**Standard Chain Company**
The World's Largest Chain Makers Pittsburgh

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# A Word About The Hides Used In "AMPHIBIA" Waterproof Leather Belting

Even before tanning there is a big difference in hides—particularly in their tensile strength. The hides used in "AMPHIBIA" belting are obtained from the best stock at a season when the hides are toughest. They are carefully tanned in our own tanneries by a secret waterproof process which renders the leather absolutely impervious to oil, steam, water or fumes.

The best of the butts is then selected for use in "AMPHIBIA" belting, any weak or thin spots having been culled out by experts.

Every stage of manufacture is carefully supervised and every precaution taken to make "AMPHIBIA" the best leather belting on the market.

## "Leather like gold has no substitute."

*Write us for sample order stating where belt is to run.*

## "Made in Canada"

"AMPHIBIA"

*Sadler & Haworth*

*Tanners and Manufacturers*

For 39 Years Tanners and Manufacturers of the Best Leather Belts.

**MONTREAL**
511 William St.

**TORONTO**
38 Wellington St. E.

**WINNIPEG**
Galt Building

**ST. JOHN**
149 Prince William St.

**VANCOUVER**
217 Columbia Ave.

"AMPHIBIA"

# George Gordon & Company

Limited

Cache Bay, Ont.

## Machinery

**For Sale**

1 14 in. Berlin Matcher
1 8 in. Woods Sticker
1 Buzz Planer
1 Tenoning Machine
1 Arm Sander
1 Sash & Door Clamp
1 Saw Table Machine
1 Turning Table
1 Steam Glue Pot
9 Small Trucks

## WHITE and NORWAY PINE

## Cross Arms

**3¼ x 4¼ Shaped, bored and painted**

| | |
|---|---|
| 3 ft. 6 in., | 2200 pcs. |
| 4 ft. | 1500 pcs. |
| 6 ft. | 2300 pcs. |

**3¼ x 4¼ D.4.S.**

| | |
|---|---|
| 4 ft. | 12400 pcs. |
| 6 ft. | 9000 pcs. |

# The North Shore Shingle Association

## of Eastern Canada

***Established 1912***

***—Directors—***

| | |
|---|---|
| Angus McLean, President | Bathurst, N. B. |
| W. F. Napier | Campbellton, N. B. |
| D. E. Richards | Campbellton, N. B. |
| W. P. Eaton | Chatham, N. B. |
| R. B. Ross | Montreal |
| F. E. Blackhall, Sec.-Treas. | Campbellton, N. B. |

***—List of Mills and Shipping Points—***

| | |
|---|---|
| The Shives Lumber Co., Limited | Campbellton, N. B. |
| The Richards Mfg. Co., Limited | Campbellton, N. B. |
| B. A. Mowat | Campbellton, N. B. |
| The Dalhousie Lumber Co., Limited | Dalhousie, N. B. |
| The Continental Lumber Co., Limited | Charlo, N. B. |
| The Bathurst Lumber Co., Limited | Bathurst, N. B. |
| The Miramichi Lumber Co. | Chatham, N. B. |
| Edwards & McLean | Bonaventure, N. B. |
| The Forest Reserve Pulp & Paper Co. | Gaspe, Que. |

**UNIFORM Grading Rules govern all Mills with uniform prices and terms to all buyers.**

***For quotation, address either the Mill direct or send enquiry to***

## F. G. Wheaton, Ahmerst, N. S., Canadian Sales Agent

# Mason, Gordon & Co. 80 St. Francois Xavier Street, Montreal, Que.

# Everything in Timber

Car and Cargo lots only

**Douglas Fir, Pine, Hemlock, Spruce, Yellow Pine and Oak**

Write, Wire or 'Phone for Prices - **Western Office:—Pacific Building, VANCOUVER, B. C.**

# Read & White

*Wholesale Lumber*

**Spruce, Hemlock and Hardwoods**

## Hemlock & B.C. Timbers

**818 New Birks Bldg., MONTREAL**

# New Ontario Colonization Co.

LIMITED

**Lands, Lumber, Lath and Pulpwood**
**Planing Mill Work**

Lumber Yard, Jacksonboro, Ont.

***We have the following lumber on hand ready for shipment as shown above, and for which we solicit your orders viz:***

| | |
|---|---|
| 1 x 4 Merchantable Spruce. | 1 x 12 Merchantable Spruce. |
| 1 x 5 Merchantable Spruce. | 4/4 and 8/4 Mill Run Tamarack. |
| 1 x 6 Merchantable Spruce | 4/4 Balsam. |
| 1 x 7 Merchantable Spruce. | 4/4 No. 2 and Better Whitewood |
| 1 x 9 Merchantable Spruce. | 8/4 No. 2 and Better Whitewood |
| 1 x 10 Merchantable Spruce. | 4/4 Mill Run Poplar. |

**CLAY BELT LANDS FOR SALE, Located in Townships of Kendrey and Haggart, District of Temiskaming, Ontario.**

*Mills:* JACKSONBORO, ONT.

*Sales Office:* New York Telephone Bldg. BUFFALO, N.Y.

# John Harrison & Sons Co.

Owen Sound, Ont. Limited

**Posts, Ties, Timber, Lumber, Sash, Doors, Interior Finish, Hardwood Flooring, &c.**

**Three sawmills and large, well equipped Planing Mills.**

**Good supply of Pine, Cedar, Hemlock and Hardwoods. Special bills Winter or Summer.**

*Try us once.*

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# River Ouelle Pulp & Lumber Co.

*Manufacturers of*

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**Lumber Lath Pulpwood**

*Head Office and Mills at:*

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**On I. C. Ry. 75 Miles East of Quebec City**

*Also Mills at:*

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**On Nat. Transcontinental Ry.**

# Look!
# Flooring Strips

| Red Pine | White Pine |
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| 90,000 1 x 6—10/18 | 298,000 1 x 6—10/16 |
| 50,000 1 x 5—10/18 | 94,000 1 x 5—10/16 |
| 90,000 1 x 4—10/18 | 150,000 1 x 4—10/16 |
| | 51,000 5/4 x 4—10/16 |

**5 Cars 3 X B. C. Shingles in Transit.**

## The Long Lumber Company

**HAMILTON, ONT.**

# Are You Being Held Up?

Hostile times cause panic, prices go aviating and the public pay what is asked.

## Buy Hocken's Hemlock

and you will get a square deal —good stock and a prompt shipment. Write us.

## Hocken Lumber Company, Limited

**Otter Lake Station, Ont.**

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WHOLESALERS

**Dry White Pine and Norway**

OTTAWA

Also

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The

**Harris Tie & Timber Co.**

Ottawa - Canada

Lumber - Lath - Shingles

Cedar Poles and Posts

Railway Ties - - Piles

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The

**Georgian Bay Lumber Co.**

Limited

Waubaushene, Ontario

Manufacturers of High Grade

**Lumber and Laths**

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**Fraser Bryson Lumber Co., Ltd.**

Wholesale Lumber Dealers

Selling agents for Fraser & Co., Manufacturers

Mills at Deschenes, Que., near Ottawa

**White Pine**
**Red Pine**
**Spruce**
**Lumber and Lath**

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JOHN GILLIES, President — DAVID GILLIES, Vice-President. — J. S. GILLIES, Sec.-Treas.

Established 1873

**GILLIES BROS.** Limited

Mills and Head Office BRAESIDE, ONT.

Manufacturers of

**WHITE PINE**

RED PINE SPRUCE

New York City: Guy E. Robinson, 1123 Broadway

# BARTRAM BROTHERS, LIMITED
## OTTAWA, CANADA

# SPRUCE, RED AND WHITE PINE

***We Offer for Immediate Shipment:***

**NORWAY & JACK PINE, M. R.**

1 x 4/5 x 10/16 ft.—1,080,484 ft.
1 x 6 x 10/16 ft.— 443,000 ft.
1 x 7/9 x 10/16 ft.— 30,000 ft.
1 x 8 x 10/16 ft.— 81,000 ft.
1 x 10 x 10/16 ft.— 14,000 ft.
2 x 4 x 10/16 ft.— 164,312 ft.
2 x 6 x 10/16 ft.— 220,000 ft.
2 x 8 x 10/16 ft.— 320,000 ft.
2 x 10 x 10/16 ft.— 218,000 ft.
2 x 12 x 10/16 ft.— 65,000 ft.
3 x 4 & up x 10/16 ft.—129,000 ft.

**NORWAY & JACK PINE, CULLS**

1 x 4 and up x 8/16 ft.—1,500,000 ft.
3 x 4 and up x 10/16 ft.— 82,517 ft.

**NORWAY & JACK PINE LATH**

1½ x ⅜ x 4 ft., No. 3—471,000
1½ x ⅜ x 32 in., No. 3—440,000

**SPRUCE, M. R.**

2 x 3 x 10/16 ft.— 24,000 ft.
2 x 4 x 10/16 ft.—700,000 ft.
2 x 5 x 10/16 ft.—400,000 ft.
2 x 6 x 10/16 ft.—148,000 ft.
2 x 7 x 10/16 ft.— 14,000 ft.
2 x 8 x 10/16 ft.— 40,000 ft.
1½ x 6 x 10/16 ft.— 28,000 ft.
1½ x 7 x 10/16 ft.— 50,000 ft.
1½ x 8 x 10/16 ft.— 25,000 ft.
1½ x 9 x 10/16 ft.— 18,000 ft.
1½ x 11 x 10/16 ft.— 14,000 ft.
1¼ x 3 x 10/16 ft.— 13,600 ft.

**SPRUCE, M. R.**

1¼ x 4 x 10/16 ft.— 92,000 ft.
1¼ x 5 x 10/16 ft.— 17,000 ft.
1¼ x 6 x 10/16 ft.— 14,000 ft.
1¼ x 8 x 10/16 ft.— 67,000 ft.
1 x 3 x 10/16 ft.— 31,000 ft.
1 x 5 x 10/16 ft.—140,000 ft.
1 x 6 x 10/16 ft.— 59,000 ft.
1 x 7 x 10/16 ft.— 15,000 ft.

**SPRUCE CULLS**

3 x 4 and up x 8/16 ft.—125,000 ft.
2 x 4 and up x 8/16 ft.— 20,000 ft.
2 x 5 and up x 8/16 ft.— 85,000 ft.
1¼ x 4 and up x 8/16 ft.— 14,000 ft.
1 x 4 and up x 8/16 ft.—100,000 ft.

**WE CAN DRESS AND MATCH OR RESAW TO ORDER**

# Spruce, Hemlock and Hardwoods

***We have on hand ready for shipment:—***

1,000,000 ft. Merchantable Hemlock 1″, 2″ and 3″, lengths 9 ft. to 26 ft., widths 4″ to 11″, each length and width piled separately.
1,200,000 ft. Merchantable Spruce 1″, 2″ and 3″, lengths 8 ft. to 24 ft., widths 4″ to 12″, piled separately.
700,000 ft. Hard Maple 1″, 1¼″, 1½″, 2″ and 3″, sawn on grade.
250,000 ft. 1″ and 1½″ Beech, sawn on grade.
125,000 ft. 1 x 4 & up Basswood L.R., No. 2 C. & B.
125,000 ft. 1″ M. C. Ash.
70,000 ft. 1″ M. C. Elm.

We specialize in timbers—lengths 10 ft. to 26 ft. long, and we have facilities for Dressing.

***Send us your inquiries***

# Fassett Lumber Company, Limited
**Fassett, Que.**

# FIR TIMBERS

## HIGH GRADE RED CEDAR SHINGLES

LET US QUOTE YOU PRICES

**TIMMS, PHILLIPS & CO., LTD.**

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### *What it Contains:*

*Chapter 1*—Historical Notes.
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***Price 50 cents***

**Canada Lumberman & Woodworker**

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# Heavy Fir Dimension

***Is Our Particular Specialty***

*The Heavier it is the Better we like it*

**We Dress from 1 to 4 Sides up to 16-in. x 20-in., 60-ft.**

*Our grade is posstively right, and prices will please*

**Timberland Lumber Co., Limited**

Head Office, Westminster Trust Bldg., NEW WESTMINSTER, B.C.

Mills at Craigs on the B.C.E.R.

Shipment by C.P.R.R., G.N.R.R. or B.C.E.R.R.

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*MANUFACTURERS OF*

## British Columbia Red Cedar Exclusively

4, 5 and 6 inch "CLEAR A" Cedar Bevel Siding.
8, 10 and 12 inch CLEAR CEDAR FINISH.
EXTRA XXX RED CEDAR SHINGLES.

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# The North Shore Shingle Association
## of Eastern Canada

We offer for immediate shipment the following grades of

# White Cedar Shingles

**Extras Clears Second Clears**

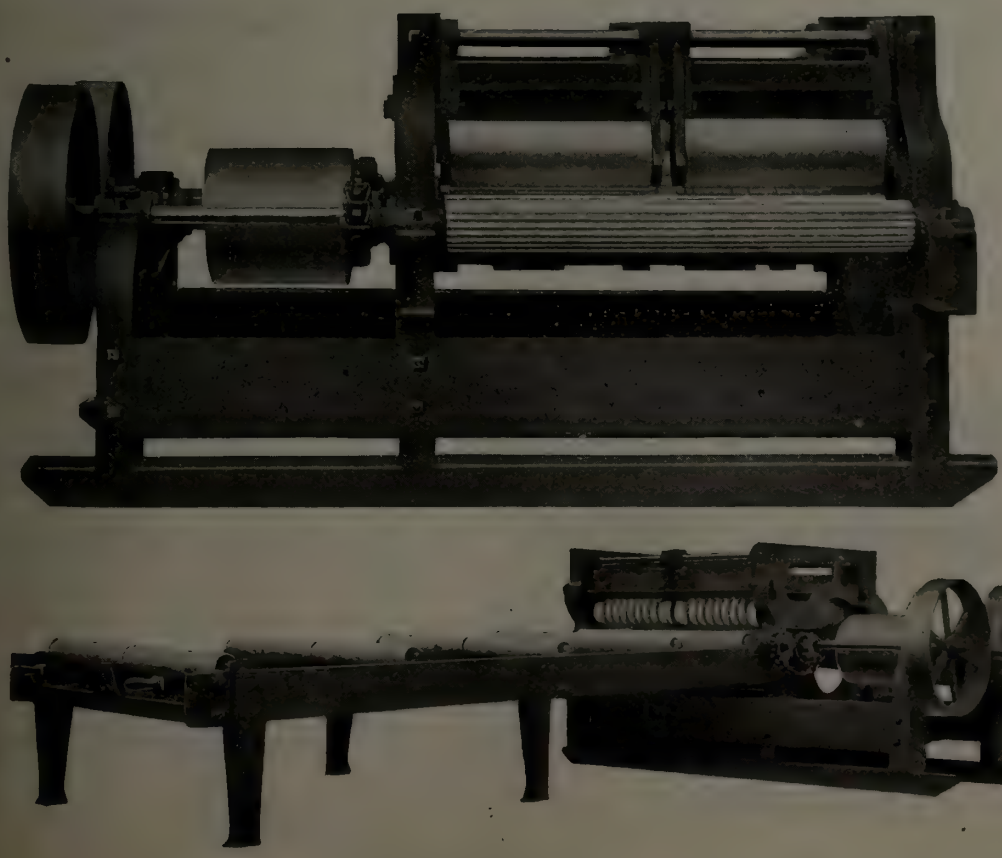
**Clear Walls and Extra No. 1s**

This stock is bone dry and can be supplied short or full count. Shipping Points: Campbellton, Dalhousie, Charlo, Bathurst, Bonaventure and Chatham.

***For prices write or wire***

**F. G. Wheaton, Amherst, N. S., Canadian Sales Agent**

# McLennan's Gang Edger



This Gang Edger is substantially built and can be run continuously at full capacity. The specifications are capacity, from 50 to 100 M per 10 hours; floor space, 5 feet 7½ inches by 8 feet 8 inches; length of feed rolls, 48 inches; diameter of spindle 3 7/8 inches; diameter of driving pulley, 14 inches by 14 inches; to take six 20 inch saws, two of these shifting saws; front bench furnished with iron rolls and 4 iron rolls for back bench.

We also make Slab Resaws, Shingle Machines, Lath Machines and Bolters, Sleeper Machines.

*Write us for circulars on the above machines*

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**& Machine Works, Limited**
**Campbellton, N. B.**

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**Wholesale Lumber**

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*Wholesale Dealers*
13 Foot **SPRUCE** 16 Foot
Lath and White Cedar Shingles

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Sault-au-Mouton, P.Q.

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**HARDWOOD LUMBER**
Dimension Stock, Mattress Frames, Hard and Soft wood slabs cut to lengths required. Hemlock, Cedar, Posts.
Orders receive prompt attention.
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**JOHN P. NEWMAN,** Wiarton, Ont.

**HAEBERLE LUMBER CO.**
LUMBER AND TIMBER
White Pine, Norway, Yellow Pine, Hemlock
Oak Mouldings, Doors, Sashes and Blinds, Cedar Poles and Ties.
Yellow Pine Timber a Specialty.
Interior Trim Mill Work.
NIAGARA FALLS, N.Y.

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Write us for particulars and prices
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**BUYER AND SELLER**
*Special Price, $1.00*
Canada Lumberman - Toronto

**Hardwood Flooring**
The Celebrated Diamond Brand
End Matched, Bored, Polished and Bundled
Manufactured by
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For prices write
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**Good Grades** — **Right Prices** — **Prompt Shipments**

Canadian Hardwood. National Grading Rules

**Birch**
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**Maple**
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**Beech**
***All Thicknesses***

Also full line in

**White, Red**
and
**Jack Pine**
***All grades and sizes.***

***Get in touch with us for prices***

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Manufacturers and Strictly Wholesale Dealers in Lumber
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WE Buy, Sell and deal in all kinds of Lumber and Timber in Canada and United States: Spruce, White Pine, White and Basswood, Ash, Cedar, Douglas Fir, Beech, Birch, Walnut, Cherry, Chestnut, Cottonwood, Hemlock, Maple, Norway Pine, Short and Long Leaf Yellow Pine, Oak, Redwood, Birch, Maple and Oak Floorings, Pulpwood Ties, and Cedar Poles.

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**The Canada Wood Specialty Co., Limited**
Manufacturers:
Lumber, Hardwood Flooring, Handles, Poles, Bed Frame Stock, Cheese Box Hoops, Heading, Baskets, Etc.
Write, Telegraph or Telephone your orders
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**Dressing of wood in transit on the Intercolonial Railway.**

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Sawed Hemlock
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Bass and Poplar Siding
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TIMBER Estimates, Topographic and Boundary Surveys, Planting, Logging Maps, Portable Mill Operations.

Technical Training Thoroughness
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OLD TOWN, MAINE

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CHOICE
***Southern Hardwoods***
*Cypress, Kiln Dried North Carolina Pine*
Send Us Your Inquiries
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Planing of all kinds done by carload. Railroad Switch in connection with mill.
All classes of building material, lime and cement for sale.
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**Do you know the worth of your Timber Lands?**
My methods of cruising, based on 24 years' experience, will prove as valuable to you as they have to many large Banking and Bond Houses, Railroads, Corporations, and private Investors in the United States and Canada,
Whether you want to buy, bond or sell I can be of service to you.

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Formerly: Forest Expert U. S. Forest Service, State Forester of New Jersey, Timber Expert Penna, Forest Commission, etc.

**Progressive Lumbering**
demands accurate knowledge of quantity, quality and accessibility of timber supply.
This knowledge, when obtained by our
TIMBER ESTIMATES
is reliable. It appeals to
Timber Investors,
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WE INVITE CORRESPONDENCE.
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**"Well Bought is Half Sold"**

***We Offer the Following Special Lines—***
***For Quick Sale***

| | | |
|---|---|---|
| 2 Cars | 4 x 4 to 6 x 6 | Sound Cedar Squares |
| 100,000 Ft. | 5/4 | 1st and 2nd Basswood |
| 2,500 " | 8/4 | " " " |
| 2,500 " | 16/4 | " " " |
| 12,000 " | 8/4 | 1st and 2nd Soft Elm |
| 17,000 " | 4/4 | No. 1 C. & B. Soft Elm |
| 22,000 " | 8/4 | No. 1 C. & B. Soft Elm |
| 50,000 " | 4/4 | No. 2 C. & B. Birch |
| 13,000 " | 3 x 8 to 16"—10 to 16 ft. | 1st and 2nd White Ash |
| 13,000 " | 2 x 6 and up—10 to 16 ft. | No. 1 C. & B. White Ash |

**Hardwoods Thoroughly Dry**
**Your Inquiries Will Have Prompt Attention**

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**Pine and Hemlock Lumber**

1026-32 Traders Bank Bldg, Toronto, Ont.

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We are Buyers of
**Hardwood Lumber**
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Veneers (3 or more ply) Handles (all descriptions)
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For Sale by Owners
B. C. Timber Lands
Located on three New Railroads { G. T. P. / C. N. R. / P. G. E.
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***Quick Shipments***
Gulf Cypress
N. Carolina Pine
Long Leaf
Timber
From our wharves in Portland, Maine
**Wilson Lumber Co.**
Portland, Me.

# The C. Beck Manufacturing Co., Limited

PENETANGUISHENE, ONT.

## You Want Long Joisting for Spring

**Look over your stock and write for prices on any of the following:—**

50,000 feet 2 x 6—20 Norway
60,000 feet 2 x 8—20 Norway
15,000 feet 2 x 10—20 Norway
24,000 feet 2 x 10—22 Norway
38,000 feet 2 x 8—22 Norway
15,000 feet 2 x 12—22 Norway

**Stock List on application.**

**Get your Stock DRESSED, MATCHED or RESAWED and save freight.**

**PLANING MILL in connection with our yard. WORK GUARANTEED.**

ESTABLISHED 1855

## THE McGIBBON LUMBER CO.

OF PENETANGUISHENE

Manufacturers of and Dealers in

**Lumber, Lath, Shingles, Etc.**

HEMLOCK BILLSTUFF a Specialty of which we have the Best Assortment on Georgian Bay.

Don't wait to write. Phone us your requirements.

All stock sized or matched if required.

**Our Yards are Unequalled for Drying Lumber**

## To the Owner of Timber Lands

Far sighted owners of timber lands should take advantage of the times incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. This is certain to come at no distant day. Therefore cultivate a closer acquaintance with your holdings, and the best method of marketing them. Let us prepare the way for you. Remember, we not only report on the property, but assist in marketing the bond issue when necessary. Send for our booklet.

## L. E. Campbell Lumber Company

Cruising and Engineering Department

2234 Dime Bank Bldg. - - DETROIT, MICH.

## California White Pine
## California Sugar Pine
## and Arizona Soft Pine

**Best Stock for Factory and Pattern Lumber**

**Ask LOUIS WUICHET**

**Room 716 Railway Exchange, CHICAGO, ILLINOIS**

## T. H. Garrett Lumber Co.

Manufacturers of . . . . . **YELLOW PINE LUMBER**

*Mills :—*
Selma, La.
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**Long Leaf Timbers, Short Leaf Finish and Railroad Material**

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# The Victoria Harbor Lumber Co., Ltd.

**Manufacturers of**

## Lumber, Lath and Shingles

Mills at Victoria Harbor, Ont.

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## White Pine from Bisco

Get our prices on White and Red Pine. We have all sizes at Bisco and can make prompt shipments. We also have Norway at Tomiko, 1913 cut, grade right, prices right.

**Leak & Company, Limited**
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**HEMLOCK**
**SPRUCE**

*Dry stock in all sizes.* *Quick shipments.*

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**Yellow Pine and B.C. Shingles always in transit**

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Manufacturers
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Manufacturers
Oak, Ash, Poplar and Cypress
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When wanting lumber in car lots of various kinds and thicknesses. Send us list of your needs. We will be glad to make you quotations on Birch, Basswood, Black Ash, Soft Elm, Pine and Spruce. Mixed car loads our specialty.

**Piling**— Orders for Spruce Piles 30 to 60 feet long filled on short notice.

**Oliver Lumber Co. of Toronto, Ltd.**
540 Confederation Life Building, Toronto

## We Offer for Immediate Shipment

50 M. ft. 4/4 No. 1 Common and Better Elm.
32 M. ft. 8/4 No. 1 Common and Better Elm.
7 M. ft. 12/4 No. 1 Common and Better Elm.
70 M. ft. 4/4 No. 2 Common and Better Maple.
26 M. ft. 8/4 No. 2 Common and Better Maple.
40 M. ft. 4/4 No. 1 Common and Better Birch.
26 M. ft. 8/4 No. 1 Common and Better Birch.
40 M. ft. 4/4 Mill Cull Elm.

**ARTHUR N. DUDLEY**
Lumber, Lath and Shingles
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**Norway Lath**
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## We Have for Immediate Shipment:—

300,000 1″ No. 1 C. & B. Birch
60,000 2″ No. 1 C. & B. Maple
60,000 2″ No. 1 C. & B. Elm
100,000 1″ Cull Elm
50,000 2″ No. 1 C. & B. Birch
20,000 1″ No. 1 C. & B. Maple
150,000 1″ No. 1 C. & B. Elm

This stock was cut early, is dry, and was taken from an exceptionally good run of logs. We are quoting attractive prices on this lumber for prompt shipment.

**SPEARS & LAUDER** Manufacturers & Wholesale Dealers
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*Wholesale*

**Red Pine White Pine Spruce**

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Mills: Charlemagne, Montcalm, St. Adele

**The Gres Falls Company**
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Mill: St. Gabriel de Brandon
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Manufacturers of
**Spruce and Pine Lumber and Ground Wood Pulp**

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The Largest Manufacturers of
**California PTL Redwood**
in the world.

Used for every purpose for which a soft wood is adapted.
Furnished in any width and thickness.
Manufactured goods of all kinds.

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Rough and Finished

**Shingles, Lath, Piano Sounding Board Stock, etc.**

**Our Mills Produce and We Market as Much**
# GENUINE LOUISIANA RED CYPRESS
**As All Other Concerns Combined**

250,000,000 feet constantly in stock insures filling any reasonable order promptly.
Our Canadian trade is constantly increasing and we are always striving to merit a still larger increase.

*Our salaried salesmen receive credit for mail orders. Try us.*

**LOUISIANA RED CYPRESS COMPANY**
Hibernia Building New Orleans, La.

# Austin & Nicholson

**Chapleau, Ontario**

## Rough and Dressed Lumber and Lath

We have the following dry stock ready for shipment:

| | | | | |
|---|---|---|---|---|
| 1 x 4 | Common | and | Better | 150 M |
| 1 x 5 | " | " | " | 150 M |
| 1 x 6 | " | " | " | 125 M |
| 1 x 7 | " | " | " | 50 M |
| 1 x 8 | " | " | " | 50 M |
| 1 x 9 & up | " | " | " | 75 M |
| 2 x 4 | " | " | " | 160 M |
| 2 x 6 | " | " | " | 75 M |
| 2 x 8 | " | " | " | 100 M |
| 2 x 10 | " | " | " | 100 M |
| 2 x 12 | " | " | " | 15 M |
| 3 x 8 | " | " | " | 25 M |
| 3 x 10 | " | " | " | 15 M |

Also about two cars 2 x 8, 2 x 10, 2 x 12 by 18 to 28' long. We make a specialty of dressed and matched lumber in car or mixed lots.

All orders by mail receive our prompt attention.

## Not altogether what we say but what users say

"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

**West & Peachey - Simcoe, Ont.**



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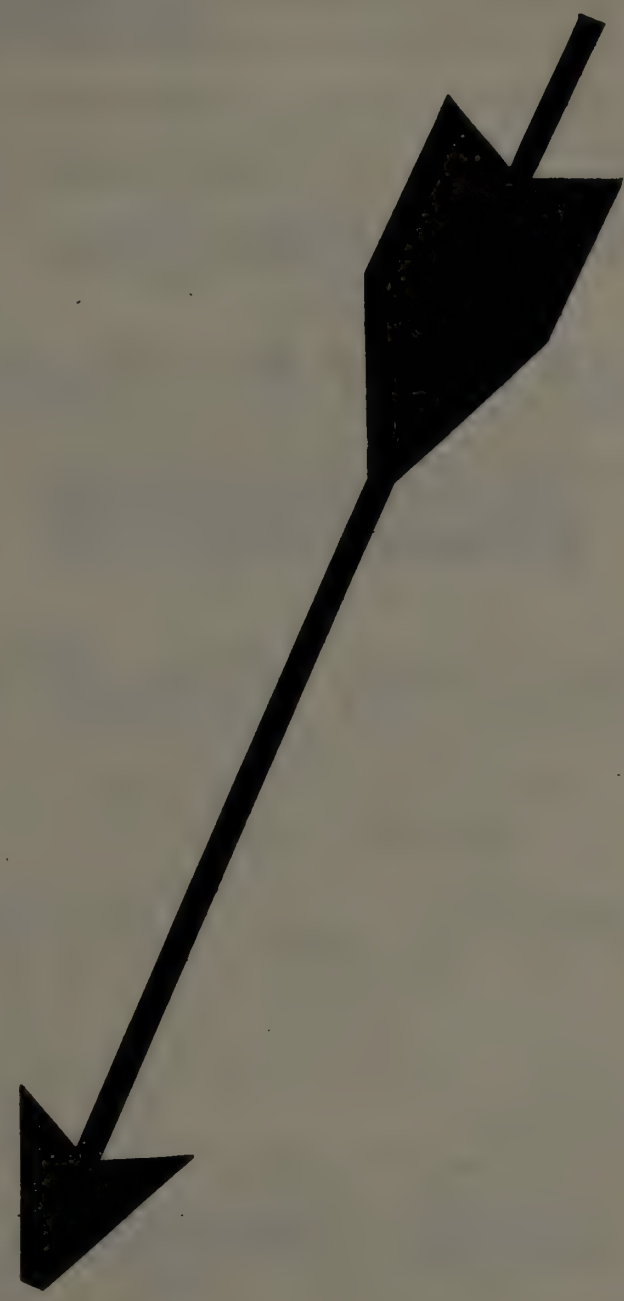

**Fill in the blanks, cut out, mail, then "wait and see."**

**To the Herbert Morris Crane & Hoist Co., Ltd., Toronto.**

**Please send me your new book "Handling Economy." I want to know how to save useless expense.**

**Sign here** .....

**Position** .....

**Firm Name** .....

**Address** .....

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## United States Manufacturers and Wholesalers seeking Canadian Business

## Hoffman Brothers Company

**Fort Wayne, Indiana**

Manufacturers of Hardwoods—Any Thickness From

1/30" SLICE CUT VENEER
1/20" SAWED VENEER
to
2" BAND SAWED LUMBER

Reg U.S. Pat. Off.

Specialty:

**QUARTERED WHITE OAK**

## LOUISIANA RED CYPRESS

QUARTERED OAK PLAIN OAK
POPLAR ASH

***Yards at Nashville, Tenn.***

We can ship you promptly any of the above Stock, Carefully Inspected

WE WOULD LIKE TO HEAR FROM YOU

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**Real Estate Trust Bldg., Philadelphia, Pa.**

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Plant of The Stearns Salt and Lumber Co.

## Stearns Quality

Michigan Hardwoods
Hemlock and Pine

## Lumber and Timber

Try out STEARNS SERVICE on mixed car shipments. Retail stocks replenished over night by our 24 hour service.

HEMLOCK
WHITE PINE
HARDWOODS
MAPLE FL'G.

*IN MIXED CARS*

SHINGLES
LATH
POSTS
MOULDING

The
**Stearns Salt & Lumber Co.**
Ludington, Mich.

## W. M. RITTER LUMBER COMPANY

**Below is List of Dry Lumber We Can Ship Promptly**

CHESTNUT:
4/4 1s and 2s, 2 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 3 cars.
5/4 No. 1 Common, 1 car.
6/4 No. 1 Common, 2 cars.
8/4 No. 1 Common, 2 cars.
4/4 Sound Wormy, 3 cars.
5/4 Sound Wormy, 2 cars.
8/4 Sound Wormy, 1 car.

POPLAR:
5/8 Reg. 1s and 2s, three cars.
3/4 Reg. 1s and 2s, one car.
4/4 Reg. 1s and 2s, four cars.
5/4 Reg. 1s and 2s, one car.
6/4 Reg. 1s and 2s, one car.
10/4 Reg. 1s and 2s, one car.
12/4 Reg. 1s and 2s, two cars.
16/4 Reg. 1s and 2s, three cars
4/4 No. 1 Common, 4 cars.
5/4 No. 1 Common, 2 cars.
6/4 No. 1 Common, 2 cars.
5/8 18-23, two cars, Panel and No. 1.
4/4 24-27, three cars, Panel and No. 1.
4/4 18-23, two cars, Panel and No. 1.

BASSWOOD:
4/4 1s and 2s, 5 cars.
5/4 1s and 2s, 3 cars.
4/4 No. 1 Common, 5 cars.
5/4 No. 1 Common, 3 cars.

WHITE OAK:
5/4 1s and 2s Plain, 5 cars.
6/4 1s and 2s Plain, 6 cars.
7/4 1s and 2s Plain, 7 cars.
8/4 1s and 2s Plain, 7 cars.
5/4 No. 1 Common, 3 cars.
6/4 No. 1 Common, 3 cars.
4/4 Qtd. 1s and 2s, 4 cars.
4/4 No. 1 Common, 5 cars.

PLAIN RED OAK:
4/4 1s and 2s, 7 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 6 cars.
5/4 No. 1 Common, 2 cars.
8/4 No. 1 Common, 3 cars.

The above is a list of dry stock which we can ship promptly. All our own manufacture and band-sawn stock, and thoroughly dry. Do not place your orders before writing for prices.

CANADIAN REPRESENTATIVE:

**John Hall, Box 32, Toronto, Canada**

Phone College 6997

W. M. RITTER LUMBER COMPANY — COLUMBUS, OHIO

## R. HANSON & SONS

MANUFACTURERS

## Michigan Hardwoods AND Hemlock Lumber

**Grayling - Michigan**

We handle

# Everything in Lumber

*Write or wire for prices and stock lists.*

## The McLennan Lumber Co.
Limited

21 Dorchester St. W. Montreal, Que.

## "Hipcoscope" Lumberman's Electric Lantern

**Always Ready. Can't Start a Fire. Cheaper to Use than Oil.**

This new searchlight (see illustration) will throw a strong light 300 feet. Operated on two No. 6 dry cells which may be secured anywhere in Canada for twenty-five cents each.

The "Hipcoscope" is the ideal light for your night watchman—he can search every alley. The "Hipcoscope" gives 200 hours light for fifty cents.

It is impossible for the "Hipcoscope" to start a fire no matter what you do to it. Used with the "Hardinge" Portable Watchman's Clock your plant and yard are practically safe from fire or theft. Owing to weight it does not pay to ship batteries. Delivered free without batteries, for $4.50 anywhere in Canada.

**Lintz-Porter Co.,** 27 Yonge St. Arcade, **Toronto**

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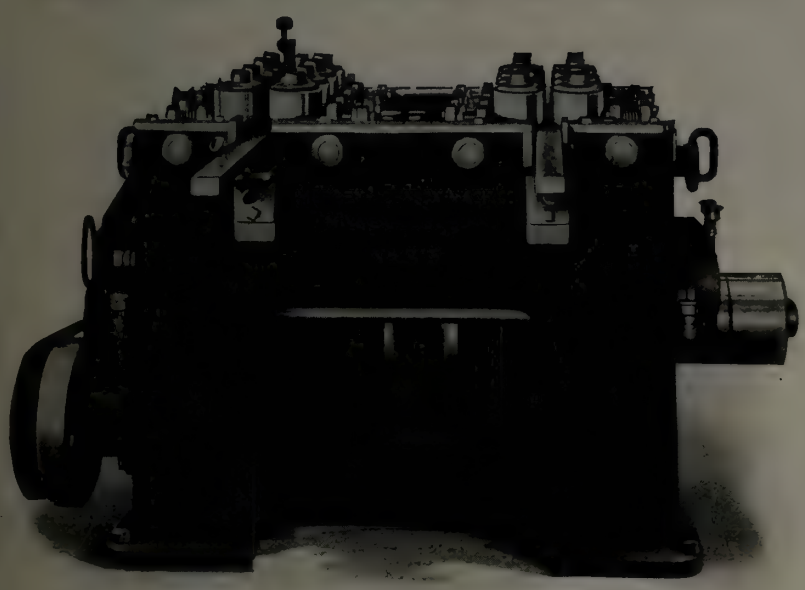

Let us mail you catalogue of Box Factory Machinery and Horizontal and Vertical Re-saws.

## Mereen - Johnson Machine Co.
MINNEAPOLIS, MINN.

# Hingley's B.B.B. Chains

**Tested to 20% Over Admiralty Proof**

## *Specialties*

**Boom Chains of all Descriptions**
**Rafting, Log Loading, Quarry, Minning, Crane and Sling Chains.**

All hand-made by expert workmen from Hingley's Netherton Crown Refined Iron.

***Stocked by all principal jobbers everywhere.***

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**Drummond McCall & Company, Limited**
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## N. Hingley & Sons, Limited
Netherton Iron and Chain Works, Dudley, England

## Spruce
## White Pine
## Banksian Pine
## Birch

*Get our stock list and prices.*

**QUEBEC & ST. MAURICE INDUSTRIAL COMPANY,** Portland, Maine

# New Homes

*For which old ideas have been improved and adapted and new ones created, when built of Arkansas Soft Pine, in every way are satisfactory and*

# Are a Profitable Investment

***Now is the time to build them.*** Manufacturers of all manner of building materials are hungry for orders. Prices are lower than they have been for some time and probably lower than they should be—even the price of Arkansas Soft Pine has been affected by general business conditions. Labor costs less because the most skillful workmen are available. For these and other good reasons our suggestion is to BUILD NOW AND

***To use Arkansas Soft Pine.*** We can furnish you complete information respecting the uses and values of this wonderfully good lumber, but we cannot explain why it can be procured at the very low price at which it is now offered. That condition exists and you will profit by it

***And avoid a quarrel with Fate*** by BUYING NOW and BUILDING NOW before you are required to pay more nearly what Arkansas Soft Pine, and other materials, are worth. It is for your own profit's sake that we urge you to

## Build Now

*Spring is the time to start. A complete stock of Arkansas Soft Pine right here in our yard in your home town is a further reason why you should*

## Get Busy

---

If you set people to thinking you will find that thinking will set them to work.

Ask the Arkansas Soft Pine Bureau, 608 South Dearborn Street, Chicago, for the four electros, clip the foregoing for copy, insert the advertisement in your local newspaper and start something in your town.

**If you need more Arkansas Soft Pine, ask the mills for it.**

Stout Lumber Company, - Thornton, Ark.
Valley Lumber Company, - - Reader, Ark.
Wisconsin & Arkansas Lbr. Co., Malvern, Ark.
Arkansas Land & Lumber, Co., Malvern, Ark.
Arkansas Lumber Company, - Warren, Ark.
Cotton Belt Lumber Company, Bearden, Ark.
Crossett Lumber Company, - Crossett, Ark.

Eagle Lumber Company, - Eagle Mills, Ark.
Edgar Lumber Company, - Wesson, Ark.
Fordyce Lumber Company - Fordyce, Ark.
Freeman-Smith Lumber Co., Millville, Ark.
Gates Lumber Company, - - Wilmar, Ark.
Southern Lumber Company - Warren, Ark.

# A Customer's Opinion of Moreau Barkers

The
St. Simeon Lumber Co.
Limited

Doreil, P. Q. January 30, 1915

Mr. Chas. Manseau, Sales Manager
The Moreau Barking Machine Co., Ltd.
Drummondville, Que.

*Dear Sir:—*

*We beg to acknowledge receipt of your favor of the 20th inst.*

*We installed six Moreau barkers in May, 1907 and since that date we reckon that each of these machines has barked 15,000 cords of wood, costing on an average from 40 to 45 cents a cord, according to circumstances. Maintenance for each of these machines amounted to from $5 to $6 per year. We reckon the loss of wood through barking averages about 18%. These machines have proved so satisfactory to us that our firm, having decided to build a new mill, will install 8 or 10 of these Moreau barkers in it.*

*Yours very truly*
*The St. Simeon Lumber Co., Ltd.*
*Doreil*
*Per Alf. Garneau*

The Moreau Barking Machine is something quite different from any other rossing device.

It has a capacity of from 2 to 3 cords per hour and only requires 6 H.P. to operate it, and it eliminates the time consuming and costly operation of boiling logs.

The Moreau Barker only diminishes the log 18 per cent. as compared with a loss of 25 per cent. to 30 per cent. by other barkers.

The Moreau is an Automatic Barker and its working efficiency is not dependent upon the operator. This feature is particularly advantageous when the logs to be barked are crooked.

Used in conjunction with a pulp wood plant the Moreau Barking Machine will show surprising results. A valuable feature of this outfit is that it is readily portable to any point in the woods—at the railway siding or wherever shipping facilities are offered. Its own weight is sufficient to hold it in place when in operation.

***Write us for literature and prices***

# The Moreau Barking Machine

## Company, Limited

## St. Hyacinthe, Que.

**Address all communications to C. Manseau, Sales Manager, Drummondville, Que.**

# Machinery and Timber For Sale

The undersigned offer for sale, in large or small blocks all their remaining timber lands, mills and town property situated in the Town of Parry Sound, Ont.; and other Lumber Equipment, including boom chains, plows, sleighs, etc.

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Shawanaga, Burpee, McConkey, Mills, Allen, Secord, Falconbridge and Street.

Special bargains in the townships of Burpee, Falconbridge and Street for small mills.

**We have the following Sawmill Machinery for sale:**

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 3-block right hand steam feed carriage fitted with steam set works, made by Wm. Hamilton, Peterboro, with 10-in. steam feed cylinder.

1 Double cylinder steam nigger, right hand.

1 Log Loader for right hand mill.

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 10 in. Double-cylinder steam feed carriage, left hand, for cutting 24-ft. logs.

1 left-hand steam nigger.

1 Log-loader.

1 Endless chain jack ladder with two kickers complete for right and left hand mills.

2 Roger Gang Edgers for 8-in. cants and lumber.

1 Waterous double edger, 6 saws.

2 2-saw trimmers.

1 20-ft. Slash table.

1 16-ft. Revolving Slash Table.

1 Horizontal Slab Resaw with 5-ft. wheels, made by Diamond Iron Works.

1 70-ft. Transfer Chain for sorting lumber, with necessary levers, rolls and transfer chains to complete outfit.

1 Lath Mill with bolter.

2 Lath Trimming Saws.

## FILING ROOM

1 Automatic Filing Machine for 12-in. D.C. band saws.

1 Automatic Grinding Machine for 8-in. S.C. band saws.

1 Automatic Machine for circular saws.

1 Hand Machine for cut-off saws.

1 Lap Grinder.

1 Set Band Saw Rollers and levelling blocks, with necessary swedges, a number of second-hand band, gang, edger and slash table saws.

## POWER PLANT

2 Double Duplex, high pressure Water Pumps.

5 60-in. x 16-ft. Return Tubular Boilers, allowed 125 lbs. steam.

2 125 h.p. Water Wheels.

1 Upright Engine for sawdust conveyor.

1 10 h.p. Engine.

1 Mitts & Merrell Hog.

1 Wood Machine for 22-in. wood.

1 Wood Machine for 16-in. wood.

1 Edger for ripping dry lumber, installed.

1 Edger for ripping dry lumber, not installed.

1 30 h.p. Generator, 250 volt.

1 30 light arc generator.

There is also a large quantity of shafting, pulleys, hangers, belting, tram cars and turn-tables, particulars of which may be had on application.

Also, contents of machine shop, containing Planer, Drill, Lathe and Machinery, with tools necessary for repair work.

All of the above open for inspection at Parry Sound.

The **Parry Sound Lumber Co.** Limited

**26 Ernest Avenue, TORONTO, CANADA**

**Gumming Seven Twenty-Four Foot Saws a Day and the Wheel Has Not Glazed or Burned After Seven Months Use**

# Aloxite Saw Gumming Wheels

Are making such records as this—giving such real saw-gumming results. They cut fast, and clean—hold their shape—show long life, and they cut cool without case-hardening the saw.

*Let a Trial Wheel show you.*

**THE CARBORUNDUM COMPANY**

**PLANTS:**

**Niagara Falls, N. Y. Manchester, Eng.**
**Reisholz Düsseldorf, Ger.**

**STORES:**

**New York Chicago Boston Cleveland**
**Philadelphia Cincinnati Milwaukee**
**Grand Rapids**

# "That, in my Opinion, is the Resaw for our Work.

# "Of Course it's up to You What Machine We Buy. But my Advice is, Install This New Berlin."

LIKE many other Lumbermen you may be considering the installation of a band resaw as the most economic method of increasing your capacity. Your investigation, then should extend to the new Berlin vertical resaws; for during the past eighteen months these machines have proven themselves to be the most generally efficient saw mill resawing units in use both in Canada and the U. S. They are worthy of your confidence.

The one type of machine is built right and left hand with 64-inch, 6-foot, 7-foot and 8-foot wheels. Whatever your requirements may be you will surely find a resaw in our new line capable of giving the increase in capacity you desire.

One of the strongest arguments we can offer for the new Berlin resaws is that they meet with the full approval of practical men. They stand the most searching investigation and endure on their actual merit.

They are practical in design, and their stable, rugged construction enables them to stand up to consistant hard saw mill service. They feed fast, cut true, and give very little trouble. That's why users recommend them.

We want to place descriptive circulars covering these new resaws in your hands and have you go over the merits of the machine with your practical man. You should have one of these circulars in your file, even if you don't intend to install additional resaw equipment for some time.

***Don't lay aside this paper until you have mailed us a request for a "Heavy Duty" resaw booklet.***

## BERLIN MACHINE WORKS, Ltd.

**Hamilton, Ont.** **Beloit, Wis., U.S.A.**

# SIMONDS Inserted Point CUT-OFF SAWS

Here is a picture of a full size section of the Single Tooth Pattern Cut-Off Saw. The teeth and the saw plate are both carefully machine milled to form close fitting joints, which do not require rivets—the only successful Inserted Tooth Cut-Off Saw possessing this feature. The teeth are set for clearance and may be filed and set for local cutting conditions.

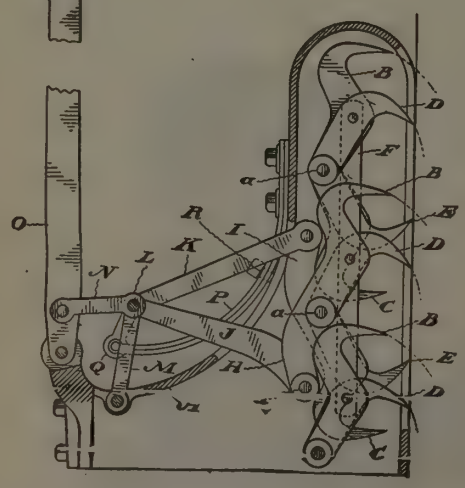
***Write for prices.***

**Simonds Canada Saw Co.**
Limited

Montreal, Que.
Vancouver, B.C. St. John, N.B.

# A Boon to Lumbermen
# Payette's Famous Patent Mill Dogs
## 650 Sets already sold

*Fig. 1.*



BECAUSE

(1) They will dog with perfect ease and safety in any class of timber.
(2) Will dog just as easily, frozen maple or hardwoods of any description.
(3) Will dog the last board, just as easily as they dogged the first one.
(4) They do not tear the board or stock.
(5) Many other reasons, too numerous to mention here.

Write us for full particulars and booklet on same.

We also manufacture the following High-Grade Saw-Mill Machinery;—New Modern Saw-Mill Carriages, with either three or two head blocks; P. Payette's New Patent Saw-Mill Dog, for use in either winter or summer. P. Payette's Grip-Set Works; Steam Feed Valves, Steam Lifter and Loaders, Valves. Five different classes and styles of Edgers, for either light or heavy duty. Combined Gang-Circulars and Edgers, or Independent Gang Circulars.

Steam-Canters, Steam Lifters and Loaders, and a general line of saw-mill machinery. Detachable Chain-Sprockets, Castings of Gray-Iron, Semi-Cast Steel, and brass castings for general use.

Descriptive Booklet and prices mailed free upon request.

# P. Payette & Company
**Engineers and Machinists**
**Penetanguishene, Ontario**

# Canada Lumberman & Wood Worker

Issued on the 1st and 15th of every month by

**HUGH C. MACLEAN, LIMITED, Publishers**

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"The Canada Lumberman and Woodworker" is published in the interest of, and reaches regularly, persons engaged in the lumber, woodworking and allied industries in every part of Canada. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

Authorized by the Postmaster General for Canada, for transmission as second class matter.

Entered as second class matter July 18th, 1914, at the Postoffice at Buffalo, N.Y., under the Act of Congress of March 3, 1879.

Vol. 35 Toronto, March 15, 1915 No. 6


# Are We Approaching Good Times?

The financial situation of the farmer on the prairie provinces of Canada has probably more to do with the welfare of the whole Dominion of Canada than any other economic or industrial feature, excepting, of course, the abnormal factors brought into play by the existence of the war; and even in the face of war conditions, it is the opinion of many well-informed Canadians that the farmers of the prairies, if they secure a good harvest this year will be in a position to set the wheels of Canadian commerce and industry in motion so effectively as to counteract the ill-effect of the war and make Canada prosperous.

That this is not an unreasonable idea is indicated by the present situation and the outlook for the year 1915 as seen by a well-known lumber manufacturer of western Canada, who recently visited Toronto and expressed his views in detail upon this subject. Taking figures which had been given to him by a prominent western banker this lumberman quoted the banker as saying that the farmers of the prairies would receive between $350,000,000 and $400,000,000 for their crops this year. This estimate is based upon reports which the bank has received from many quarters to the effect that the acreage of grain sown this year will show an increase of about 20 per cent. At the time the estimate was made wheat was selling at $1.50 per bushel, a price which, taken in connection with the reports received for other grains and animal products will yield the amounts mentioned above.

Whatever the actual results may be in dollars and cents, there is no gainsaying the fact that, with a high price for their wheat, the farmers of the west this year will be in possession of a vast amount of money, so long as the country is not visited by a crop failure, an event which no agricultural experts are expecting. Everyone is more or less familiar with the manner in which the prosperity of the Canadian farmer affects the financial and industrial situation of the whole country. Under present conditions, however, the influence of such a situation will be more direct and definite than under ordinary conditions, for the whole country has been marking time industrially ever since the collapse of the real estate boom which was founded largely upon the agricultural prospects of the prairie country and the enormous immigration which it encouraged. These prospects were discounted far into the future and we have grown accustomed during the last few months to hearing the opinion expressed that it will be a long time before the west will catch up to itself and be in a position once more to encourage industry throughout the rest of Canada to any great extent. If conditions had continued as they were and there had been no war, it is more than likely that this would have been the case and that we would have had to pay for many years to come for the temerity with which many Canadians sent their money travelling into the future. But the war has changed all our calculations in this connection and there are now a large number of people who believe that as soon as the war is over there will come to Canada once more a great flood of immigration which will be a strong factor in placing the country again in a good position for prosperity and growth.

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There are other factors closely connected with the existence of the war which are creating a new state of affairs in Canada and which will bring about prosperity long before we could have hoped for it under normal conditions. The vast amounts of money which have already been expended in Canada in the purchase of supplies of many kinds for military purposes afford probably the most important factor which has yet developed in connection with the return of industrial activity, which is beginning to be seen. In the west we had only commenced to see the withering effects upon the lumbering industry of the recent extravagance of our people. Many of the greatest lumber producing companies in Canada had been driven into positions of financial embarrassment. A few months ago we were hearing of these troubles every day and we were wondering where the end would be.

During the last few weeks the news reports have been of another color and have told of such large orders for timber for military purposes and for railroad construction both in Europe and America that large manufacturing companies in British Columbia and the Western States are starting up again and expecting with confidence that the orders already out are the forerunners of many others which will keep the saws busy for many months to come. In Eastern Canada the war has already created activity and prosperity such as lumber manufacturers have seldom known before. Moreover, these war orders are not handicapped by the high price of freight transportation. When one of the governments at war purchases timber or other supplies, it needs it as soon as it can be shipped, and as the Allies control the ocean shipping situation today they can provide the vessels for transportation. These orders, therefore, all mean great and unwonted activity in Canada and the circulation of great sums of money which cannot result otherwise than in widespread general and individual benefit.

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When one has considered all these circumstances and has rejoiced at the benefits which Canada will reap from the unfortunate existence of the war, there is still another factor to be considered, namely, that Canada is one of the few countries which is able to take advantage of the demand created by the war. Our resources are large, our raw materials and manufactured articles are in many instances of great value to the allies. We are so far removed from the seat of war that we can develop our manufacturing without interference. We have ready access to the great money markets of England and the United States, so that we are not handicapped in producing the articles needed. We are, in fact, in an ideal situation not only for supplying the actual requirements of the fighting armies of the Allies, but for filling the deficiency in the production of European countries which have been devastated of their manufacturing plants, their workmen, their farm laborers and their fertile fields. In the matter of farm products alone, it is estimated that the deficiency in the grain production of Europe for 1914 as compared with 1913 was about 357,888,000 bushels. Germany, Austria, Belgium, France and Russia will not be able to make up the deficiency until after the war. The war presents to the farmers of Canada, therefore, a unique opportunity of help in the return of prosperity to the people of Canada and to do their share in

feeding the armies of the Allies. We believe, from the reports which have been received, that the farmers are awake to this situation and have already made preparations which will result in a greatly increased yield for 1915.

There is no way of estimating what will be the value of a bushel of wheat when it is harvested. The price fluctuates so greatly from time to time that prediction would be foolish, yet the farmer of the west is already expecting that his crop this year will bring him $1.50 per bushel. A recent estimate placed the 1915 crop at 195,520,812 bushels of wheat. This at $1.50 per bushel would yield $293,281,218 which is a great increase in wealth for the farmer of the west when considered alongside of the figures for 1914, which were 139,090,000 bushels, at an average price of 54c., making the total value $74,602,-614. Other cereals are estimated for 1914 at a total value of $88,206,-758, making the total receipts of the prairie farmers $381,487,976. This is believed by men who are conservative in their views to be the lowest possible estimate of the amount of money that will come into the hands of the western farmers this year.

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It must be remembered that the activity of the British Columbia lumber manufacturers which has recently commenced to show itself on account of the large military and railroad purchases, and the activities of the eastern lumbermen on account of the demand for spruce and pine in England to take the place of stocks which cannot be secured at present from northern Europe, are based entirely upon a demand which has nothing whatever to do with the Canadian farmer. This demand is likely to continue at least during the war, and probably even thereafter, for, the minute the demand for military uses ceases there will be an even greater demand for building up the countries which have been devastated by the war, and the railroad companies will experience at once an acceleration of their freight business, such as they have seldom experienced in the past. The demand from Europe, therefore, will continue, and when on top of it there comes the demand of the prairie farmer and the general Canadian farmer, as a result of the money which he receives for this year's crop, it will be a remarkable thing if the lumber industry does not become the most prosperous industry in Canada.

In all this discussion of the situation no mention has been made of Ontario; but Ontario is in that happy position in which it cannot fail to be one of the greatest beneficiaries from the general prosperity of the country. It will ship lumber to the middle west. It will ship agricultural implements. It will ship furniture, stoves, building materials of many kinds, and in fact manufactured articles of every description. It will immediately feel the benefit of the circulation of money which becomes effective in the near future.

While the "Canada Lumberman" is always on the watch for a reasonable opportunity to tell its readers of the brighter side of the industrial picture, all that has been said above is not of its own conception. These views, while they are held by us, are really the views of men in the lumber industry in all parts of Canada which we have heard expressed from time to time during the last two months, and especially during the last few weeks, and while at first they were mentioned with some hesitation they are today expressed freely on all sides, so that we have become convinced of their truth.

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# Careless Credit and Its Consequences—A Call for Reform

"I see that you have been publishing a good deal of material about credits and collections in the Canada Lumberman recently," said a prominent Toronto retail lumberman a day or two ago in conservation with the editor. "That is the one question above all others that stands out as one of practical importance to the trade and unless the trade takes to heart the advice which you have been publishing and does something of a radical nature pretty soon, many retailers, and wholesalers, too, let me tell you, will be in greater trouble than they have ever been in before. I do not mean that business is any worse today than it is usually at this time of the year, but I do mean that, with business in its present condition there cannot be any more indiscriminate granting of credit without trouble." The retailer who made the above remarks is a man whose opinion is respected by everyone in the trade and one who never talks in such a manner unless the occasion calls for it strongly. Discussing the matter in detail he stated his views along the following lines.

Get down to the bottom of the trouble and you will find in a great many cases that the origin is with the speculative builder, a man who is said to be taking a chance, but who in reality is taking a very one-sided chance, for, if the speculative building business is successful he makes money, if it is not successful he has little or nothing to lose, and men who give him credit for lumber and other building materials are the ones who suffer. The speculative builder, however, is only a single factor in the situation, and could not be such a dangerous factor if he were properly held in check. The greatest cause of trouble is the retailer who fails to conduct his business in a businesslike manner. He generally employs a canvasser to hunt up business, at a salary of $1,000 or $1,500 a year, a man whose work is to call on the contractors, architects, and men who intend to build, and try to get their business. He is paid a salary and he has nothing to do but get orders. He goes to extremes in order to earn his salary. He takes any business that offers. The speculative builder finds him nicely suited to his case because he will sell him lumber at the lowest possible price and will deliver it without question as to payment. The retailer's canvasser, when he gets an order, is likely in almost every case to represent the new customer to his employer as deserving of all the credit requested. The result is that when business comes to a standstill, the retailers find themselves loaded with many dead accounts. This canvasser or solicitor, or whatever he may be called, is a menace to the trade. The retailers in a city like Toronto must stop this way of doing business or the trouble will never cease. They ought to talk the matter over between themselves and they can easily remedy matters. It is only a question of resolving to be more careful about credits and not to be so greedy about orders, and then living up to the resolution.

The same thing applies as between the wholesaler and a far too large number of retailers. The same foolish way of doing business prevails there also. There are three classes of retailers. There is the man who takes his two per cent. 30 days. There is the man who takes his three months, and there is the man who does not pay at all, or only pays a small amount when he is driven to it. This latter class, as a rule, will renew their notes time and again, paying only about 10 per cent. when they are pressed very hard; and the estimate of the retailer whose views are expressed above is, that the men who pay only when forced to do so constitute a full fifty per cent. of this class of trade, if not more. Among the wholesalers, there have been too many who encourage this class of retail customers. Recently they have been "stung" in several instances and have learned a lesson which will prevent some of them from ever making the same mistake again. The wholesalers should talk over this question with one another. There is no other way of eliminating the evil. They should decide to give no more credit to this class of retailer. The stocks which such a retailer carries must be thrown on the market when he fails. So long as such a man is doing business he is cutting prices under the other retailers who conduct their affairs on a reasonable basis, and when he fails his stocks are thrown upon the market at bargain prices and the consumers are the only ones who benefit. There is nothing in it for the trade no matter what the results may be but loss of business and a great deal of trouble.

The retailer who is referred to above is a member of the Lumbermen's Section of the Toronto Board of Trade which has just been formed, and he urged that this matter should be taken up at the next meeting of the Section. If this is done, there is a likelihood that the retailers and the wholesalers will thrash out the problems and be able to devise a plan for solving them. The matter is not a difficult one. It is only a question of making the resolution to conduct business in a businesslike manner and then living up to the resolution. Everyone will be better off. The trade will make a better profit on the

business which it does. There will be far less price cutting, and competition will be on a reasonable basis. No one will be injured except the man who wants to do business on other peoples' money, giving the owner of the money all the risk and taking for himself all the profit if any is made. These difficulties are common to every part of Canada and if the trade in Toronto are fortunate enough to be able to bring into effect a practical improvement in the situation their example will unquestionably be followed in other localities.

# The Railway Freight Case—An Unreasonable Request

In connection with the cost of transporting lumber, no question has ever come before the industry which is of greater importance than the application of the railway companies to the Dominion Board of Railway Commissioners for permission to increase their freight rates on all eastern lines. A report of the first hearing of this application by the Board is published elsewhere in this issue. Members of the lumber trade and industry should study this report minutely. The Board will hold further hearings at Montreal and Toronto and it is to be hoped that the case as already presented by the lumbermen at Ottawa will be further endorsed by strong protests at these hearings. At Toronto, the hearing will probably be held early in April. The Toronto trade, and in fact the whole trade of Ontario, should see to it that their views are presented before the Board.

In the broadest aspect of the case there is no question whatever that the present is a most inopportune time for proposing any such increase for moving freight. Even if we should admit that the railway companies are making less profit from their freight business now than formerly, and that they have reason for wanting higher rates, the present is no time for putting such rates into effect. The immediate and chief result would be a diminution in the amount of traffic, which would leave the railway companies no better off than they were before. Industrial conditions in Canada today are such that they will quickly respond to any such treatment by reducing the volume of business done. Moreover, the railway companies, if they are making smaller profits than usual, are no exception to the general line of business in Canada and they should be content, for the time being at least, to govern themselves in accordance with the examples which other lines of business have established. One has only to read a daily newspaper to discover that other lines of business are seeking to encourage trade in exactly the opposite manner to the railway companies, namely, by lowering their prices all along the line. We believe that the railway companies at present could do themselves more good in the same way than they could by increasing their freight charges.

Competition for business today is exceptionally keen. The volume of business is reduced. The situation is one which is governed more than anything else by a universal desire on the part of the consumer to reduce his expenditure. You cannot make business or increase profits at will today by increasing prices for your commodity or your service. You will either reduce the volume of business still further, or encourage the trade of competitors. With all the railway companies seeking permission to make a uniform advance in their freight rates there is no question of encouraging a competitor's trade. The result, therefore, must be that if freight rates are increased the volume of business will be diminished, in addition to placing upon the trade that remains a further burden which it will find great difficulty in shouldering under present trade conditions.

Leaving aside entirely all consideration of the statistics connected with the case, because we believe that they are not sufficiently strong to justify the railroads' request, the present is a most illogical moment for the railways to seek such an increase. It happens that their desire for this increase is based upon the permission recently given to the railways of the Eastern States to make a 5 per cent. increase in their freight charges, a concession to the railways which was made in reply to a request presented more than a year ago, before there was any fear of war, or of the great economic disturbances which the world has undergone since that time. The increase was granted after the war had been declared, it is true, but the facts upon which it was based were presented before the war and the whole question and its solution had to do with conditions entirely outside of any consideration of those conditions which have developed since the war began. For this reason the example of the United States is not one which justifies the Canadian railroads in seeking a similar privilege. Possibly, if the war had not occurred and there had been improvement in trade conditions in Canada, an increase in freight rates would have seemed reasonable; but under present conditions an increase would not only be unreasonable, but would be shifting on to the manufacturing interests of the country a burden which the railway companies, already large beneficiaries by the generosity of the people of Canada, should, if they wish to be considered as taking their share of the present national burdens, in all justice to the public of Canada, be content to carry for themselves.

# Editorial Short Lengths for Busy Readers

A report from Louisville, Ky., states that hardwood manufacturers are very much perturbed over the 7½ per cent. tax on lumber which has gone into effect in Canada. It had been known for some time that the Canadian Government would impose a war tax on lumber imports, but apparently few concerns prepared for it, though some large hardwood men have a few hundred thousand feet of stock on the other side of the border. The imposition of the tax will result, it is declared, in the consumer in Canada having to pay that much more for his stock, as the manufacturer in the United States would, of course, not be willing to shrink his prices to that extent. The tax is placed on the shipping price of the lumber, freight off.

That ocean freight rates on Canadian lumber were now so high as to interfere very seriously with the export trade to Great Britain was the statement made in Parliament recently by Hon. Dr. Pugsley, former Minister of Public Works, during a discussion of the question. Dr. Pugsley asked Sir George Foster, Minister of Trade and Commerce, whether any steps had been taken to regulate ocean freights in respect to Government subsidized mail steamers during the last six months. "It appears," he stated, "that the rate on lumber shipped to the United Kingdom, which a year or two ago was 36s per standard of lumber, today is 100s. That, of course, interferes very seriously with the export of lumber to the United Kingdom. I think lumber freights have been subjected, in fact, to an increase of about 150 per cent." The Minister of Trade and Commerce stated in reply that on account of the commandeering of so many vessels by the British Admiralty there had been a great scarcity of tonnage and ocean freight rates had gone up in all parts of the world. The last five months had been a very stormy time in which to regulate freight rates and he had not endeavored to do much in that direction.

The Interstate Commerce Commission of the United States has dismissed the complaint of the International Paper Company against the rates on pulpwood from points in the Dominion of Canada to points in New York effective on the Grand Trunk, Canadian Pacific and Intercolonial Railways and other roads engaging in this traffic. The Commission held that the extent of its jurisdiction over the joint rates involved would be to require the United States carriers to desist from concurring in any such rates, thus leaving the traffic to move on combination rates to and from the border points. The rates in question were previously found reasonable by the Dominion Board of Railway Commissioners and this decision was held to be material in deciding the complaint.

# Lumbermen Oppose Freight Advances

## Present Strong Arguments Against Application by Railroads for Permission to Increase Their Charges on Eastern Canada Traffic

Ottawa, March 4 (Special to the Canada Lumberman): When the application of the railways for an increase in their freight rates on all eastern lines came before the Railway Commission this week a protest was made in behalf of the lumbermen by Mr Frank Hawkins, secretary of the Canadian Lumbermen's Association and Mr. Arthur H. Campbell, President of the Montreal Lumbermen's Association. The protest from the pulp and paper makers came from Mr. Arthur D. Huff, traffic manager for the Laurentide Pulp and Paper Company, who appeared for the Canadian Pulp and Paper Association. After hearing evidence for two days here, the Board decided to hold sittings in Montreal and Toronto, and perhaps other cities, before attempting to give a decision in the case.

Mr. J. F. Orde, K.C., Ottawa, was present and informed the board that he had been appointed by the Dominion Government to hold a watching brief in the interests of the general public. He said that the Government was not going to stand idly by and see the railways boost their rates without a protest. It seemed strange, he said, that the railways should come along at this critical time with the application. If the railways are suffering by a falling off in revenue they are merely suffering as everyone else is at the present time, and they should bear their share of the burden and not try to shoulder it on the public.

Figures showing the extent of the increase in operating expenses and the falling off in revenue covering a period from 1909 to 1914, both years inclusive were put in by Mr. Howard Kelly, first Vice-President of the Grand Trunk, and Mr. E. W. Beatty, Vice-President and General Counsel for the C. P. R. Mr. J. E. Walsh, tariff expert for the Canadian Manufacturers' Association, registered an objection to the application, but he said that the manufacturers desired to be reasonable and fair. Those in Ontario are this year facing an added burden in taxation of over $3,000,000, of which amount $2,500,000 is the result of the new Workmen's Compensation Act and the increased duty of 10 cents per ton on bituminous coal means another $500.000. Added to this $3,000.000 will be the new Provincial tax of one mill on all business men. Mr. Thomas Marshall, Toronto Board of Trade; Mr. W. E. Tilston, Montreal Board of Trade, and Mr. W. E. Bremner, Ottawa Board of Trade, protested against the proposed increase.

### The Lumbermen's Reasons For Objecting

Mr. Frank Hawkins, made the following statement to the Commission; explaining that it outlined the attitude of the Canadian Lumbermen's Association in respect to the application.

"The minimum increase of ½c. per 100 lbs. asked for by the railroads may, in itself, seem small, but applied to the lumber tonnage originating in Canada of 8,391,000 tons will mean approximately an increased revenue to the railroads of $840,000 annually. These tonnage figures are taken from the Government blue book for the year ending June 30th, 1913.

"The railways' argument has been deficiency in operating expenses and gross revenue. Is it not a fact that increases in operating expenses are somewhat due to the duplication of routes such as the parallelling of the Grand Trunk line Toronto and east by the Canadian Pacific and Canadian Northern without any new territory being opened up and without any corresponding benefit to the public.

"Regarding sub-section D, paragraph 3 of the railroads' application; why should the revenue of the railroads east of Fort William be separated from their gross revenue? In other words is it fair, for instance, for the Canadian Pacific to separate a portion of their system as an argument for increases in rates and at the same time be one of the few corporations in Canada able to continue paying 10 per cent. dividends.

"The rates of freight on lumber by order of the Board 10.528 dated April 19th, 1910, were increased, since which time rates from this territory to Montreal were again increased from 12 to 20 per cent. and in addition thereto, the carload minimum on commodity tariffs covering lumber has been increased from an average of 30,000 lbs. to 34.000 or 13 per cent. by mutual consent. Very considerable increases in revenue to the railroads must have resulted therefrom. It is now proposed to abolish the summer rates from Ottawa Valley to Montreal and continue the winter rates the year round. This, with a further proposed increase of ½c. per 100 lbs. will make the domestic rate to Montreal from Ottawa 7½c. with an export rate of 6½c., other points in proportion, as against rates last summer of 6c. and 5c. respectively, meaning a flat increase of 1½c. in both cases; therefore from this territory to Montreal since the summer season of 1913 the increase will mean in lumber rates, 50 per cent.

"This matter seems to resolve itself into a question of revenue and cost of operation. The railroads in connection with all other enterprises in Canada have been confronted during the past year with a decreased revenue as compared with the prosperous years up to and including 1913. The conditions during the past year have been abnormal and should certainly not be urged as a reason for such increases in rates as those proposed. The earnings of the railroads jumped from $145,056,336 in 1909 ,to $256,702,703 in 1913, with operating expenses of $104,600,084 in 1909 and $182,011,690 in 1913; the relative percentage of operating expenses to earnings being 72.1 per cent. in 1909 and only 70.9 in 1913. From the Government blue book the percentage of operating expense to earnings in 1913 was exactly the same as the average for the previous 20 years i.e., 70.9, so that, with all the tremendous increases in wages and other costs entering into the calculation, the railroads as a result, no doubt owing to increased efficiency, were able to keep the percentage of operating expenses on an even keel in 1913.

The percentage of freight earnings to total earnings in 1909 was 65 per cent., as against 67 per cent in 1913, or an incerase of 2 per cent.

"Therefore, in conclusion, and bearing in mind that few lines of industry have been harder hit by existing conditions than the lumber trade, and the fact that we have paid several and severe increases in freight during the past few years, we are unalterably opposed to the proposed increases in rates on lumber, feeling that they are unwarranted and not justified."

### Strong Opposition From Montreal

Mr. Arthur Compbell, representing the Montreal Lumbermen's Association, said:

"Referring to the proposed advance of one-half cent per 100 lbs. on those lumber rates which are now 15c. or lower, as set forth in the application filed with you by the railway companies in connection with the proposed general increase in freight rates, we beg to make the following representations in opposition thereto:

"That lumber is a low grade commodity and should move at low rates, as it moves in large quantities—is loaded by the shipper and unloaded by the consignee—is shipped in both open and closed cars—is loaded to a high economic carload rate—does not require special or expedited movement—is not easily injured in transit and causes few damage claims.

"That as recently as April, 1910, the Railway Commission granted a very substantial increase in the domestic lumber rates (see Order 10528).

"That the building trade and other industries which use lumber most extensively are, for the time being, suffering from want of business and consequent curtailment of revenue, and any such advance as is proposed by the railways would, while helping the transportation interests, bear very heavily on all other interests concerned and tend to reduce rather than stimulate business.

"That while during the past few years the tendency of prices on all the supplies required by the railways in their operation and on most of the goods carried by the railroads has been steadily upward, furnishing an argument on behalf of the railroads in favor of increases in their freight rates, that condition has entirely changed and the general tendency, both on goods which the railway companies are required to purchase, and on the goods they carry, is now towards lower levels, and further, it is more than probable that the railways will be successful in their efforts to reduce considerably the wage scales under which a large number of their employees are now working.

"That for the foregoing reasons and many others which could be adduced, this Association begs to oppose most strongly any advance in the freight rates on lumber at this time, which we believe to be most inopportune in view of the already unsatisfactory state of the lumber trade."

At the same sitting the Board heard arguments from the railway representatives in favor of the putting into effect of the five per cent. advance in freight rates on International traffic, the result of the permission recently granted to United States railways to increase their rates on all lines east of the Mississippi, by the Interstate Commerce Commission. Judgment was reserved in this case.

The case for the railways in this case was explained by Mr. C. C. McCain, chairman of the Trunk Line Association of New York. Briefly it was that if the five per cent. was not applied to international traffic it would disrupt the relations between Canadian and United States lines.

Mr. Huff said that the five per cent. increase means an extra expense of nearly $15,000 per year to the Interstate Pulp and Paper Company, and if the Canadian railways were allowed to put the increase in domestic rates they are asking for into effect, it would

mean an added cost of $20,000 yearly. Mr. E. R. Bremner, of Watson and Todd, said the new rates, if allowed would mean an additional expenditure of $10,000 to his firm.

Further hearings upon this subject will be held by the Board at Montreal and Toronto. The Toronto hearing will take place, it is expected, early in April. Steps are being taken by the lumber interests to lay before the Board at Toronto a further presentation of the point of view of the lumberman. This presentation of evidence and argument ought to be made as strong as possible, as the situation is a critical one. The Canadian Manufacturers' Association, through their traffic department, are arranging to present the matter to the Board, and the lumbermen will co-operate with them.

# Export Opportunities Neglected

## Montreal Chambre de Commerce Surprised at Failure of Lumbermen to go After Transatlantic Prospects

Montreal, March 4th (Special to the Canada Lumberman): The Committee on woods and forests of the Montreal Chambre de Commerce—consisting of Messrs. F. Pauze, president of the Chambre; Leon Gagne, president of the committee, and R. Bedard, secretary—submitted a report at the meeting of the Chambre on March 3. In discussing the general situation as to the inquiry for Canadian woods, the report states that the Committee cannot but express surprise at the statement so generally made that the lumber and wood trade is actually declining, in view of the fact that enquiries are received every week, both by the Chambre and by the Minister of Trade and Commerce, at Ottawa, for Canadian wood in different forms. A short review of the various enquiries will give an idea of their extent.

The Society of Railroads of Greece, Athens, have made a request for 100,000 railroad ties; and although a dozen Montreal lumber merchants were notified of the opportunity to do business, the committee has not received a single reply from them. Some Edinburgh contractors, were asking for shingles. Mr. J. A. Maitrejearn, of La Varrene (Seine), was open to buy certain Canadian woods. A Paris lumber merchant, who annually imports a million francs' worth of lumber from Sweden, Russia, and Finland, states that he would be willing to purchase spruce. A Havana importer desires to purchase Canadian broom handles.

Those who regularly read the reports of the Department of Trade and Commerce are well aware that hardly a week passes without one or several inquiries for Canadian wood by foreign buyers, these orders being generally for railway ties or props for mines. So great is the need for ties in France, that the Societe Anonyme des Etablissements Carrel Aine, Rouche et Compagnie, 55 Rue d'Amsterdam, Paris, intend soon to send a commission to inquire in Canada, and perhaps in the United States as well, concerning the capacity for production of railway ties. The members of this commission are buyers for the State railways of France.

The "Canada Lumberman" recently announced that from one to five million ties are required for shipment to French and Italian ports, to be inspected and paid for at loading points. Besides this, Sir William Schlich foresaw the possibility, if the war should last for another year or two, of the English coal mines being closed for lack of props. While England imported 240,000 tons of wood for this purpose in September last, the greater part of this came from the west of France. England, however, was preparing to get this timber in Canada henceforth. For the Welsh coal mines of only one district, according to a statement of Osbeck & Company, of Cardiff, the normal yearly importation of wood for props is as large as 1,750,000 tons, or sixty-six million pieces 6½ ft. to 9 ft. long, and with a diameter of from 4½ to 8 inches. One ton of this timber is sold at $4.80 f.o.b., even during war times.

In a letter to the editor of the "Canada Lumberman" it was also stated that England would require from Canada large quantities of common wood for the manufacture of boxes, and a report of the Minister of Commerce dated February 15, stated that every kind of wood would be required by Great Britain. The London Board of Trade had published a report of the means of replacing timber for mine props which, before the war, had been imported from Baltic ports. In 1913 the chief sources of this supply had been Russia, France, Sweden, Portugal, Spain and Germany. This did not include the seven or eight hundred thousand tons of English wood used. and the total yearly consumption would thus be brought to 4,500,000 tons.

An English commission composed of the representatives of the Board of Trade, the Timber Trade Federation and the Mining Association, which recently visited this country, had established that Canadian lumber might be placed on the English markets at prices that could not be considered unreasonable.

While there is a strong foreign demand, our own country also consumes an enormous quantity of wood. In the year 1911 alone, Canada bought 13,683,770 railway ties, and it was estimated that ten millions would have to be replaced every year on lines in operation. In this manner there was a constant demand and one which could only go on increasing, with all other wooden articles, in a country being developed. It is noted, on the other hand, that in 1913 Canada imported wooden handles to the value of $71,214, fence posts and ties worth $1,856.711, blocks and unmanufactured wood, $1,001,717; shingles, $277,551, and firewood, $149,677. The committee is not ignorant that there are difficulties to be surmounted in the matter of transportation, but is ready to make an effort to remove these as soon as those interested have made known the exact nature of the difficulties they are faced with. To sum up, the demand is abundant and it seems that the supply is rather lacking. What will be the answer of the Canadian lumber merchants to the French Commission when it arrives in this country?

## Minister to Regulate River Disputes

A bill of considerable importance to the lumber manufacturing industry in Ontario has been introduced in the Provincial Legislature by the Minister of Lands, Forests and Mines. Briefly the bill gives the Lt.-Governor-in-Council power to declare by proclamation that any river, stream or creek to which the Rivers and Streams Act is applicable shall be under the jurisdiction of the Minister of Lands, Forests and Mines and that the Minister shall have power to determine, upon application to him by any parties concerned, questions arising in relation to such river, as to the right to construct or use improvements thereon; the respective rights of persons using the river for the purpose of floating timber thereon; and the right to interfere with, alter or obstruct in any manner the flow of the water in such river. The decision of the Minister is to be final. The bill also states that no person shall construct a dam, weir or other structure or work upon any river except with the permission of the Minister of Lands, Forests and Mines, and under such conditions as he may impose. The Minister is given power, if he deems it expedient, to have an inspection made of the rivers and to name an engineer for making the inspection. The Lt.-Governor-in-Council upon the recommendation of the Minister is empowered by the bill to make such regulations for the use and management of the work as he may deem proper. The Minister is given power to appoint an inspector to visit such river, or other rivers upon which improvements have heretofore been constructed, in regard to which it is deemed expedient in the public interest that the use of the water should be regulated so that all persons entitled to use it for lumbering, power or other purposes shall be given a reasonable and fair opportunity to do so.

Where any conflict or dispute arises between persons having the right to use the river or any works or any improvement thereon for lumbering, power or other purposes, the Minister may cause an inspection to be made and, upon receipt of the inspector's report, may appoint an officer to be in charge of the river or improvement or other works who shall have power to regulate the use of the river or any works or improvements thereon in such a manner as shall seem to him best calculated to afford the persons having diverse interests on the river or in the works or improvements a fair and reasonable use of the waters of the river.

Where it appears to the Minister that works or improvements on any river are in a state of disrepair he may, in writing, order the owner or occupier of such work or improvements to put them in proper condition for use and if the person named neglects or refuses to make the alterations or repairs the Minister may cause them to be made at the expense of the person named.

The main effect of this bill will be to simplify the matter of settling disputes between parties having diverse interests, such as lumber manufacturers and companies developing power who formerly were obliged to have recourse to expensive legal proceedings. When the bill is enacted they will be able to bring their disputes before the Minister and have them more expeditiously settled.

## United States Lumber Statistics

The National Lumber Manufacturers' Association in its report for January, 1915, gives general statistics compiled from information furnished by affiliated associations and non-member mills. Among the associations reporting are the Georgia-Florida Saw Mill Association (Inc.), the North Carolina Pine Association, the Northern Pine Manufacturers' Association, the Southern Cypress Manufacturers' Association, the West Coast Lumber Manufacturers' Association, the Western Pine Manufacturers' Association, the Hardwood Manufacturers' Association of the United States, the Michigan Hardwood Manufacturers' Association and the Northern Hemlock & Hardwood Manufacturers' Association. The report shows that the total cut from February 1st, 1914, to February 1st, 1915, was 11,072,600,000 feet, and the total shipments were 10,526,100,000 feet. The actual excess of the cut over shipments was 975,300,000 feet. The cut of January, 1915, was 79,400,000 feet less than the cut of January, 1914. The excess of shipments over cut during January, 1915, was 38,200,000 feet, and the excess of shipments over cut during January, 1914 was 45,600,000 feet.

# The Reader's Viewpoint on Trade Topics

## Credits and Collections—How a Wholesaler Keeps Down His Bad Accounts—A Uniform System Needed

**Articles or letters to the Editor of the Canada Lumberman, dealing with trade conditions, or discussing questions of interest to manufacturers, wholesalers or retailers of lumber are always welcomed by our readers. Here are a few that have been received lately:—**

### A Uniform System of Discount Needed

Editor Canada Lumberman:

Our lumber is sold on the following terms, 2 per cent. 30 days or 90 days net. This, of course, is optional with the customer.

We very seldom give a customer a renewal in full, it all depends upon the circumstances. We always try and make them pay half if possible and we will then take a renewal for 30 days for the balance of 8 per cent. interest.

We really have no system regarding the collection of our accounts except that we keep a pretty god tab on each individual customer and if he is not paying up the way he should, we get after him and try and make him pay up. If he cannot pay up in full we try to get security for the account. Of course some of them object to giving you this but we have been fairly successful, during the last few months in getting all our accounts secured.

We think that it would be to all our advantage if we could get the lumbermen of Canada together and arrive at a uniform system of discount and interest rates.

The usual terms that a manufacturer gives to us wholesalers are 2 per cent., 30 days or net 90, but, there are some who only give 1½ per cent., 15 days or perhaps 1½ per cent., 30 days or 60 days net.

It is pretty hard for the retail trade to get away from the 2 per cent., 30 days or net 90, and we think that there should be one uniform discount.

The reason that we charge 8 per cent. interest on renewals is that we have to pay 7 per cent. to our bank and we figure that it costs us 1 per cent. to make these renewals although we would sooner not have them.

We think that it would be a pretty hard matter to get the wholesalers together to make a uniform rate of interest and discount. For instance, the other day, we ran across a case where one wholesaler gave a customer 2 per cent., 90 days and another one six months.

There would be a better chance of arranging a uniform rate when times are good. Under the present conditions there are some dealers who are very anxious to get rid of their stock and will sell at almost any terms to dispose of it. This makes it very hard for us to try to sell a customer who has had those terms offered him. It is either meet them, or turn the order down.

Now, in reference to a feasible plan for exchange of credit information among lumbermen we have often thought this matter over but cannot see whereby a plan can be worked out.

We have often thought it would be a good thing if we knew just what the different retailers' liabilities were. We mean by this what amount they owed different wholesalers. The only way that this could be got would be to open up an office and have a man put in charge who could advise the different wholesalers each month as to the amount that different customers owed these wholesalers and in order to do this we would have to send in a list of the amount each owed us each month. We do not think that the different wholesalers would agree to a plan of this kind as it would have a tendency to let us all know who our big customers were and we are afraid that a plan of this kind would not work out.—Wholesaler.

### Keeping Down Unpaid Accounts

Editor Canada Lumberman: Exeter, March 2.

As our business has been established for a number of years in this part of the country we know practically all our customers and can therefore guard against having too much credit, which we know will not be paid, on our books.

As a rule we render all our accounts every three months and at the end of the year all unpaid accounts are rendered with 7 per cent. added interest from the beginning of the year until paid. When we find a customer who will not pay, we render his account each month and keep adding interest until he pays. By collecting in this way, knowing our customers and keeping as much to the cash system as possible, we have not lost $20 in debts not collected during the past ten years. In the wholesale trade our terms are thirty days, but we always find out our contractor's financial standing through our bank before quoting him. When we do not want his custom we do not quote, or we quote too high so that he will not accept.—Ross-Taylor Company, Limited.

### Insists Strictly Upon Security

Editor Canada Lumberman:

Net 30 days are our terms, and drafts are drawn at the first of each month, no matter if the man lives right next door to us. Anyone who cannot attend to these drafts, has to put up security to us, or else buy their goods elsewhere. They can always find somebody who is willing to take them on, and in that way we have the cream of the business, and our losses have only been three in four years.—Lumberman.

### New Brunswick Logging Operations

Mr. A. E. Loosen, manager of the Bathurst Lumber Company's mills at Bathurst, N.B., reports that there has been plenty of snow recently on the North Shore to complete the lumber operations of the past winter. The Bathurst Lumber Company, he said, was taking out from 35,000,000 to 40,000,000 feet, as usual, and had been hauling out for some time, on two feet of snow. The two mills at Bathurst will run as usual this year and he expects that the large new pulp mill below Bathurst will commence operations this summer, possibly in July.

Although the North Shore lumbermen have not been handicapped by lack of snow those along the Coast of the Bay of Fundy have been less fortunate. The Pejepscot Pulp & Paper Company have 8 000,000 feet on the yards in St. John and King's Counties and prospects for getting it off are poor. In Albert and Westmoreland Counties it was feared, early in March, that a large quantity of logs would be hung up unless more snow arrived. On the Upper waters of the St. John it was reported that there was plenty of snow to carry the hauling operations through unless the break up came too early.

Reports from Doaktown state that there will not be any logs left in the woods by the operators on the Miramichi River, although at first it was feared that the recent rains, by interferring with hauling operations, would result in a considerable hold-up. The latest reports were to the effect that most of the lumbermen had completed their season's operations and that the others were expected to finish shortly.

McLaggan Brothers, of Nashwaak, who have been carrying on lumbering operations a few miles below Woodstock, were among the first crews to complete their winter's work. They had a contract to cut 1,000,000 feet of lumber for Frasers, Limited, and completed this work on February 24th. The lumber was put in Great Creek, ready to be taken to the company's mill in the spring.

The lumbering operations on the Nasshwaak River have not been hindered to any great extent by the recent heavy rains, according to Mr. E. B. Staples, manager at Marysville for the Partington Pulp & Paper Company. Mr. Staples stated that the Partington company's operations would amount to 16,000,000 feet on the Nashwaak this year.

### B. C. Shingles in U. S. Market

In an article discussing the sale of Canadian shingles in the United States, a Western United States lumber trade journal recently made the following interesting comment:—Naturally the tariff removal has had much to do with the increased use of the Canadian-made shingle in the United States, even in times of market depression, but another very strong factor is that British Columbia mills pay salesmen and commission men five cents a thousand for selling their shingles in American markets as against three cents a thousand paid for selling the American-made shingle. On a car containing two hundred thousand shingles this amounts to ten dollars commission from the Canadian manufacturer as compared with six dollars a car from the American shipper. There are more than twelve hundred salesmen and commission men selling shingles in the United States, and, under the circumstances, it is natural for these men of the road to sell the best revenue producing article. Under higher prices for raw material and higher wages, it is doubtful if the American shingle producer can afford to pay the commission offered by the Canadian. A tariff on the Canadian article might make the competition more equal, but, in any event, it is salesmanship rather than quality that is accounting for seeming popularity of the imported shingle.

A report from Everett, Wash., states that every lumber and shingle mill in the city and near-by towns is in operation and that the majority of the logging camps are resuming operations or preparing to do so.

## Toronto Lumbermen Form Board of Trade Section

The lumbermen of the city of Toronto held a meeting on Friday, March 5th, in the Board of Trade, at which the organization of a lumbermen's section of the Board of Trade was completed. A large number of lumbermen were present, representing all branches of the trade and industry in Toronto. Previous to the meeting, a luncheon was served.

Mr. J. L. Campbell, of Campbell & Johnson, Toronto, was chairman of the meeting and called upon the secretary to read a letter from the Board of Trade in regard to the application of the lumbermen for permission to form a section. This letter stated that the application of the lumbermen had been placed before the Council of the Board and the desired permission had been granted. The by-laws of the section as drawn up at a previous meeting of the lumbermen had also been approved.

On the motion of Mr. Wm. Lovering, seconded by Mr. W. J. MacBeth, it was then unanimously decided to form a Lumbermen's Section of the Board of Trade. It then became the business of those present to elect officers for the Section. On motion of Mr. MacBeth, seconded by Mr. Boake, Mr. J. L. Campbell was elected unanimously as chairman. The next office to fill was that of vice-chairman, for which a number of names were put in nomination. The election resulted in Mr. G. W. Boake being chosen on the first ballot. The other officers were elected unanimously as follows:—treasurer, J. B. Reid; secretary, H. Boultbee; executive committee, John Donogh, A. E. Clark, W. J. Hetherington, A. C. Manbert and James Lauder.

The only other matter of business to be attended to at the meeting was the consideration of the by-laws which had been passed at a previous meeting and had been sanctioned by the Board of Trade. The by-laws were taken up clause by clause and adopted with a few amendments. The first amendment related to membership. According to the draft by-law, the membership was to be composed of "manufacturers of lumber and dealers in lumber who are members in good standing of the Board of Trade, etc." This was amended to read as follows:—"manufacturers of lumber, and dealers in lumber or representatives of the foregoing, who are members in good standing of the Board of Trade, etc." The idea of this amendment is to widen the membership so as to make sure that lumber salesmen are eligible.

Another amendment was passed changing the time of the regular meetings, so that they are now to be held at 1.30 p.m., on the third Friday in each month excepting July and August. Previous to these meetings the members will hold a luncheon at 1 o'clock.

## Urges Co-Operation to Secure Wartime Orders

A prominent Vancouver business man is urging millmen, loggers and towboatmen and the representatives of labor to get together to see if more of the large war contracts for manufactured lumber cannot be "landed" for B C. manufacturing plants. "I happen to be in as close touch with conditions amongst Washington State mills as I am in British Columbia," he says, "and the way it looks to me is that all the interests involved on this side should try to join hands if they wish to get the big contracts that are now going around. Demands for hundreds of millions of feet will undoubtedly be filled on this coast within the next year or two and we should leave no stone unturned to get a good part of this business. Conditions regarding labor and prices to the men who own the timber are such, however, that unless we look very sharp about it the manufacturers on the other side are likely to underbid us. The point I wish to emphasize is that it would be far better for our manufacturers, loggers and labor people to do the work and supply the material just for the sake of keeping going and having the money circulated here than for us to calmly fold our hands and allow the United States mills to get away with everything. I know that Washington mills are putting in bids for some of these big orders at prices which are away down, at actual cost and in some cases lower. They are doing this just for the sake of realizing the cash. I think a great deal could be done here if the various interests involved would meet and get down to a basis where, even if there were no particular profit to anyone concerned, it would allow a price that would enable our manufacturing plants to reopen and several thousand more men would be given employment that would help conditions greatly during the present year. I know of one firm of towboatmen who will furnish lighters rent free and who will give their tugs for what it costs for fuel and wages for crews. That is a start and along this line we might be able to work up to a point where our mills could afford to underbid the plants on the United States side."

A report from St. John, N.B., states that Atlantic freight rates for deals have reached the unprecedented figure of 136 shillings per standard. At the outbreak of war the rate was fifty shillings and quickly jumped to eighty-five, then 100, then 115, and to-day 136 was offered for a steamer. The high rates have brought a large number of sailing vessels in the market and they now command 110 shillings.

## A Successful Lumberman's Business Policy

A Pioneer Lumberman

The accompanying photograph is an excellent picture of Mr. Beaver, a successful descendant of the Pioneer Lumberman of North America.

On being interviewed recently as to his view on the lumbering situation he said:

Our family still control very extensive tracts of virgin timber and, as we do not require financial assistance from the banks, we are retaining our skins, and our season's operations will be about normal.

To what do you attribute your success Mr. Beaver?

To the fact that **we never did more business than we could finance ourselves.** Being free both to work and manage our own business, instead of being worried to death by the banks about financial matters, and by expert advice and suggestions from bank boys as to how operations should be conducted, makes the difference.

We expect the demand in our line of business will increase as soon as the war is over.

## Pacific Lumber Inspection Report

The annual meeting of the Pacific Lumber Inspection Bureau was held recently at Seattle, Wash. Reports of the officers were presented. Two changes were made in the Board, one of which was the election of Mr. E. J. Palmer, Victoria Lumber Company, Chemainus, B.C., to fill the vacancy caused by the death of Mr. R. H. Alexander.

The secretary's report showed that the total inspections of water-borne and rail shipments for the year amounted to 1,300,301,169 feet b.m. of lumber, lath and pickets, a decrease of 139,398,439 feet as compared with the year previous. On the water-borne shipments the loss was 140,746,706 feet and on the local shipments 1,518,097 feet, inspections on rail shipments increased 2,866,364 feet. The amount inspected during 1914 is divided as follows, together with a comparative statement showing gain and loss over the amount inspected during 1913:

| | 1914<br>Feet B.M. | 1913<br>Feet B.M. | Gain<br>Feet B.M. |
|---|---|---|---|
| Foreign | 486,964,160 | 527,358,085 | *40,393,925 |
| California | 687,774,072 | 808,201,912 | *120,427,840 |
| Domestic ports | 92,302,519 | 72,227,460 | 20,075,059 |
| | 1,267,040,751 | 1,407,787,457 | *140,746,706 |
| Rail (1,374 cars) | 33,260,418 | 30,394,054 | 2,866,364 |
| Local | ..... | 1,518,097 | *1,518,097 |
| Totals | 1,300,301,169 | 1,439,699,608 | *139,398,439 |

*Loss.

The following is a comparison of the total amount of water-borne shipments, with the amount inspected:

| | Shipped 1914<br>Feet B.M. | Inspected 1914<br>Feet B.M. | Not Inspected 1914<br>Feet B.M. |
|---|---|---|---|
| Foreign | 508,606,327 | 486,964,160 | 21,642,167 |
| California | 1,074,535,466 | 687,774,072 | 386,761,394 |
| Domestic ports | 110,479,399 | 92,302,519 | 18,176,880 |
| | 1,693,621,192 | 1,267,040,751 | 426,580,441 |

A large gain is to be noted in the inspection of foreign shipments. The uninspected foreign shipments in 1913 were 12 per cent. of the total amount shipped; whilst in 1914 the amount uninspected is only 4½ per cent., a gain of 7½ per cent. being made. On the total amount shipped and inspected a gain of 2½ per cent. was made over 1913—the percentages being 27½ per cent. for 1913 and 25 per cent. for 1914.

The uninspected foreign shipments are largely made up of shipments of creosoted ties to India on which inspection was not required.

During the year the bureau issued certificates on 1,374 cars of rail shipments, covering 33,260,418 feet. This class of shipment shows an increase of 2,866,364 feet over 1913. The increase would have been greater but was curtailed owing to the shutting down of mills who were availing themselves of the services of the bureau.

# B.C's. Trade Troubles Done into Verse—Also a Prose Contribution on the Same Subject

A fool there was and he made his prayer
(Even as you and I!)
He left pursuits that had prospects fair
And joined the crowd at the golden stair
That leads to Mount Castle de Millionaire
(Even as you and I!)

He reached the stair in the greatest haste,
Where many were now by each other chased
(And he did not understand;)
He did not know and he never could know
Just why this mountain had such a glow
(To him from a distant land!)

Then a whirlwind came from a far off land
(Far from you and I!)
So swift did it blow that the air it fanned
Grew hot and still hotter, 'till rational man
Aghast stood and marvelled, could not understand
(Neither could you nor I!)

The people all wondered at what it all meant,
And in their amazement much money was spent
(Was sown in the wind that blew!)
We knew it was wrong, for it couldn't be right,
But what did it matter with plenty in sight?
(Even to me or you!)

But fools there were in the days of old
(Greater than you or I!)
With foolish ambition and courage bold
They started a tower to heaven, we're told,
A short circuit route to the City of Gold
(But didn't get very high!)

But the fools of then as fools today
(When in elements far too high)
Grew foolishly bold in their thoughts of gain,
And on flatterings doled they lost their brain,
And with thoughts of gold became insane
(And returned to earth with a sigh!)

Oh, the years we waste, and the tears we waste,
And the work of our head and hands,
As we try to climb to the mountain bold;
To the phantom treasure of rarest gold,
As we scale the wall to the stranger's fold,
(And do not understand!)

Oh, the toil we lost, and the spoil we lost,
And the excellent things we planned;
While the crowd grew large and larger still,
All clamoring wildly to reach the hill,
With money from somewhere to pay the bill;
(Yet we did not understand!)

And it isn't the shame, and it isn't the blame,
That stings like a white hot brand;
But the thought that we are quite at sea,
And the voyage rough in a high degree,
And as measured up by the rule of three
(Only two can stand!)

A fool there was, and his goods he spent,
(Even as you and I!)
With honor and faith and sure intent
The money we borrowed was freely spent,
For a fool must follow his natural bent
(Even as you and I!)

And now we know that we never could know,
As long as the rabble was rabbling so,
(Could not even understand!)
But the joys of our foolish days have fled,
And we find we are now many years ahead
(Of where we can safely stand!)

So while we are hoping, we patiently wait,
(But cannot understand!)
While the hand of destiny changes the slate
That changes our destiny not by our rate,
But by the conception of destiny's mate,
(Who thinks he can understand!)

We have read many fables of long, long ago,
From mythical depths where but fables can grow;
(To guide both fool and man!)
But we never did know, and we never will know,
Why all of the flock go where leader sheep go;
(And we never will understand!)

'Tis a cursed achievement so many have made,
(And they could not understand!)
Why a mountain looming so high in the shade,
From various walks in business or trade,
Pursued by exploiters should vanish or fade;
(And they do not understand!)

God in His wisdom made all things, we're told;
(Even made you and I!)
Made men to run saw mills, and some to dig gold;
Made farmers and bankers, and tradesmen of old;
All for the good purpose for which He did mold;
(Even as you and I!)

If nothing without some good purpose was made,
(Then fools have a place in the land!)
But why they were made or allowed to invade
What without them might be a legitimate trade,
And turn it from upward to a downward grade,
(Gold only can understand! ! ! ! ! !)

Contributed by outraged Miss British Columbia, with due apologies to Rudyard Kipling.

## Reconstruction Essential for Permanence of B. C. Lumber Industry

Editor Canada Lumberman: Grand Forks, B.C., March 2nd.

There must be a reconstruction of the lumber industry in British Columbia, before general confidence is established, and before the manufacturers can operate with a profit. Until such time as CONFIDENCE has been established, the mills must remain idle, chiefly because men of large resources and bankers will not continue to make advances to a losing game.

In order to reconstruct the industry, it will be necessary to determine some of the causes which have brought this immense industry into financial ruin, and the causes of the lack of CONFIDENCE by the general public.

1. In former years the British Columbia coast mills exported to Australia and New Zealand, 90 per cent. of the lumber used, which later, owing to the difficulty in securing adequate transportation, has dropped in 1914 to 6 per cent.

2. The personnel of the British Columbia Forest Board have not all been practical Canadian lumbermen, acquainted with the difficulties and hardships confronting the manufacturer. Over their signature, statements were made that the lumbermen were making large sums and could readily stand a royalty of even $4.00 per thousand feet. In consequence of these opinions, burdens were imposed. The lumber associations of British Columbia opposed any additional burdens, claiming that the industry was not remunerative. An agreement was made by the Forestry officials and the associations whereby chartered accountants were to examine the books of the largest operators for three years previously. Before the accountants were through with the examinations, the results were so discouraging to the forestry officials that the investigation was dropped, in spite of which the burdens were still increased, thereby causing general anxiety among the manufacturers and the bankers.

3. Owing to the over-production of lumber in the United States and the depressed state of their market, lumber is being dumped into Canada at much less than the cost of production. The costs of manufacturing in British Columbia are higher owing to many disadvantages, not the least being that supplies of all kinds cost more than in the United States and upon which the Canadian lumbermen and other consumers have to pay a duty. The settlers on the prairies receive no benefit by the importation of United States lumber as the manufacturer does not and cannot sell to the consumer. The imports of United States lumber into the Dominion and into western provinces especially affected, in 1912, reached the enormous amount of 550,000,000 feet, valued at nearly $10,000,000.

4. Under-consumption, which caused price cutting by unwise sales managers.

The result of this LACK OF CONFIDENCE in the industry in British Columbia today is:

(a) Three hundred and fifty idle mills.

(b) Sixty thousand employees looking for work from other industries.

(c) Millions of money invested lying dormant, and numerous

families of the unemployed and hundreds of merchants adversely affected.

The war in Europe has not been responsible for the serious state of affairs now existing, but has brought to light the facts. If CONFIDENCE could be re-established, the war would be a financial benefit to British Columbia.

Is there any future bright outlook for the lumber industry? Absolutely none, unless the entire industry is re-constructed.

In order to restore CONFIDENCE to the industry, the following policy is submitted for consideration:

1. Endeavor to secure a subsidized line of steamships for the export trade.

2. Appoint men of national reputations as practical Canadian lumbermen to the Forestry Board in British Columbia.

3. Increase the personnel of the Forestry Board of British Columbia by the addition of two practical lumbermen, one from the interior and one from the coast, to act in an advisory capacity only. The expert knowledge of men experienced in the various phases of the lumber industry throughout the province would necessarily prove of great value to the Board.

4. In every district in British Columbia in which the lumber industry predominates, send practical lumbermen as representatives to parliament.

5. Procure a measure of fiscal protection to the largest and only natural industry un-protected in Canada.

6. Establish an organization with ample capital to market the product, thereby increasing the ratio of the annual cut of lumber to the annual growth of the timber, which is estimated at six and one-half billion feet.—Western Pine Lumber Company, Limited. Per W. Mark DeCew, Vice-President and Manager.

# B.C. Premier Predicts Great Future

### Believes Revival of Lumbering Industry will Come Soon and Declares Government Will Foster it Vigorously

An important discussion took place in the British Columbia Legislature recently in connection with the bill introduced by the Government to modify the provisions of the Forest Act in relation to special timber licenses. Sir Richard McBride in referring to the bill, pointed out that the people of British Columbia were, by the regulations of the Government, and by legislation placed on the statute books governing the issue of timber licenses and the collection of royalties, for all time co-partners in the timber industry, and in that way were most vitally concerned in the welfare of those engaged in the industry.

Mr. Parker Williams attacked what he claimed was the principle of the bill. It was his view that the people who had in 1905 and 1906 taken up large areas of timber lands were not able to hold on to them and keep up their payments and the bill was a means of affording them relief. He opposed it, because, he asserted, the men who wanted it knew very well long before the war that they had got themselves into a corner by their greediness in trying to grasp too large a slice of the natural resources of the country.

The principle of a moratorium was to give relief from conditions arising through the war, but the conditions in the timber industry had started long before the war. The lumbermen were always in difficulties, and it was on record that the House for the past five years had been dealing with timber matters, and last session had passed what was said to be the last word in such legislation. Now these timber men were back again for relief.

Mr. Williams went at some length into what he alleged was the history of a large lumber concern, composed of Americans, who had operated in British Columbia for some years, and who, instead of building up and developing an industry, had in reality, at every turn, taken money out of it until now, with assets of over $7,600,000, of which $5,500,000 was a part of the timber resources of this province, they were said to be in extreme difficulties. He charged their troubles entirely to extravagant cost of management, and placing it in the hands of men not qualified to handle it. He said that no doubt if other similar concerns were investigated, as he thought they should be, a similar condition of affairs would be found to exist. "When we find that no conditions brought on by the war had landed such people where they are," said Mr. Williams, "I do not think we should help them hold up the natural resources of the country. I do not think it is any part of the duty of this House to save them from the consequences of their own folly."

Sir Richard McBride answered the member for Newcastle with some vigor. He had listened he said, to a somewhat severe criticism of the Government's proposal to grant some relief to those who had invested in the timber of the province. Instances of unscrupulous speculation, it might be true, had occurred. But that was no reason for condemning the whole industry. In a wide field like British Columbia where money had been invested in timber, most of the investments had been sound through and through. When business was good and orders free, there was a tendency to promote development as freely as conditions would permit. In the past few years millions had been put into timber in British Columbia.

While on account of present-day conditions there might be some criticism of timber investments, he was satisfied that every dollar put in had been on a sound business-like basis. It was the duty of the Government, and ever since his Government had been in power it had been their aim to protect outside investors who had brought in such large amounts of money and with that in view the policy of the Government had been to raise the legislation on this important question to the very highest standard. The bill before the House was quite consistent in scope and policy with the other legislation now in force, dealing with the timber industry.

With the handicap of present market and transportation conditions, the situation had become more burdensome, and it was the object to endeavor to relieve this situation. In the last four years the output had not only doubled, it had quadrupled, and the policy of the local government in putting an embargo on the export of logs, had been a large factor in this splendid increase. The course of the Government in the timber industry had been consistent with their policy of endeavor to protect the farmer, the merchant, and others engaged in the development of the province.

"Is it not in keeping with the traditions of Parliament," asked Sir Richard, "to stand by the people who have had faith enough in us and in our institutions, to invest heavily in this resource of the province? There is nothing behind this measure, but the idea of British fair-play." He could not for a moment subscribe to the view expressed by the member for Newcastle. The wonderful timber resources of British Columbia had attracted some of the best and finest mill-men in the country. The province, as a whole, was interested in the licenses, and in the royalty collected on the annual cut. It was a condition of co-partnership, and the premier predicted that through the wise policy of the Government, in a few years the people's share would be enough to nearly meet all necessary revenue requirements for carrying on the civil government of the province.

There was another point the people should be mindful of. Apart from the portion alienated there were large areas of the finest timber reserved still intact, the property of the province. Five years ago a general reserve had been placed on all unlicensed or unsold timber and this had been kept up with some small exceptions which had arisen in the working out of the departmental regulations. There were still millions and millions of the finest timber, the property of the people. He referred to the statement of Mr. James J. Hill a few years ago, that the United States had only sufficient timber for another 25 years, which situation he accounted for through increase in consumption and from waste. With the measures in force for the preservation and protection of British Columbia timber resources the day was not far distant when British Columbia would control a large part of the world's output of timber. The completion of two new transcontinental railways and the opening of water transportation by the Panama Canal, were large factors in assuring future prosperity in the timber trade.

At present there were difficulties, arising through conditions in other markets, and through lack of charters for export cargo, as well as through the present financial situation. Many delegations and individuals had called on the Government and the whole matter had been freely and frankly discussed. He thought the House was simply discharging a duty it owed the province as well as to those who are customers in the measure proposed. He looked to see a quick return of good times in the timber industry. Indications from the prairie were encouraging, and water transportation via the Canal was bringing us in touch with markets hitherto closed. Last but not least was the prospect of reciprocity with Australia, which would open up the timber market there for us. The latest news he had was that progress was being made along the lines urged by Sir George Foster, and it seemed as if Australia would respond with a measure which would be satisfactory and effective.

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### Lumber Commissioner Going to Australia

Mr. H. R. MacMillan, Chief Forester for British Columbia, is on a visit to Ottawa and it is reported that the purpose of the visit is to discuss with the Dominion Government proposals for seeking a preference in Australia for British Columbia lumber; and that Mr. MacMillan himself will be sent to Australia to arrange, if possible, an agreement with the Australian Government on this subject. It is further reported from Vancouver that a company is being organized in Vancouver to build and operate a fleet of lumber carriers with a view to promoting the export of British Columbia lumber to Australia. The British Columbia Government is bringing its influence to bear upon the same subject. More than 200,000,000 feet of lumber are annually imported by Australia and of this total only four per cent. is supplied by British Columbia.

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Heavy rains during the first week in March caused such conditions on the Keswick River in New Brunswick that two sawmills were obliged to stop their operations on account of the high waters.

# Electricity in the Lumber Industry

## An Account of the Rapid Development of Electric Drive to Logging and Manufacturing Operations—Typical Installations Described

By E. F. Whitney*

The first comprehensive application of electric drive in the different branches of the lumbering industry are of such recent date, and the individual installations vary to such an extent, that no general treatment of the subject could be undertaken until more well-defined practices were settled upon.

Not more than four years ago a completely electrically-operated sawmill was considered a hazardous undertaking; today, a new mill adopting other than the electric drive is the exception. The results of such operation have been so gratifying that today we can show two large and successful sawmill companies operating entirely from central station service, in spite of the large amounts of refuse available for fuel.

The first completely operated mill was put in operation about 1908; the total installation consisted of 800 h.p. connected load, with a generating plant capacity of 600 kw. The first electric logging engine was put in commercial service in 1912. The electric railway, used solely for logging purposes, is yet to come.

Before the above date many special machines—and often complete planing mills—were driven electrically, but none were willing to pioneer such drives for the heavy duty sawmil machinery required for Coast conditions. There is necessary today but one further step, viz., a drive for the cumbersome log carriage that will compare favorably in first cost with the simple twin engine, and the necessity for steam will be entirely banished from the milling branch of the industry.

The lumbering industry, as a whole, must be divided into two distinct classes of work for our consideration: logging and milling.

### Logging

In the branch of the industry embraced under the heading "logging," progress in the application of electric drive was very slow. It is only of recent years that power-driven logging machines have met with general favor, supplanting the old ox team. The flexibility of steam engines under the very severe demand imposed in such work, was thought to be an insurmountable obstacle to the adoption of any other system; for instance, the loggers demand an equipment which can stand very heavy overloads momentarily imposed and which, at the same time, has flexibility enough to allow the progress of the log to be stopped almost instantly should it encounter an obstacle.

At the present time it is estimated that there are approximately 3,000 steam-driven logging engines in the two states of Washington and Oregon. Most of these outfits are twin-cylinder engines approximately 10 by 12 in. (25.4 by 30.48 cm.). The average operating boiler pressure is 160 lb. (72.5 kg.) gauge, so that they have great capacity for intermittently imposed heavy overloads. From the viewpoint of electric operation this requires a motor which will seldom come anywhere near its continuous capacity, but which will frequently be called upon to exert its maximum torque.

In these two states the operating companies total 532, with an output of 7,080,000 M. ft. (board measure) or about 23,600 M. ft. (board measure) per day. The scene of their operations is often far removed from railroads; in the above operations the average distance from the scene of logging operations to the mill or to tidewater, varies from one to 35 miles (1.61 to 56.3 km.). The average distance is approximately 15 miles (24.15 km.). The maximum distance of which we have record that logs are handled by rail in either of these two states, is 120 miles (202.1 km.), and by towing—after reaching tidewater—125 miles (210.1 km.).

An added drawback to the use of electricity in the camps was discovered in the distance of the operation from the centres of power generation or present transmission lines.

Logging operators demand the simplest possible outfit, which necessitates the adoption of alternating current for such work.

The average cost to the logging company of logs at the boom is approximately $8 per M. ft. board measure. This is divided approximately as follows:

| | |
|---|---|
| Fixed charges | 17 per cent. |
| Logging (including felling trees, gathering and loading) | 50 per cent. |
| Hauling by rail | 11 per cent. |
| Handling at boom (including unloading, sorting, rafting and towing | 9 per cent. |
| Stumpage | 13 per cent. |

We therefore see the great expense to the logger in felling the trees and gathering them from the woods, and in hauling them to tidewater. It is in connection with these two items that electricity has its greatest possibilities.

*Reprinted by courtesy of The American Institute of Electrical Engineers.

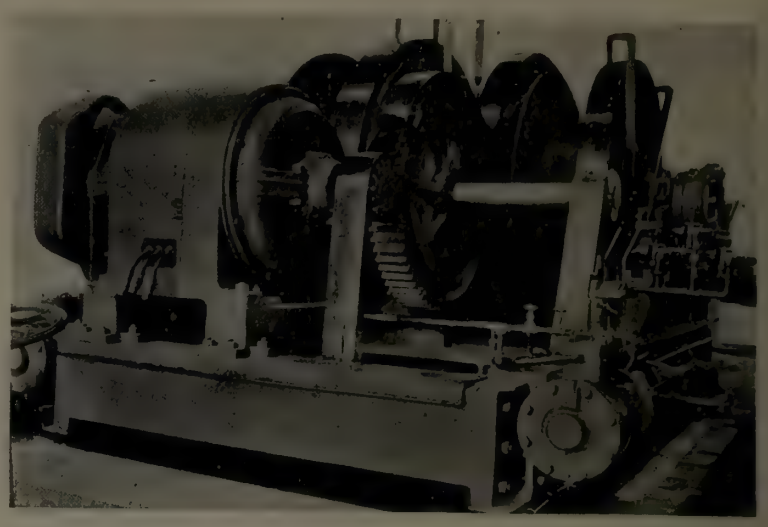

Fig. 1—Front End, Electric Logging Engine

There has been developed, for the logging engine, a motor which has all of the characteristics demanded, viz., heavy construction; ability to stand severe overloads; ease of control and no complicated parts. After exhaustive tests the Potlatch Lumber Company put the first two electric logging engines into commercial operation in 1912. These outfits operate on an overhead system, lifting the logs from the ground and letting them come in practically by their own weight in hillside work, or pulling them in when working in flat country.

### Motor Equipments

The motor equipment shown in Fig. 1 is adjustable-speed 150-h.p., 600-rev. per min. synchronous speed, 550-volt, three-phase, 60-cycle induction motors. Power is received at a portable transformer sub-station—one sub-station for each equipment—at 11,000 volts and is stepped down to 600 volts for use at the motor. Rubber-covered armored cables run along the ground from the sub-station to the motor, the distance never exceeding 1,000 ft. (304.8 m.).

In order to prevent mechanically over-taxing the equipment, an inverse-time-limit overload oil switch is set to give prectically instantaneous operation when the pull upon the main cable reaches its breaking strain. For quickly starting or stopping and to prevent overwinding the cable, a solenoid brake is mounted on the front end motor shaft extension.

These outfits are also called upon to load the logs on cars and to spot the cars, and even under these conditions the electrically-operated outfits hold the camp record for a day's operation, viz., 55,000 ft. board measure, gathered and loaded by one logging machine in one day. This quantity is comparative only to this company's other operations; the capacity of steam donkeys under similar circumstances is 40,000 ft. per day.

The following table gives representative performance figures for the various operations:

| Work Peformed | | Input | Duration |
|---|---|---|---|
| Tightening standing line, 2,800 ft. of 1½-in. steel cable | | 260 kw. | 10 sec. |
| Running trolley out | Accelerating | 100 kw. | |
| | Running free | 35 kw. | 40 to 60 sec. |
| Pulling trolley in with logs; | | | |
| 1 log, 800 ft. b. m. | | 70 kw. | 40 sec. |
| 4 logs total 2,000 ft. b. m. | | 145 kw. | 65 sec. |
| 3 logs, total 1,600 ft. b. m. | | 210 kw. | 60 sec. |
| 1 log, total 1,100 ft. b. m. | | 85 kw. | 70 sec. |
| 1 log, total 1,800 ft. b. m. | | 95 kw. | 90 sec. |
| Loading logs on cars | max. | 100 kw. | |
| | min. | 70 kw. | 3 to 5 sec. |
| | avg. | 85 kw. | |
| Moving cars | max. | 225 kw. | |
| | min. | 25 kw. | 3 to 5 sec. |

In all of the above operations the load is of short duration, so that the daily energy consumption is small. For a 10-hour day approximately 400 kw.-hr. are consumed gathering and loading 50,000 ft. b. m.

Of late, a great deal of attention has been given to the use of oil fuel and coal, as well as wood, for logging engines, and in order to see the comparative operating costs the following figures, covering

fuel and labor for a logging engine only, have been prepared. These figures are based upon operations under similar conditions in the same camp and doing the same general work.

| | |
|---|---|
| Average quantity handled per day | 76,200 ft., b. m. |
| Average distance of yarding | 670 ft. (204.2 m.) |
| Average size log | 1900 ft., b. m.* |
| Average time per log | 15 min. |
| Average wood burned per day | 1650 ft., b. m |
| Average fuel oil per day | 8.8 bbl. (11,192 liters) |
| Average coal per day | 2½ tons (2.245 metric tons) |
| Electric power energy consumption | 475 kilowatt-hours. |

Outfit working 70 per cent. of time—delays 30 per cent. of time.

| | |
|---|---|
| **Electric Operation:** | |
| 475 kw.-hr. at 1½c. per kw.-hr. | $ 7.13 |
| One motorman | 3.75 |
| Total per day | $10.88 |
| **Oil Operation:** | |
| 8.8 bbl. at $1.15 per bbl. | $10.12 |
| Engineer | 3.75 |
| Water—(based on ¼ of pumping engineer's time and ¼ fuel consumption for pumping engine) | 2.67 |
| Total per day | $16.54 |
| **Coal Operation:** | |
| 2½ tons at $4.25 | $10.62 |
| Engineer | 3.75 |
| Water (see Oil Operation) | 2.76 |
| Total per day | $17.13 |
| **Wood Operation:** | |
| 1,650 ft. b. m. at $7.00 per M. | $11.55 |
| Engineer | 3.75 |
| One wood bucket | 2.75 |
| Water (see above) | 2.88 |
| Total per day | $20.93 |

The fuel costs given above are arbitrary and are taken as general averages. It is questionable whether oil and coal can be delivered to the donkeys for such a low price, considering all items—handling, storing, pumping, etc. Without doubt, the cost of fuel would be higher than the value assumed, in the majority of operations. The cost of wood for fuel is estimated as follows:

| | |
|---|---|
| Stump value | $2.50 per M. |
| Logging cost | 4.00 per M. |
| Extra cost for placing behind donkey | 0.50 per M. |
| Total | $7.00 per M. ft. b.m. |

The higher interest charge in the case of electric operation due to first cost of transmission line, sub-station, etc., is more than offset by the very much greater depreciation in the case of steam-operated outfits. No attempt has been made to cover this item for all cases. As a conservative estimate, however, the maintenance of a logging engine boiler 72 in. diameter by 144½ in. long, with 374 two-in. tubes, is not less than $200 per year, and in view of the severe service its useful life will not exceed eight to ten years.

Averaging the above costs for fuel and labor, with oil, wood and coal, shows a net saving of $7.35 per donkey per day in favor of electric operation.

An electric unloader is used which dumps the logs from the cars at tidewater. This is operated by a 37-h.p. hoist motor, and unloads 30 cars, each containing 7,000 ft. b. m., in approximately 20 minutes. This time includes that necessary for spotting the cars at the log dump. This unloader used a total of 90 kw.-hr. for unloading 4,000 M. ft.

### Logging Railways

Usually the country to be tapped is rugged and mountainous, necessitating heavy grades and sharp curves. Track construction is as light as possible. As a general rule the grade is in favor of the load and in most cases very little energy is required on the down or loaded trip. Oil is the common fuel. Because of the grades encountered slow speed locomotives find a wide use, the slow schedule speed requiring train operation almost continuously during working hours. The lengths of these roads are usually very favorable to electric operation, allowing a round trip to be made in a reasonable time and not necessitating a train of excessive length.

In only three of the thirteen counties in Washington and Oregon which produce 88 per cent. of the timber in these states is the average length of haulage less than thirteen miles. An average of the thirteen counties shows a main line length of 15.2 miles. The maximum grades are usually from 5 to 7 per cent. for an appreciable distance, with curves up to 20 degrees. The average grade through the line is seldom less than 2½ per cent. and spurs leading to the different camps have even heavier grades and sharper curves.

An analysis of operation is very favorable to electricity, as will be seen by the following data, which give conditions of a typical road:

| | |
|---|---|
| **General Data:** | |
| Length of line | 21½ miles |
| Average grade with load and against empty cars | 2 per cent. |
| Maximum grade, including equivalent friction for curves. | 5.5 per cent. |
| Gauge of track | 4 ft. 8½ in. |
| Weight of rails | 60 lb. |
| Loaded cars to be delivered per day | 75 |
| Weight of car empty | 18½ tons. |
| Weight of car loaded | 50 tons. |
| **Operation** | |
| Weight of locomotive | 60 tons. |
| Cars per train either direction | 9 |
| Total weight of train uphill, one locomotive | 226½ tons. |
| Total weight of train downhill, one locomotive | 510 tons. |
| Total time for round trip without layovers or switching. | 144 minutes. |
| Schedule time for round trip | 3 hr. |
| Round trips per locomotive per day | 4 |
| Ton-miles per round trip | 15,800 |
| Ton-miles per day—8 round trips | 126,400 |
| Ton-miles switching | 6,500 |
| Kilowatt-hours per day at locomotive | 6,110 kw.-hr. |
| Kilowatt-hours per day from high-tension bus | 9,050 kw.-hr. |
| Ave. load per day of 12 hours from transmission system | 754 kw. |

Three locomotives are required for this service, two main line and one for switching.

With 1200-volt electrification, two 500-kw. sub-stations will care for the power demand. The total approximate cost of the locomotives, sub-stations, transmission line, overhead, bonding and feeders is $190,000.

For similar operation with oil-burning locomotives, two 125-ton standard slow speed freight locomotives and four 50-ton geared type locomotives are required, and even with this equipment the train must be broken at the heaviest grade, necessitating a return trip for a portion of the empty train which starts from the terminal.

The locomotives burn oil fuel, which costs approximately $1.15 per barrel for main line locomotives and $1.20 per barrel for switching locomotives at the logging camps. Electric power can be purchased for 0.9 cent per kilowatt-hour net.

The following table of maintenance and operation, omitting those items which are approximately the same under the two conditions, shows a net saving of $20,068 per year with the electric railway:

| | Electric | Steam |
|---|---|---|
| Interest and depreciation | $19,000 | $ 9,200 |
| Maintenance | 7,168 | 10,436 |
| Wages | 10,200 | 21,300 |
| Power or fuel | 24,500 | 38,500 |
| Supplies | 1,500 | 3,000 |
| Total | $62,368 | $82,436 |

Under "electric operation" the different charges cover both sub-station and train operation. There are some items which ordinarily would favor electric operation—for instance, track maintenance has been considered the same in both cases and omitted from our consideration, since in logging railway operations the greatest damage to the tracks appears to come from the swaying of the loaded cars, and not from the locomotives.

With steam operation, 84½ bbl. of oil were used per day for main line haulage for the two 125-ton freight locomotives, and two 50-ton shays, and 22.3 bbl. per day for the two 50-ton switching locomotives. In this present instance the steam locomotives are taxed to their utmost capacity while logging operations are being carried on at the near end of the timber holdings.

It will be necessary within a few years for this road to be extended approximately twelve miles further, the prevailing grade on the extended line being the same as at present, and an analysis of the future conditions will show that four locomotives operating thirteen hours each per day will be able to care for the output and the conditions will then be very much more favorable for electric operation.

(To be continued.)

## B. C. Pulp Mills Secure Australian Trade

As a direct consequence of the European war British Columbia pulp industries have secured a large part of the Australian paper supply trade, and very large shipments, running into over 1,000 tons a month, are being made to the antipodes by coast mills, according to information supplied by shipping men. So great an incentive has been given coast paper manufacturing mills by this new trade that a heavy demand has arisen for sulphur, which is extensively used in the pulp industry. British Columbia coast mills supply the paper to the entire group of Pacific Coast cities. A meagre invasion into the Australian trade had been made before the outbreak of the European war, When hostilities broke out, the supply of paper from Norway broke down owing to the high insurance rates and also to the fact that much of the carrying between Norway and Australia had been done by German vessels. Australia at once turned her eyes to the Pacific Coast and, as a result, activity in pulp mills in British Columbia increased at once.

The death is reported of Mr. H. F. Murphy, of Jas. E. Murphy & Company, lumber manufacturers, Tobermory, Ont.

# Annual Report of B.C. Forest Branch

## Emphasis Laid Upon Necessity for Seeking Out New Markets and Enlarging Old Ones—Report on Imports of Prairies from U. S.

The annual report of the Forest Branch of the Department of Lands of British Columbia, prepared by Mr. H. R. MacMillan, Chief Forester, has just been made public. The report gives extensive and important detailed information about the lumbering industry, and inasmuch as it is made public at a time when the information is fresh, it affords an example to many other government departments in Canada which are in the habit of bringing out their reports so late as to be of little value or interest. The report contains among other things the following discussion of the situation, and information about the year's operations:

Four matters made the year 1914 remarkable from the point of view of forest administration in this province. The first was the passage of the "Timber Royalty Act," which defined, for half a century ahead, the stumpage price of Crown timber; the second was the strenuous and successful struggle with one of the worst fire seasons ever experienced in the West; thirdly, in spite of the unprecedented conditions created by wars and financial depression, the forest revenue was well over $2,000,000; while, fourthly, previous conjectures as to the large amount of timber remaining in the Crown reserve were confirmed by the results of exploration.

The fire season was one of the worst in the history of the West, being comparable in most ways with that of 1910. But although there were more fires in 1914 than in any year on record, they resulted in far less damage than has occurred in many previous seasons; a gratifying result to which the efficiency of the patrol and fire-fighting system of the province undoubtedly contributed. We have only to observe the effect of weather conditions in the American States to the south of us to realize how strenuous conditions were. Over $1,600,000 was expended there upon timbered areas no larger than those of this province, and yet the cost to British Columbia did not exceed $400,000 for fire-fighting and patrol. Property damage was estimated at about the same amount.

But a portion of the province has so far been covered by the forest survey of the past three seasons, yet the merchantable timber

important duty of the Forest Branch at the present time is to assist in extending the markets for British Columbia's forest products. If the present opportunity is lost the lumber industry of this province will have a long uphill fight in establishing its position.

### The Lumbering Industry

The distribution of lumber-manufacturing plants throughout the province is as follows:—

**Saw and Shingle Mills of Province**

| District. | Sawmills Up to 15 M. Feet Daily Capacity. | Sawmills 15 to 40 M. Feet Daily Capacity. | Sawmills Over 40 M. Feet Daily Capacity. | Shingle-mills. | Total. |
|---|---|---|---|---|---|
| Cranbrook | 22 | 18 | 6 | .. | 46 |
| Fort George | 14 | 2 | .. | .. | 16 |
| Hazelton | 12 | .. | .. | .. | 12 |
| Kamloops | 15 | 4 | 1 | .. | 20 |
| Lillooet | 19 | 2 | .. | .. | 21 |
| Nelson | 20 | 6 | 6 | 5 | 37 |
| Tete Jaune Cache | .. | .. | 1 | .. | 1 |
| Vernon | 23 | 5 | 1 | .. | 29 |
| Totals, East of Cascades | 125 | 37 | 15 | 5 | 182 |
| Island | 20 | 18 | 12 | 12 | 62 |
| Vancouver | 24 | 35 | 30 | 63 | 152 |
| Prince Rupert | 11 | 6 | 1 | 1 | 19 |
| Totals, West of Cascades | 55 | 59 | 43 | 76 | 233 |
| Totals in Province | 180 | 96 | 58 | 81 | 415 |

The only important market developed for British Columbia during the past decade has been the Canadian Prairie. In the best of times the Canadian Prairie is a hotly contested market for lumber, as is shown by the following statement of imports from the United States during the past four years:—

| | 1911. Feet B.M. | 1911. Value. | 1911. Average per M. | 1912. Feet B.M. | 1912. Value. | 1912. Average per M. | Per Cent. Increase 1912 over 1911. | 1913. Feet B.M. | 1913. Valu | 1913. Average per M. | Per Cent. Decrease 1913 over 1912 | 1914. Feet B.M. | 1914. Value. | 1914. Average per M. | Per Cent. Decrease 1914 over 1913. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Planks, boards, etc., dressed one side. | 190,768,000 | $2,324,994 | $12.13 | 207,762,000 | $2,337,262 | $11.44 | 9 | 106,299,000 | $1,552,760 | $14.61 | 49 | 71,130,000 | $842,227 | $11.85 | 33 |
| Sawn boards, etc., dutiable | 31,348,000 | 390,866 | 12.11 | 49,291,000 | 645,670 | 13.09 | 53 | 17,843,000 | 303,971 | 17.04 | 64 | 5,996,000 | 86,002 | 14.34 | 66 |
| | 222,116,000 Pieces. | $2,715,800 | ..... | 257,053,000 Pieces. | $3,022,932 | ..... | .. | 124.142,000 Pieces. | $1,856,731 | ..... | .. | 77,126,000 Pieces. | $928,229 | ..... | .. |
| Laths | 58,220,000 | 134,795 | 2.31 | 63,720,000 | 134,624 | 2.11 | 9 | 32,996,000 | 78,361 | 2.37 | 48 | 13,112,000 | 29,920 | 2.28 | 60 |
| Shingles | 17,206,050 | 32,781 | 1.90 | 82,887,000 | 152,402 | 1.84 | 381 | 34,003,000 | 65,153 | 1.92 | 59 | 10,456,000 | 18,112 | 1.73 | 69 |
| Totals | ..... | $2,883,436 | ..... | ..... | $3,309,958 | ..... | .. | ..... | $2,000,245 | ..... | .. | ..... | $976,261 | ..... | .. |

definitely located in the Crown reserve already reaches a considerable total. The boundaries of no less than 954,950 acres of unalienated statutory timber land have been established on the official maps of the province, without including any of the areas covered by reconnaissance during the past season. The preliminary reports concerning the latter show that an additional 30,000,000,000 feet of timber were located by our field parties in 1914; and when the full reports have been tabulated the Crown reserve will receive a further most satisfactory increase on account of unalienated timber that is included in this large stand.

The market problem confronting the lumber industry and the Government's efforts to assist in solving it, are dealt with in the following report. The first hint of war temporarily paralyzed building operations in the market supplied from the Pacific Coast. The lumber industry, which was in a weak condition following the inflation of a year ago, was brought to a dead halt. The effects are now felt in every community throughout the province by every class of the population, for this industry furnished our greatest export product, met the adverse balance of trade in every community, and provided settlers with a market for both their labor and their produce. In the majority of the villages and towns in the province prosperity will return quickest through revival of the lumber business. There is no lack of timber to cut; there is no lack of mills to cut it. It is the market that must be sought, both in Canada east of the Rockies and in the United States from the Mississippi Valley eastward, in Australia and the Orient, and to a certain extent in Europe. An aggressive campaign for the capture of these markets is now under way in the Northwestern States, lumber manufacturers and the Federal Government pushing it together. I cannot too strongly urge that the most

Further competition which cannot possibly be eliminated during the next decade is that of the Prairie spruce mills, which cut 225,000,000 feet annually, and the western Mills of Ontario, which send 50,000,000 feet a year. For several years past British Columbia has cut 1,000,000,000 feet to 1,200,000,000 feet of lumber for the Prairie trade. So acute was the building depression in 1914 that only about 700,000,000 was cut for the Prairie trade, and not all this quantity was delivered.

The situation plainly calls for general reorganization, for the mills of British Columbia have looked to the Prairie for a sufficient market during the past ten years. The output capacity for these mills is as follows:—

**Sawmills, 1914**

| Forest District. | No. of Mills. | Capacity per Ten-hour Day. | Capacity per Year of 300 Days. |
|---|---|---|---|
| Cranbrook | 46 | 1,153,200 | 345,960,000 |
| Fort George | 16 | 200,000 | 60,000,000 |
| Hazelton | 12 | 41,000 | 12,300,000 |
| Island | 50 | 1,594,000 | 478,200,000 |
| Kamloops | 20 | 683,700 | 205,010,000 |
| Lillooet | 21 | 20,000 | 6,000,000 |
| Nelson | 32 | 877,000 | 263,100,000 |
| Prince Rupert | 18 | 392,000 | 117,600,000 |
| Tete Jaune Cache | 1 | 100,000 | 30,000,000 |
| Vancouver | 89 | 3,176,000 | 952,800,000 |
| Vernon | 29 | 282,000 | 84,600,000 |
| Totals | 334 | 8,518,900 | 2,555,570,000 |

The Prairie market has never yet in any one year taken over 60 per cent. of the output of these mills; the export market has not in any one year in the past decade taken 4 per cent. of the annual output.

Manifestly the only relief which will enable the lumber industry to meet its obligations is an extension of exoprt markets.

That the lumber industry has not yet sufficiently effective salesmen in the Prairie is shown by the number of farmers still without implement-sheds. The Conservation Commission investigating this point found that the proportion of implement-sheds to farms in the different provinces was:—

| Manitoba | | Saskatchewan | | Alberta | |
|---|---|---|---|---|---|
| Farms. | Implement-sheds. | Farms. | Implement-sheds. | Farms. | Implement-sheds. |
| 94 | 14 | 94 | 21 | 92 | 55 |

### Logging Inspection

There were 926 logging operations in the province during 1914, distributed as shown below:—

| District. | Logging Operations. | Hand-loggers. |
|---|---|---|
| Cranbrook | 117 | ... |
| Fort George | 22 | ... |
| Hazelton | 13 | ... |
| Island | 102 | 1 |
| Kamloops | 47 | ... |
| Lillooet | 22 | ... |
| Nelson | 166 | ... |
| Prince Rupert | 1 | 132 |
| Vancouver | 166 | 37 |
| Vernon | 100 | ... |
| Totals | 756 | 170 |

# Increasing Use of Logging Railroads

## Efficiency of Results, Economical Cutting and Continuity of Supply Leading to its Supplanting Horses

**By E. Lisherness, C. E.**

**Written specially for the Canada Lumberman and Woodworker**

The application of the railroad for use in logging or lumbering operations is not new, and has been tried successfully in the south and west for many years. In those localities it has proven entirely satisfactory, and has displaced all other methods of operation over long distances, but in our far north and east, where there is plenty of snow, it has not as yet made its appearance to any great extent, on account of the ease with which logs are conveyed by means of horses and sleds, or in cases where the haul is of considerable length, by the loghauler, operating on the snow. Among lumbermen and others interested in timberlands, however, the question of a permanent way to develop the timberlands in a scientific manner, and handle annual operations without hazard from the weather, has been taken up, and the lumbering railroad has received considerable attention.

As long as there was plenty of timber near at hand the ordinary methods of lumbering sufficed, and there was no call for a change and very little chance for introducing new methods, but, on account of the fact that the logs and timber have been well cut off, and because of the consequent shortage and increasing value, it has been necessary to go back to the headwaters of the rivers for a supply.

The result of this, long hauls, a large loss of second grade timber, and great cost when horses were used, was considered very undesirable in the eyes of progressive business administrators and scientific foresters.

Under these conditions it became desirable to develop a means of handling all types of wood, of conserving the growth so that continuous operation could be carried on, and delivering all the logs without breakage, and at speed and cost so that profits warranting the outlay would follow.

The great value of timberlands, and the modern policy of frequent cutting, also require that permanent roads be maintained, so that it will not be necessary to construct a new road every time it is desired to make a cutting on the land, or, because of the cost of thinning, to remove the entire stand.

These permanent roads afford easy access to all parts of the forest at any time, and greatly facilitate the present fire patrol systems of the government and private owners. With these conditions in mind, a study of the logging railroad will convince the most skeptical of its value, both as a means of taking out the timber, and for use of the roadbed after the rails are removed as a means for permanent access to the land.

The first and most important point which is demanded of the logging railroad is reliability, and that this is a very particular feature of this method of transportation is easily set forth. After the road has been established, the cutting of the timber and the lumbering operations are not then dependent on the season. In fact, operations can be carried on throughout the year, and the logs handled when desired, or piled up for driving in the spring of the year. In the past, lumbering operations have been dependent, to a large extent, on the snow, and in some seasons this has failed entirely, been greatly delayed, or has come too early for satisfactory results. With the railroad however, it would be quite easy to maintain the roads so that operations may not be held up. When the road is in operation it is not easily destroyed, torn up or gotten out of condition, and it does not require a great amount of attention, in fact, not nearly as much as the average ice-made road for either horses or log-haulers.

Another very particular point in favor of the logging railroad is the fact that it can operate in almost any place, and if the logs are on another watershed it does not make the place inaccessible. These roads have been frequently used with grades up to 20 per cent., and substantial loads hauled under those conditions. As a logging road requires a width only equal to the length of the ties, about seven feet, the process of making a road in a difficult place is considerably lightened, and it can be said that any place accessible to teams can be used.

If one considers the loss of logs in hauling and driving small streams, the amount saved in these broken logs will, many times, nearly pay the cost of operation, and it is also profitable in many cases to take out other types of wood, which are valuable, but which it is not possible to drive or profitable to handle by means of teams.

When a road is located into a section, and the timber carefully cruised, it is then possible to use machines for yarding, piling and handling the wood, and in that way to get much cleaner cutting, better results from the operation, and better prospects for a future growth on the land.

As compared with either a log-hauler or a two-sled road, the width of road is so much less that the amount of timberland saved is a considerable item, for in the case of the log-hauler road it is only necessary to give sufficient room to clear the car loads properly, or less than half the amount used by the log-hauler road, while heavy falls of snow do not interfere, as the ploughing out does not take much time and it is not necessary to ice a new roadbed.

In the cheapness of operation it has a decided advantage, in that it operates at high speed, some ten or twelve miles per hour, at any time of year, and any number of hours per day, and will operate continuously if three sets of cars are used, and the unloading and loading crews have each set ready for the next trip. This high speed makes the matter of distance from the landing place immaterial, as the time consumed in the trip will not be of great account.

The cost of the equipment necessary for operation of a railroad is considerably less than that of a log-hauler, and the logs can be frequently hauled and unloaded into the water, thus saving the cost of piling on landings, and at the same time the logs are available much earlier in the season, and the interest charge against them is greatly reduced. It has been customary, on account of their availability, to drive small streams, and the cost of clearing these out, blasting ledges, building dams, sluices, etc., is very heavy, and even after these precautions are taken, the logs are frequently left stranded by falling water, or else great damage and loss is caused by throwing them into the woods by sudden extreme rises, due to heavy rains, or the going out of a dam; in fact, the hanging up of a drive for a year is of frequent occurrence from these causes. It is not possible to make any comparison of costs of a small stream drive and a railroad, because of the different conditions in every locality, but in many cases the cost of the stream improvements would build and maintain a railroad, and the cost of driving would operate it.

A very general price, deduced from the operation of roads of this type, shows that the cost of loading, repairs, hauling and maintenance of line and equipment will not exceed fifteen cents per thousand per mile. The first cost of the road is not so excessive as is often believed, on account of the cheap, rapid construction, the use of second-hand rails, and the fact that the ties are at hand, and, while conditions may differ in localities, and the character of the ground has much to do with it, it can be generally stated that three to five thousand dollars per mile of track will build a good, substantial road, ready for use, and when the operations are completed, about two-thirds of this can be salvaged for further use, or disposed of to some other operating company.

The logging railroad has also another decided advantage, in that supplies and other materials necessary for use in the woods can be hauled in, and thus save great expense in toting long distances by horses. It is also reasonable to believe that, if the operations are carried on the year around, smaller crews will be used, and consequently the greatest efficiency secured, and a considerable amount saved in the cost of building camps and other structures necessary for a big operation carried on for a few months.

In the layout of a logging railroad, considerable caution should be used in its location. Many people consider that it is necessary to use a regular railroad location engineer, and he often considers merely the grades and the cost of the construction, without considering the means of getting the timber to the road. It is well, in every case, before a road is located, to make a careful survey and estimate of the timber, and then study the location by the aid of this timber map. A road costing a slight amount more will oftentimes, in that case, operate with greater efficiency, and save many times its cost by lessened expense in handling the timber.

# St. Maurice Forest Protection Work

### Results of Year's Work Show Value of Co-operation—Government Urged to Pay Half Cost of Fire Fighting

Departing from their usual practice, the members of the St. Maurice Forest Protective Association held their annual meeting this year at Three Rivers, P.Q., instead of at Montreal. The meeting was convened for February 12, but after a discussion on the constitution it was adjourned until March 4, when the following officers were elected: Messrs. S. L. de Carteret, president; Ellwood Wilson, vice-president; J. M. Dalton, F. T. Ritchie, R. F. Grant, and Chas. Lebrun, directors; Henry Sorgius, manager and secretary-treasurer.

In his report, Mr. Henry Sorgius, stated that the membership was increased by the admittance of the Tourville Lumber Mills Company, Charlemagne & Lac Ouareau Lumber Company, William Copping, G. C. Piche, W. H. Weber, St. Gabriel Lumber Company and E. M. McLaren. The area patrolled was increased by 1,333.38 miles, or 853,363 acres. The expense of fire fighting exceeded that of previous years owing to the long spring drought. A special assessment of 1-10th of a cent. per acre was levied to cover cost of fire fighting during the past season. The cost of patrol during the past season did not exceed the general assessment of ¼ of a cent per acre.

Owing to newly acquired area the force of Inspectors was increased by two men. The mileage made by the rangers totalled 80,578 miles. The prosecution of offenders against the fire law had greatly lessened the fire evil, as had the issuing of burning permits during the prohibited season. Proof of this was shown by District No. 1 where the fires decreased from 105 in the 1913 season to 4 fires in the 1914 season. The Provincial Government was most vigorous in prosecuting claims made by the Association against offenders against the fire law.

A large percentage of the fires were caused by river drivers. It is recommended that the superintendents of the various woods operations be more definite in their instructions to their agents, foremen and all men under their supervision in regard to forest protection and fire prevention. Of the total number of fires set during the season, ten were caused by fisherman and sportsmen, the various fish and game clubs in the territory continued their good work in instructing their guides and guests regarding the protection of the forest from fire.

The non-completion of the National Transcontinental Railway forced the Association to patrol that right of way again during the past season. The section-men under the supervision of the railway contractors were the cause of needless expense and trouble. On May 10 the section-men while burning their debris along the right of way, caused fire to be set on the adjoining land, burning over a large area. When questioned as to the setting of the fire they replied that they had received orders from the road-master to burn the debris. No precaution whatsoever was taken to prevent the spreading of the fire. This was but one of many similar cases where far-reaching orders were thoughtlessly given and blindly acted upon by men of only ordinary intelligence and no knowledge of the disastrous effects resultant from carelessness or oversights on their part. As long as road-masters and others in control of right of way crews continue to give general orders regarding burning of brush, oil ties, grass, etc., without arranging for a thorough inspection as to piling and segregation before burning, so long will property adjoining the right of way be in danger of burning. Properly controlled, the section-men on any railroad could be and were of the greatest assistance in preventing fire damage on lands adjoining the right of way. It should be just as much a part of the section-men's duty to keep the right of way free from inflammable matter as to keep the track in order. Gathering and piling of debris could be done at any time and with practically no supervision once instructions were understood as to how and where to pile, but positively no burning should be done without the presence of a fire ranger or inspector responsible for the burning and whose first precaution should be to see that piles are a sufficient distance from all other inflammable matter, and that burning is done only in calm weather, preferably when the ground is damp.

The number of fires extinguished last season was 231, which were caused as follows: by children, 1; club guardian, 1; dam keepers, 1; drivers, 22; explorers, 1; fishermen, 10; Indians, 1; jobbers, 3; lightning, 2; old fires, 6; portagers, 1; railroad, 56; settlers, 80; unknown, 46. Of the number of fires 61 required extra labor at a cost of $13,002.82.

About 514 miles of portages and trails were cut and cleaned. Seven new look-out stations were erected.

Thanks of the Association were due to the Hon. Jules Allard, Minister of Lands and Forests, and Mr. W. C. J. Hall, Superintendent of the Forest Protection Branch for their generous assistance. The firm stand taken by the Government in prosecuting all persons against whom evidence could be obtained relative to disobeying the Forest Protection Law was to be highly commended.

Mr. Sorgius also mentioned the co-operation of the various parish priests in drawing attention to the importance of the Forest Protection Law. Leaflets for school children were published by the association in co-operation with the Department of Lands and Forests and the Department of Public Instruction, for distribution among the school children throughout the Province.

The following recommendations were made: That the association recommend to the Provincial Government the necessity for having settlers obtain written permits from fire-rangers at all times of the year before burning debris in their clearings; that the association continue its efforts to induce the Provincial Government to pay half the total cost of fire-fighting in place of the present fixed allowance; that more stringent orders should be given by members of the association to their men travelling in the forest as to the danger of small fires, and that they should be instructed to extinguish fires immediately on discovery; that it be recommended to the Railway Commission of Canada that all railway employees should obtain burning permits for the burning of any debris along the right of way, from the Fire Inspectors or Rangers in their respective districts; and that it be recommended to the Railway Commission of Canada to order the placing of screens in smoking car windows of all trains passing through wooded districts, during the fire season.

The financial statement showed total receipts of $32,159.60, and disbursements of $29,617.21, the balance in the bank being $2,542.39. A comparative statement of the cost of operations for the season gives the total as $28,603.50, including $3,537.22 received from the Government. The actual cost per square mile including fire-fighting and patrol work was $2.25, the cost of the Association being $1.97; this compares with $2.088 and $1.668 respectively in the previous season.

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## Court Dismisses E. J. Rainboth's Claim

The apeal entered by E. J. Rainboth, land surveyor, Ottawa, against the judgment of the Court of Review given last June in a suit against M. J. O'Brien, railway contractor, of Renfrew, has been dismissed by the Court of King's Bench. The case was originally heard by Mr. Justice W. A. Weir, who upheld Mr. Rainboth's claim. The Court of Review reversed this, dismissing the action and the Court of King's Bench has now upheld the Court of Review's judgment. Mr. Rainboth had claimed an undivided quarter interest in timber limits valued at $2,000,000 in the Upper Ottawa district, under an alleged agreement with Mr. O'Brien in 1901. The Superior Court in 1913 upheld Mr. Rainboth's claim and ordered the defendant to give him a quarter interest, subject to certain deductions, or to pay him $500,000. The Court of King's Bench now finds that Mr. Rainboth has the application of the railways for an increase in their freight on all failed to establish any rights to a share in the limits. The Court laid special stress on the fact that during eleven years Mr. Rainboth had made no claim of any kind upon the defendant in reference to his alleged rights in the limits. His silence, they found, was strong confirmation of Mr. O'Briens version of the transaction between him and the plaintiff, that the agreement invoked had nothing to do with the limits in question. Mr. Rainboth's action was therefore dismissed, and he was condemned to pay the costs in all courts.

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## An Interesting Legal Action

A claim for $30,000 damages against the G. T. P. Railway Company, by the Fort George Trading and Lumber Company was recently brought before Mr. Justice Clement at Vancouver. The plaintiffs, who have been operating in the Fort George district for several years, claim that during the spring and summer of 1914 they were prevented from getting out any logs by the G. T. P. Railway building a trestle bridge across the Fraser River just above their mill. Log rafts were forbidden to go down the river for fear of carrying away the bridge. The defendants claim that they left an open portion in the centre of the bridge spans to enable logs to go down the river. The plaintiffs say that this was useless because another river close by diverts the stream from one side to another according to the strength of the current from day to day. Several other companies are watching the result of this case, as a number of other cases developing out of the same situation are to be tried subsequently.

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## North Shore Stocks Practically All Sold

An authoritative report received by the Canada Lumberman in regard to manufacturing operations on the North Shore of Georgian Bay States that practically all of the large manufacturers have sold their 1915 cuts at prices averaging about the same as the prices for the 1914 cut. The report states that the Edward Hines Lumber Company have purchased the stock of the Nesterville Lumber Company; that Mr. Geo. D. Jackson has sold all of his stock; that McFadden and Malloy have sold 12,000,000 feet to Toledo firms; that P. Shannon & Company, whose stock is cut at Brennen Harbor, have sold over 10,000,000 feet, the red pine going to Detroit and the white pine going to Tonawanda parties, and that Eddy Bros., of Blind River, have sold their cut.

# Big Alex Wouldn't Do

**An Incident From Life—By S. H. Howard**

**KITCHENER WOULD HAVE PASSED HIM BUT HE DIDN'T HAVE A CHANCE**

When the mail came into Camp Number Five of the Black Spruce Lumber Company in North Saskatchewan, there was a general hullabaloo, for the camp lay 70 miles from the railway track, and there had been no mail in there for three weeks. A cadge team had arrived with a load of oats, and the teamster had brought all the letters, post cards and newspapers that had collected in the last month. He took this mail matter into the office for distribution in the official manner by the clerk of the camp. Darkness sets in early in November, especially in the spruce. So the sawyers and the skidders were back in camp waiting with more or less patience for the cook to announce supper, when the sleigh bells anounced the arrival. The men rushing out doors, crowded around the teamster and followed him into the office, where they seemed to fill up the little log building with more than it was ever intended to hold.

"How about the war, Jerry," was the shout. "Have we trimmed them German dog-eaters yet?"

"Kitchener wants men," blurted Jerry, by way of a bulletin to his questioners, and then he tore himself loose to see after his team.

Big Alex McVey received his back copies of the Prince Albert Times and retired to his bed. The shelf on which perched one of the coal oil lamps which lit the camp, was on the wall near his upper bunk, and he could lie on the broad of his huge back and read the news very comfortably.

"Kitchener wants men," he murmured aloud, "Kitchener don't care hether they know their right foot from their left so long as they can shoot."

After supper he sat on the bench before his bunk smoking tobacco and considering the matter.

"I'll bet you I could kill a good few of them Germans—if they didn't get me first," he remarked "I've a good mind to go out to the front and enlist."

By "front" Alex meant the frontier of civilization, not the front of battle in France as described in the war despatches.

His friend George Macdonald considered the point without prejudice.

"I'll go if you will," said he.

"It's a bet," said Alex promptly.

Together presently they crossed over the camp yard to the office through the darkness, and "got their time."

The foreman was there.

"Going out, boys?" exclaimed he in surprise.

"Yep," returned Alex briefly.

"Going to enlist," added George.

"Sorry I haven't got a team going out to-morrow," said the foreman good naturedly. "It's a good 70 miles to the track, but you can stop at the company's half-way depot and put up there to-morrow night."

"I high-banked it in, and I can high-bank it out," observed Alex in the idiom of the log drive.

At three o'clock next morning the cook gave the two men breakfast before calling the camp, so that they could get an early start. They "hit the tote road" by four, each man with his "turkey" on his back. That evening about 4.30 they surprised old man Munro by walking into the depot camp. They had made the first 40-mile stage of their journey in 12 hours, walking in two inches of soft snow, and carrying packs. They left next morning at six, covered the remaining 30 miles, and caught the afternoon train for Prince Albert. Here they cashed their checks and found themselves in possession of a little more than $100 cash, each.

With creditable directness of purpose they proceeded to enlist. But they found their first difficulty. The Prince Albert contribution to the first contingent had gone to Valcartier long since, and was now in England. Recruiting for the second contingent had not begun yet.

"Let's go down to Winnipeg, and enlist there," suggested George.

"Come on," said Alex.

Down to Winnipeg they came, and they came at their own expense. Same story here. "Not ready yet. Join a militia regiment and wait round for a while."

"Let's go east, and enlist," said Alex.

So they bought tickets for Toronto, and their rolls, apparently substantial in Prince Albert, shrunk now very visibly. Three days later they appeared on the streets of Toronto, and later they found the Armouries. After a time too, they found a recruiting sergeant, and applied to enlist in the 36th Regiment, Peel. They selected this corps because it was the first one they encountered.

"Come back to-night and be examined by the doctor," said the recruiting sergeant, after specifications had been written down.

That night in one of the side rooms at the Armouries, a score of men and youths, stripped to the skin waited their turn before the doctor. City youths mostly, with overcoats thrown over their shoulders, and smooth stringy bodies. Big Alex McVey and his friend from the far northwest, stood in the line waiting too. Their red brick winter-beaten faces contrasted strangely with the snowy white of their bared bodies.

A bit of a young office clerk was up before the doctor—a boy with nicely turned limbs, smooth and small. Of brawn such as is associated with work in the open he had none, but he passed the examiner without a flaw, a fit and proper person to stop a German bullet. Beside Alex McVey who followed him, the clerkly boy recruit looked like an effeminate child.

Alex threw off his overcoat and stood naked before his appraiser. He didn't need to square his shoulders into the position of attention. His huge clavicles did that for him without conscious contraction of the muscles. His chest seemed flat below the big protruding collar bone under the red line of the weather-beaten neck, but the throat swelled out to an enormous depth by the time it reached the latitude of the heart. He was a raw-boned specimen all through, like a big young draught horse after a winter's work in the bush. There was not an ounce of fat visible on his whole carcase. For all the spareness of flesh, however, there was a tremendous indication of power in the muscles which levered those great bones. Most remarkable were his forearms—the arms of a man who works with his hands. They stood out the more prominently, those forearms, in that they were sunburned and weather beaten, brown-red like his face. His great boney wrists, and wide sinewy hands were the color of leather. Spare-ribbed, lean, huge, the North man stood there physically fit, trained, not by the artificial exercise of a few months, but by hard work in the woods, and the spartan habits of a life time.

At the command of the examining doctor he went through all the motions used to display a man's "action," with utmost docility and with the utmost ease. He expanded and contracted his broad chest, went down on his knees and rose again without disturbing his balance, or using his hands, answered all questions sharply, intelligently and to the point, and behaved generally like a man admirably in possession of all his faculties, physical and mental. His heart and lungs were sounded, his teeth examined, his eyes tested, and no fault was to be found.

The medical man paused.

"What's the matter with that toe?" he demanded suddenly. He pointed to the big toe of the right foot, upon which Big Alex was at the present moment bearing most of the weight of his 190 pounds.

"Cut it with the axe one time," returned Alex.

What makes the toe lie over inwards like that?"

"Sinew's cut, never joined up again," explained Alex. "Can't wobble it any more."

He smiled frankly, knowing the insignificance of the injury.

"Does it always lie over sideways like that?"

"Yep."

"Bother you any when you walk?"

"Not a mite."

The doctor consulted his associate officer, and looked in a book. Then he turned to Alex and shook his head.

"Can't pass you," he said.

"What's that?" asked Alex, uncertain.

"Rejected," said the doctor. "Next man."

"But Kitchener doesn't care whether a man knows his right foot from his left," objected Alex.

"Can't help it, the regulations are laid down; we can't go past the regulations," returned the medical examiner. "How long could you keep up on a march with a toe like that?"

"Well," began Alex, "I've high-banked it some. I high-banked it out and that's—"

"Next," shouted the doctor so sharply. Alex stepped aside.

George Macdonald was "next," but he gave way to the man behind him.

"What are you going to do?" he asked his friend in a low voice.

"Me for the golden West, I guess," said Alex, beginning to climb into his clothes.

"How much money you got?" enquired George.

What do I need money for?" enquired Alex. "I'm going' to walk." "I'm with you," said his old stall companion.

And together they dressed, left the British army to its fate, and took to the high bank.

# WANTED & FOR SALE DEPARTMENT

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 15 cents per agate line (14 agate lines make one inch.) ($2.10 per inch) each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word net. Cash must accompany the order. Minimum charge 50 cents.

Advertisement must be received not later than the 10th and 26th of each month to insure insertion in the subsequent issue.

## Wanted–Lumber

### Basswood Wanted

No. 2 Common and Mill Cull. Winter cut preferred. Apply Firstbrook Brothers, Ltd., Toronto, Ont. 7-tf

### Wanted to Purchase Timber Lots

Would pay cash for good tract of mixed timber convenient to railway. Please state location, estimate and price first letter. Apply Box 167, Canada Lumberman, Toronto 6

### Poplar Wanted

150 M. Ft. 4/4 mill run for shipment in four weeks time. Box 161, Canada Lumberman, Toronto, Ont. 6

### Wanted

A quantity of Clear Maple Squares, 1⅛ in. x 1⅛ in. x 42 in. Quote prices in car load and part car load lots. Box 157, Canada Lumberman, Toronto. 6

### WANTED

For early spring shipment
10 cars 4 ft. white pine lath No. 3.
10 cars 4 ft. white pine lath No. 2.
2 cars 4 ft. white pine lath No. 1.
10 cars 4 ft. hemlock lath No. 2.
5 cars 4 ft. hemlock lath No. 1
AMERICAN LUMBER & MFG. CO.,
5-8 Pittsburg, Pa.

### Wanted To Buy

500,000 ft. 1-in. Cull Pine.
50,000 ft. 1-in. Cull Basswood
50,000 ft. 1-in. Cull Hardwood.
1,000,000 ft. 1-in. and 2-in. Hemlock.
200,000 pieces 1½-in. lath.

Apply Box 139, Canada Lumberman, Toronto. 4-7

## For Sale–Lumber

### For Sale

For shipment May 1st car lots Cheese box, Veneer. G. R. Jones, Eldorado, Ont. 6-9

### We Have a Full Stock

of Hardwood, Hemlock and White and Norway Pine Lumber, Norway and White Pine Piling, up to 60 ft. Keenan Bros., Limited, Owen Sound, Ont. 3t.f.

### We Can Cut To Order

Spruce or White Pine Timber up to 12 x 12. Inquiries solicited.

H. C. DUNBAR,
1 t.f. Haileybury, Ont.

### FOR SALE
### Norway Pine—Mill Run

| | |
|---|---|
| 1 x 4/5 x 10/16 ft. | 1,000,000 ft. |
| 1 x 6 | 500,000 ft. |
| 1 x 8 | 85,000 ft. |
| 1 x 10 | 14,000 ft. |
| 2 x 4 | 165,000 ft. |
| 2 x 6 | 220,000 ft. |
| 2 x 8 | 320,000 ft. |
| 2 x 10 | 218,000 ft. |
| 2 x 12 | 65,000 ft. |
| Norway Pine Culls | |
| 1 x 4 and up x 10/16 ft. | 1,500,000 ft. |

DEVON LUMBER CO.,
5t.f. Ottawa, Ont.

### Lumber For Sale

200 Pieces 1 x 15 and up 22 ft. Cypress.
375 Pieces 1 x 15 and up 24 ft. Cypress.
Clear for boat building, in stock at Montreal.

GEO. C. GOODFELLOW,
c Montreal, Que.

## Wanted–Machinery

### Wanted to Buy

24-in. second-hand rotary bed planer. Up-to-date. First-class condition. Address Box 144, Liverpool, N.S. 6

## For Sale–Machinery

### For Sale

One Whitney 50-in. scraping machine, complete with knife grinder. It has been in use about one year. Will sell on easy terms. Address

AMERICAN COMPOUND DOOR CO.,
4-7 21st and Morgan Streets, Chicago, Ill.

### 75 H. P. Steam Boiler

with usual fittings, all in splendid order. Band rip saw, Fay & Egan make, shaving exhaust double fan, with quantity of pipes, etc. Flooring matcher, with Sherman flooring boring machine, also shafting, hangers, pulleys. Also a complete saw mill, capacity about 10 M., including good building if wanted. Cheap for cash, or terms, or Hardwood lumber taken in exchange. J. S. Findlay, Owen Sound, Ont. 3-10

### Woodworking Machinery For Sale

1 No. 51 Crescent universal woodworker; 2 24-in. planers and matchers; 3 12-in. buzz planers; 1 12-in. four-side moulder; 1 No. 802 Canada Machinery Corporation shaper; 5 30-in. Ideal pedestal bandsaws; 2 No. 619 Canada Machinery Corporation saw tables; 1 36-in. double drum sander; 1 20-in. American wood scraper.

H. W. PETRIE, LTD., Toronto.

### Rebuilt Veneer Machines

We have the following rebuilt Coe veneer lathes and clippers ready for immediate shipment:

Lathe, 50-in. swing, 88-in. knife, 6-in. spindles.
Lathe, 50-in. swing, 64-in. knife, 5-in. spindles.
Lathe, 50-in. swing, 76-in. knife, 6-in. spindles.
100-in. power clipper.
64-in. foot power clipper.

These machines are decided bargains and carry the same guarantee as we give our new ones. Prices on application.

THE COE MANUFACTURING COMPANY,
23t.f. Painesville, Ohio.

## Wanted–Employment

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents

Position wanted as band saw filer, double or single cut. A1 references. Address Box 140, Canada Lumberman, Toronto. 4-7

BAND SAWYER is open for position. References will vouch for ability and habits. Address Box 159, Canada Lumberman, Toronto. 6

Inspector wants position. Fifteen years' experience in Lumber, Ties and Timber. Yard or road. Good references. Box 158. Canada Lumberman, Toronto. 6

Lath Mill Man wants position to run a lath mill by the day or per thousand. Will go anywhere. Ten years' experience. References. Box 151, Canada Lumberman, Toronto. 5-7

Position wanted as saw mill foreman or millwright. Can give best of references. Age 44. Address Box 141, Canada Lumberman. Toronto. 4-7

Mill or General Superintendent wants position. Eastern and western experience. Splendid record. References. Box 131, Canada Lumberman, Toronto. 3-7

A1 Band Saw Filer wants position. Double or single cut. Will go anywhere with good season's cut. Best references. Box 138, Canada Lumberman, Toronto. 4-7

Position wanted by salesman who can give results by keeping the stocks moving. Good connection in Toronto and Western Ontario. Age 30. Apply Box 163, Canada Lumberman, Toronto, Ontario. 6

WANTED situation as sawmill Foreman. 29 years' experience in high capacity Mills. Expert Mechanic, Band Mills a speciality. Thos. Sissons, 234 Liverpool Street, Montreal, P.Q. 5-7

Wanted to get in communication with a lumber firm who need the services of an up-to-date circular mill man, to take charge and do his own filing. 128½ Lansdowne Avenue, Toronto, Ont. 4-6

Position wanted as Secretary-Treasurer or Office Manager of lumber and woodworking business. Thoroughly experienced in Lumber Factory and Office routine. Capable accountant and correspondent; 17 years with one large Ontario company. Best credentials. At present engaged. Box 147, Canada Lumberman, Toronto. 5-6

Position wanted by manager. Have learned the business by practical experience, east and Pacific Coast. Managed all branches; expert on manufacturing, also mill designing and building. Good organizer and cost reducer. References guaranteeing efficiency and character. Box 130, Canada Lumberman, Toronto. 3-7

WANTED to get into communication with lumber firm who can offer position of responsibility. Good general knowledge, having filled positions from mill hand to paymaster. Preference for work at mill, hard worker, good references, age 31 years, married, sober. Box 168, Canada Lumberman, Toronto. 6

Expert Band Saw Filer wants position. Fourteen years' experience on single and double cut saws. No proposition too large. Guarantee satisfaction in hard or soft woods. Strictly sober. A No. 1 reference. Address Saw Filer, P. O. Box 692, Memphis, Tenn., U.S.A. 6-9

Position wanted by factory superintendent. Have learned the business by practical experience in large factories. Managed all branches. Expert in the manufacture of veneer and veneered cabinet work. Special knowledge of planing factory construction and equipment. Good organizer and cost reducer. Best credentials. Box 397, St. Jean, Que. 6-8

Position wanted by competent manager, with fourteen years' experience, familiar with grading for every market, also finance department of the business. Experienced in every branch from Stump to Market. Owing to present conditions would take a position looking after the sawing or shipping White Pine. Box 164, Canada Lumberman, Toronto, Ontario. 6

### Position Wanted

A competent lumber Inspector or Salesman wants position, 18 years' practical experience both soft and hardwoods. 13 years with large Ontario firm, 5 years with planing mill firm as shipper and yard foreman. Can get results. Box 166, Canada Lumberman, Toronto, Ontario. 6

## Wanted–Employees

**Advertisements under this heading two cents a word per insertion. Minimum charge 50 cents**

WANTED—An experienced shipper to ship and inspect lumber in Ontario. Apply Box 135, Canada Lumberman, Toronto. 4-7

WANTED—First-class man for travelling and selling lumber in Ontario. State age, experience and salary expected. Apply Box 136, Canada Lumberman, Toronto. 4-7

Experienced man wanted to take charge of planing mill. Must be capable of taking full charge of machine, grinding knives, etc. State references and experience. Box 153, Canada Lumberman, Toronto. 5-6

## Business Chances

WANTED practical man to take third or half interest in Lumber, Stave and Heading Mill, well equipped, well situated, and making good money. Box 169, Canada Lumberman, Toronto. 6

### Wanted

Log contract by reliable party with good outfit of horses and shanty plant. From four to eight million yearly. Apply Box 161, Canada Lumberman, Toronto, Ont. 6-7

### Timber Limits For Sale

Can be quickly and profitably disposed of by advertising them on this page. This is where buyers of timber property look for opportunities to invest. If your "ad" is here the investor will see it. Canada Lumberman, Toronto, Ont. tf

### FOR SALE
### Saw Mill at Village of French River (C.N. Rly.) Ont.

Mill and Equipment consisting of Double cut Band Mill Saw. Circular Saw, No. 1 Wickes Gang Saw and Lathe Mill. Capacity 80,000 to 100,000 feet daily.

Boilers, 5 large, capable of generating 750 h.p. Complete Machine Shop. Tug for Towing Logs. Three tramways with 50 cars. Large boarding house and 50 cottages. Stable. Ice house. Two storehouses. 154 acres of land. Water shipment from French River, Georgian Bay.

Bryan Pontifex, Liquidator,
Ontario Lumber Co., Ltd.,
5-6 2 Leader Lane, Toronto.

## Timber Limit

**Berth No. 6 (Sale of 1885) lying between the Township of Mowat and the Georgian Bay and East Channel of French River, exclusive of Indian Reserve.**

The undersigned invites offers for the Timber on Berth 6 as covered by Government License.

Quantity about 7,000,000 feet, mostly White and Red Pine. These estimates are not guaranteed in any way.

Government License can be inspected at my office.

BRYAN PONTIFEX, Liquidator,
Ontario Lumber Company, Ltd.,
2 Leader Lane, Toronto.

**Sawmill For Sale**

Saw, Planing and Shingle Mill with lumber yard in connection. Building 46 x 70, steel roof. Capacity of sawmill, 12 to 15 M. per day. Lots of timber. A good retail business and a good business building summer cottages. This is a rare opportunity for a man with some push and a little capital to make some money. Good shipping facilities by water, 10 miles of the best of roads to Brucefield station. Owing to a combination of bad health, other interests and a heavy financial loss, I will accept any reasonable offer and give any reasonable terms. Will keep a half interest with working partner. Come and see this and go over the books. W. A. Mustard, Bayfield, Ont. 3-7

**Miscellaneous**

**Wanted**

A responsible firm to contract to take out railway ties. Apply Box 143, Canada Lumberman, Toronto. 5-6

**Sawing Contract Wanted**

To manufacture at our mill in Collingwood 3 to 4 million feet, either Hemlock or Pine. Season of 1915. Kent Cooper Lumber Company, Limited, Collingwood, Ont. 6

**For Sale**

Copies of "The Preservation of Structural Timber," by Howard F. Weiss. Published in 1915 by McGraw-Hill Book Company. 312 pages, illustrated. Price $3.00. Canada Lumberman, 347 Adelaide Street West, Toronto.

**Tug Boat For Sale**

Wooden hull, strongly built. Length 54½ ft., beam 15 ft., depth 5 ft. 9 in. Compound engines 8 in. x 16 in. x 12 in., condenser, steam winch, Jenckes Marine boiler 7 x 7 ft., two corrugated furnaces. All in good condition. Apply to

J. RICHARDSON CO., LTD.,
5-8 Matane, P.Q.

**Do You Want to Buy or Sell?**

If you wish to purchase or dispose of a particular stock of lumber or logs, a mill property or timber limit, or some second-hand machinery, the CANADA LUMBERMAN AND WOODWORKER will bring quick returns. Use our "Wanted and For Sale Department."

**Saw Mill Machinery For Sale**

Sawmill near Sellwood, Ontario, daily capacity 60,000 feet. All machinery including:—Log Ladder, Bullwheel, Steam Kicker, Log Loader, Stationary Steam Nigger, 42-in. Steel Carriage, 10-in. Steam Feed, 8 ft. Double Cutting Bandmill, Cast Iron Lumber Table, 5-Saw Slab Slasher, 48-in. Big Champion Edger, Trimmer, Transfers to Edger and Trimmer Tables, Sorting Tables, etc. Also, Independent Lathmill, Filing Room Outfit and Power Plant complete. This machinery is of the latest design, practically new and in excellent condition. Offers will be accepted for all or any part of this machinery, where it stands or F.O.B. cars Sellwood.

The Waterous Engine Works Company,
22-t.f. Brantford, Canada.

**Coal and Wood Yard**

**Lease For Sale By Tender**

Tenders will be received up to and including March 20th, 1915, for the lease of the premises, 13 Somerset Avenue, Toronto.
Sheds, buildings, etc., valued at .. $150.00
One 5-ton scales, valued at ... ... 150.00

$300.00

This yard has a frontage of 90 ft. by a depth of 132 ft., and has been operating as a coal, wood and lumber yard for a number of years.

The rent is $5.00 per month and taxes, which amount to about $150.00 per year, making a total rent of approximately $225.00 per year.

A good coal and wood business is done in the Winter, while in the past a good lumber business has been done in the Summer, mostly low grade lumber. A good location for a man with some capital.

The present lease expires two years from May 9th, 1915.

All tenders must be accompanied by a certified cheque for at least 10 per cent. of the tender, and the balance to be paid when the tender is accepted.

Possession can be had at once, or upon payment of a substantial deposit, premises will be held until the first of May.

Any further particulars will be furnished on application.

Highest or any tender not necessarily accepted.

All tenders must be submitted to W. J. McCoy, Assignee, 615 C. P. R. Building, Toronto. 5-6

## Fire Tested Wooden Structures

The forest products laboratory of the Wisconsin University, Madison, Wis., is obtaining the opinion and advice of architects, engineers, fire chiefs, fire underwriters and city engineers on their proposed test of the fire restricting properties of treated woods used in modern buildings. In the preliminary work which has been done, apparatus for determining the burning point of treated and untreated wood has been developed and data of the combustibility of small pieces of treated and untreated woods and shingles has been obtained. Tests have also been made on various fire retardent paints.

For a test it is proposed to build a room with wood finished interior trim and flooring and furnish it with combustible material to represent furniture, bookcases, etc., and build a fire in the waste paper basket which will communicate with a desk, the whole to be fitted with ordinary doors and windows which will be closed. All the contents of the room are to be totally destroyed and notes taken on the final condition of the flooring and trim. The same test is also to be made using fire retardent doors, metal sash and window casings with wire glass windows. The fire resisting qualities of untreated wooden beams and various types of stucco and clapboards are to be ascertained. To test the inflammability of shingle roofs, burning brands are to be placed on natural shingle roofs and notes taken as to the character and extent of the damage done. Full criticisms of the proposed tests are invited from parties interested in the forest products laboratory.

## Balsam Fir For Paper Pulp

That balsam fir, a tree which a few years ago was considered of little value, is now in demand for pulp wood, is the statement made by the United States Department of Agriculture in a bulletin just issued on the subject. This demand has been brought about, says the department, by the enormous expansion of the pulp industry during the past two decades, with its present consumption of three and a quarter million cords of coniferous wood and the consequent rise in the price of spruce, the wood most in demand for paper making. In addition, the Department goes on to say, balsam has begun to take the place of spruce for rough lumber, laths, and the like, as the price of the latter wood has risen.

The chief objection to the use of large amounts of balsam fir in the ground-pulp process of paper making is said to be due to the so-called pitch in the wood, which injures the felts and cylinder faces upon which the pulp is rolled out. Balsam fir does not have a resinous wood, and the material which gums up the cylinder probably comes from grinding balsam under conditions adapted to spruce wood. Yet from ten to twenty-five per cent. and possibly more of balsam can be used in ground pulp without lowering the grade of the paper produced. It is known that with balsam logs left in water over a season this drawback practically disappears.

In chemical pulp, produced through the action of acids, these acids are known to dissolve the pitch, and any amount of balsam can be used, though some claim that too much balsam in the pulp gives a paper that lacks strength, snap, and character.

At the present time, balsam fir furnishes about six or seven per cent. of the domestic coniferous wood used by the country's pulp industry. The tree itself constitutes, numerically, about twenty per cent. of the coniferous forest in northern New York and Maine, and is abundant in many parts of New Hampshire, Vermont, and in the swamps of northern Michigan, northern Wisconsin, and Minnesota. It readily reforests cut-over areas, and attains a size suitable for pulp wood in a short time.

Under present methods of cutting, balsam fir is said to be increasing in our second-growth forests at the expense of red spruce, and with the gradual decline in the supply of the latter wood the fir will become more and more important commercially.—Disston Crucible.

## Advance in Spruce Predicted

The price of spruce is in line for a material advance in the opinion of many of the leading men in the trade in Maine. An extensive operator in spruce timberlands points to the smaller supply as a potent reason for higher prices in manufactured spruce. Referring to the possibility of relief from the forests of the Pacific Coast he says: "From this time on we can expect but very little, if any, lumber from this source, owing to the very high rates paid for European freights, which is attracting everything afloat to foreign trade, so that we shall be dependent upon New England spruce for our New England markets, as what little spruce the Eastern Canadian provinces have to spare finds a ready market in Boston. This, together with the fact that the cut has been unusually light, means very much higher prices for lumber in the spring than those now prevailing. A prominent lumber operator, discussing the market on spruce, says: "Spruce is harder to get every passing year, although at present it is the principal growth in northern New England and Canada. Spruce lumber will never be cheaper than at present. The pulp and paper mills are absorbing larger areas year by year. The growth is not equal to the demand. Spruce is certain to advance in price later in the season for several reasons; the cut is light this season in the forests, owing to dull markets, and money advances to operators were difficult to secure last fall; stocks in hands of local dealers are much lighter than usual, so that when trade starts up again and all begin to buy, prices will advance several dollars a thousand feet. Visible stocks will be swept away in a few weeks."

## Wood For Raising Steam

The difference between wood and coal is considerable. Beech wood gives 8,591 b.h.u. a little more than half of the best coal. Here is a point on which popular opinion is generally wrong. Fir yields 9,063 units. Most people have an idea that the hard woods, such as beech, oak, and birch, are better than the soft wood, and that they will give a better fire than the fir and the pine. Pine gives 9,153 units. The reason why people think so is probably because the hardwoods do not give off quite so much gas as the soft woods, and so burn on the grate in the same way as anthracite coal. Oak only gives 8,316 units, straw gives 11,322. Straw is an exceedingly good fuel if it is compressed into blocks and burnt on the grate like other fuel.

American coke gives 14,400, Durham coke gives 14,582, pure carbon, like really first-class wood charcoal, gives 14,647, so that some of these cokes give nearly as much as pure carbon. This shows that carbon is the foundation on which all the fuels are based. Some are a little higher in heat value than carbon, because they contain hydrogen; some a little lower, because of the ash.

A good coal may be taken at 14,000 heat units, and some cheaper coals are not worth more than 12,000 heat units.

**TIMBER CRUISES**

Timber Estimates, Forest Surveys and Maps.

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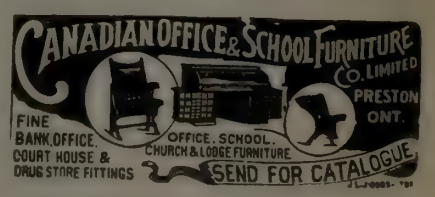
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# Review of Current Trade Conditions

### Ontario

It is not possible under present conditions to say much that is new in connection with lumber trade conditions in Ontario. One frequently hears from manufacturers and wholesalers, that trade is improving. One also hears more frequently than usual a report to the effect that a wholesaler had the best week that he has experienced for some time. On the other hand, reports are also heard frequently that other wholesalers have had a very poor week; all indicating that although there is a moderate volume of business in progress, trade is to a great extent spotty. A growing confidence is reported, however, by retailers who are now commencing to see definite results in connection with the approaching building activities. It has become reasonably certain that there will be a fair amount of building this spring, especially in those districts in which the agricultural interests are large, as the farmers have done well during the past year and are in a position to spend money upon improvements. In the cities, the building movement is also commencing to develop and while there is nothing as yet to indicate any unexpected volume of business from this quarter, it is expected that the amount of building in the cities will be sufficient to be an important factor during the coming spring and summer. The demand from factories is none too active as yet. So soon as it does increase, however, it will mean a busy time for manufacturers and wholesalers because factory stocks in the majority of cases have been greatly reduced. It is as yet too early to expect any results from the duty which has been placed upon rough lumber imported into Canada, but Canadian lumbermen in general are expecting that this will have a good effect in bettering the demand for Canadian pine, spruce and hemlock.

There is a fair trade in the cheaper lines of hardwoods for furniture making. The high grade stocks are also in fair demand for filling up yards where stocks are badly broken. The trade in hardwood trim is also good for the man who has desired widths and lengths in 1 in. birch. The medium grade of No. one common 1 in. birch is quiet because flooring concerns are not active. Cull hardwood seems to be enjoying a good demand. It is being used for ammunition boxes which use up quite a percentage of the low grade stock and some of the better grade. So far as Canadian factories are concerned, trade is of a hand-to-mouth nature. There does not seem to be any great volume of trade in basswood, although enquiries for quotations are more numerous. Trade in elm is quiet on account of the furniture factories being at a standstill. There is a good demand for Canadian hardwoods that will take the place of chestnut for veneer cores. This seems to be a result of the duty recently imposed upon imported stocks.

### Eastern Canada

Business continues quiet and unchanged at Montreal, but the milder weather is bringing out indications of more activity. Building permits for the past month made a fairly good showing. Freight rates to Great Britain continue high and uncertain. In the Maritime Provinces trade continues actively on account of the strong export demand, but there also the high and uncertain freight rates are resulting in trouble for the shippers.

Spruce manufacturers in Maine and some sections of New Brunswick have recently experienced unfavorable weather in connection with their logging operations, which may have some effect in reducing the output. The demand for spruce from Great Britain continues exceptionally strong, but manufacturers are still obliged to refuse profitable orders because they cannot find vessels to take lumber at rates which will enable them to do the business.

At Boston there is a little better enquiry from wholesalers for eastern spruce. Prices, however, have not shown any advance, and buyers are able to secure their requirements at a base price of $23. Random spruce is selling in moderate volume, but prices are steady, the current range being 2 x 3, $21; 2 x 4, $22; 2 x 6 and 2 x 7, $20.50 to $21; 2 x 8, $22 to $22.50; 2 x 10, $23 to $24; 2 x 12, $24 to $24.50. Good random covering boards are quoted by some producers at $20, others are waiting and refusing to sell under $21. New York yards continue to buy eastern spruce with caution. The call for dimension hemlock at Boston is light and prices are unchanged. Shingles continue quiet at Boston, some producers accepting $3.30 for white cedar extras. The best makes, however, are bringing $3.45. Red cedars are selling at a wide range. Choice makes are offered at Boston at $4.37. White cedar clears are quoted at $2.80 to $2.90 and second clears are quoted at $2.50 to $2.65. Lath are quiet at Boston. The range for 1⅝ in. is $4 to $4.15 and for 1½ in. $3.65 to $3.75.

### Great Britain

Trade has been going along in a normal manner at Liverpool of late, and the volume of business is far more extensive than one would expect, considering the remarkable difficulty under which it is laboring. Uncertain tonnage, exceptionally high freight rates, and delays in transportation are all acting as drags upon the extension of business activity. Any improvement in connection with these matters will bring about a great revival in trade activity. Although many merchants would like to speculate at present, they are hesitating on account of the exceptional uncertainties which prevail. Government requirements, however, are producing an extensive and varied demand. It is becoming more difficult daily to complete contracts for forward delivery on account of the scarcity of steamer room. At Manchester, spruce is going steadily into consumption and stocks are nearing exhaustion. Holders are more firm, the latest prices advised being as follows:—3 x 7, £16 10s, 3 x 9, £17 10s, 3 x 11. £18 10s.

The spot market at London shows very little noticeable change. Dock deliveries are still considerable for this season of the year, being well ahead of last year. There are indications that the building demand is likely to increase in the near future. A small amount of forward buying is reported, the only real obstacle being the question of freights. At Foy, Morgan & Company's recent auction sale 3 x 10 first Quebec spruce brought £18, 3 x 9 third Quebec, £16 15s and £16 10s, and fourths £15 15s.

A fairly extensive trade is reported from Glasgow, numerous ex quay and ex yard transactions being reported and the price tendency being still upward. Forward dealing is restricted. Quebec shippers have recently been visiting Glasgow, but it is reported that only a small amount of contracting resulted. A few orders are reported on an f.o.b. basis for timber and deals. Spruce is in steady demand and arrivals are inadequate. Values are naturally very firm. There is also a good demand for Pacific Coast spruce and "silver pine." Shipments of these woods are quickly snapped up.

### United States

Much has been said recently regarding the domestic conditions in the United States, which point towards a widespread resumption of industrial activity, yet it must not be overlooked that the most important governing influence at present continues to be the war in Europe. For this reason the average business man is still pursuing a policy of caution in regard to committing himself upon matters of expenditure. There is no question, however, that business is improving gradually and that the early conclusion of the war would bring about sufficient activity to bear a very close resemblance to a business boom. The number of unemployed is gradually decreasing and indications are that early in the spring most of the unemployed will be back at work. In connection with the railroads the situation has improved gradually. The movement of freight is heavy. Building projects are increasing to a fair extent. Farmers have been able to meet all their obligations because of the high price they received for their products and most of them have money to spare for improvements and investments. Lumbermen are looking upon the prospects for the coming season in a much more hopeful manner. Surplus stocks at practically all the important manufacturing points have been reduced until available supplies are now practically on a par with normal demand. The most promising feature of the situation is the improvement in the demand from the railroads. Southern pine, fir and oak manufacturers are feeling the benefit of this. Railroads and car builders have been buying steadily for several weeks, and there is a general feeling that they have only just begun. In general, the yard trade continues to show caution, but is expected to develop a fair amount of activity as soon as the spring building business is well open. According to the general opinion in regard to retail yard stocks, retailers will need lumber badly in many cases when they commence to feel the demand.

Opinions differ to some extent in regard to yellow pine conditions. Heavy rains have interfered with shipments and production and have also prevented the yard trade from developing much of a demand. The winter demand for yard stock, however, shows improvement, and there is a larger proportion of rush orders than there was a short time ago. Dealers are looking for a good country trade on account of the benefit to crops resulting from abundant moisture. Manufacturers on the North Pacific Coast are more encouraged about the outlook than they were a short time ago. There is a better volume of enquiries and orders for the middle west. Hardwoods in general

View of Mills in Sarnia.

# BUY THE BEST

Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

***"Rush Orders Rushed"***

## Cleveland-Sarnia Sawmills Co., Limited

**SARNIA, ONTARIO**

B. P. Bole, Pres. F. H. Goff, Vice-Pres. E. C. Barre, Gen. Mgr. W. A. Saurwein, Ass't. Mgr.

are showing an upward tendency, the demand for southern hardwoods in particular having become more extensive. Implement, furniture and automobile manufacturers are showing more interest in quotations. Northern hardwoods are commencing to show a little more activity. The input this year has been lighter than usual and dry stocks are now low.

Northern pine is commencing to show its customary spring-time activity. Shipments in Minnesota have increased and retailers are gradually coming into the market. It is reported that production has been the lightest in many years, as the logging season was cut short by soft weather at an early date. Mild weather has retarded operations of spruce manufacturers in Maine and parts of New Brunswick.

# Market Correspondence

**SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD**

## Greater Trade Activity Expected at Montreal

Montreal, March 6th (Special to the Canada Lumberman): No change in the general position of the lumber trade is to be reported. Business is slow, but as the weather shows signs of breaking up, a little more activity will no doubt be manifested in the immediate future. The winter has been a trying period for local firms, as, in addition to small orders, money has been difficult to collect and two or three big concerns have gone under. Considering conditions, building permits during the past month kept up very well. The number taken out in February was 107, of a value of $441,980, against 156 and $496,055 in the corresponding month in 1914. The total for the year to date was $645,241, compared with $905,700 in the corresponding period of 1914.

The situation as regards freights for Great Britain is still uncertain. The steamship companies cannot say as yet what tonnage will be available when navigation opens, as this will depend upon the requirements of the Admiralty. Neither can they say what will be the rates, this again depending upon the course of the war. The probability is that rates will run from 100s. to 125s. per standard, according to port, and it is understood that some space has been provisionally booked at 115s.

The new duties on lumber have created a difficulty which is perplexing several firms who purchased from United States mills prior to the budget announcement, and whose orders called for f.o.b. Montreal delivery. Local firms naturally claim that the additional 7½ per cent., which came into force before delivery was made, is payable by the sellers, who agreed to deliver the lumber at a certain price, and took all risks incidental to customs and freight. Some United States mills decline to recognize their liability, on the ground that the duty is a war tax, and as such is a purely domestic one which should in fairness be paid by the buyer. At least one firm protected itself by a clause, embodied in all the letters, which provided against such contingencies. It is to the effect that all quotations are "subject to existing freight rates when quotation is made and to existing customs regulations." The probability is that in some cases settlements will be made by sharing the duty, although it seems as if the buyers, strictly speaking, have no obligation to pay a cent.

The Montreal Lumber Association made a strong case, before the Railway Commission at Ottawa, against the proposed new schedule of railway rates. The members were unanimous in their protest against the addition of further rates, believing that the trade should not be further handicapped. The Railway Commissioners will sit in Montreal, probably in about a week's time, when the lumbermen will again be heard in opposition to the railway's proposals. The Commission will afterwards visit Toronto.

## Ottawa Trade Looking for Better Business

Ottawa, March 8 (Special to the Canada Lumberman):—As spring draws nearer the prospects are that business will be much better than many expected. The movement of medium grades of lumber to the United States from this district has increased considerably during the last two weeks and there are signs of better things. Locally there is some activity in building. The permits for last month totalled $67,500, compared with $87,000 in February, 1914, but though the decrease for February amounts to about $20,000, it is generally felt that this is small in view of the general business situation. There is no doubt that the feeling among lumbermen here is far from pessimistic, since the German attempt to tie up British shipping has proven such a failure, and the Anglo-French fleet has met with such success in the Dardanelles. In Ottawa there is no scarcity of money to loan to those who want to borrow on good security. Altogether it is safe to predict that trade will be much better this year than was thought a few months ago.

One of the features of the budget debate in the House of Commons last week was the charge made by Hon. Frank Oliver, former Minister of the Interior, to the effect that the tariff placed on lumber from the United States was the result of efforts expended by the so-called Canadian lumber combine. What the alleged "combine" is Mr. Oliver did not say. He claimed that the farmers in the West have been discriminated against in favor of the lumber trade. Mr. Oliver said in part:

"I see that the lumber combine figures quite successfully in this tariff. Lumber dressed on one side only was made free under the tariff of 1894 as a concession to the special conditions existing at that time in the prairie regions of Canada. It has been recognized as being an important benefit to the people of the western country. There have repeatedly been demands made upon the late government and this government to have that condition of free lumber removed. Today that lumber stands under a duty of seven and a half per cent.

"Lumber that costs $20 a thousand, which formerly paid $5, now pays $6.50, and lumber that costs $25 a thousand and formerly paid $6.25, now pays $8.25. If there is one organization in Canada that did not merit consideration at the hands of the government it is the lumber combine. Just how far the lumber combine will benefit by this duty I cannot say, but I find that during last year we imported, duty free, lumber to the value of $4,428,000, and that on that amount the revenue to the country will be $221,000. But we also exported nearly twenty million dollars' worth, showing that we are not dependent on imports for our supply of lumber."

The lumber trade in Ottawa are not taking this criticism seriously, but there is much indignation expressed among them that allegations of this nature, so entirely unjustified, should be made, when the truth of the matter is that, owing to the competition of imported lumber, the lumber industry in Canada, the only unprotected industry formerly, has been reduced to so low an ebb that it is questionable even if the small protection now imposed as a war revenue measure will be enough to give any effective relief.

## Barbados Market Report

S. P. Musson, Son & Company, Barbados, report under date of February 18th, as follows: Lumberstuffs.—White pine—We note the arrival of the Schr. "Evelyn" from Annapolis, with some 100 M. ft., which had been sold to arrive at $30 fer "merchantable," and $25 for "second quality," on Nova Scotian survey. Stocks are not heavy and further supplies are wanted. Spruce—The "Evelyn" also brought about 265 M. ft. This was sold to arrive some months ago at $27.50 and $21.50 respectively for "shippers" and "second quality." Since then a couple of cargoes have been sold to arrive, at $26 for "shippers," and $21 for "second quality." The market is fully supplied and further shipments are not required at the moment. Shingles—There is no improvement in the situation, both "long gaspe" and "cedar laying" are in very heavy stock with no enquiry. Shooks and wood hopps—There have been no arrivals during the fortnight of either.

## Brighter Prospects for B. C. Trade

Advices from the Pacific Coast indicate that there are good prospects for a revival in the lumber trade of the west in the near future. It is stated that the Government of France will arrange for the construction of one hundred thousand farm houses in the country which has been devastated by the war. This will be done in order to encourage food production and the speedy resumption of the usual activities of these large communities. It is stated that 150 ships will be needed to carry the lumber which the French Government is asking for, the total amount specified being 500,000,000 feet. Tenders on this quantity have already been sent from the Pacific Coast mills to Paris. Much lumber is needed at once, and it is probable that all the big mills on the Pacific Coast in Canada and the United States will receive portions of the order. It is said that many of the large mills of the Pacific States have already resumed operation on full time. It is also stated that the demands from the United States for this material have increased very greatly in recent months and that even if the war was not in progress the mills would soon all be busy. Pacific Coast authorities say that the rebuilding of Europe will give employment to the Pacific Coast mills for years to come, and that the prospect for lumber interests are very much brighter than they formerly were.

# Getting Acquainted

Is somewhat of a problem, at times, occasionally decidedly unpleasant You have probably found it so in both your buying and selling experience.

Why take a chance of having your pride, feelings or temper ruffled—stick close to your old friends, not quite the excitement may-be, but there's that peace of mind, that satisfaction in knowing that they can be depended upon.

There is no more dependable place on earth to get your Dressed Spruce, than Fenderson's—the value is in it—beautifully dressed—excellent grade—bone dry—you can bank on its being good when you place the order.

If you would help your business grow, handle better stock than the other fellow, your customers talk it over, if pleased, they build your business—if not pleased, they tear it down. Be jealously careful of your strongest advertising medium.

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**WE CARRY THE LARGEST AND BEST ASSORTMENT OF DRY SPRUCE IN CANADA**

# Fancy Woods and Veneers

THEIR ORIGIN, VALUE AND USE—COMMENT AND VIEWS ON AN IMPORTANT BRANCH OF THE TRADE.

## A New Substitution for Black Walnut

A correspondent of an English trade paper advocates the substitution of mahogany gunstocks for black walnut, on the ground that the former is cheaper and is as good, says Hardwood Record. At present the gunstock problem is pretty serious in England, and the correspondent criticizes the government for sticking to walnut merely because it has long been the custom to equip guns with walnut stocks.

The fact is, the employment of walnut is not a matter of fashion but is due to qualities which make it extremely serviceable. Mahogany is an excellent wood, and probably its principal drawback when made into gunstocks is its weight and low elasticity. It is about seven pounds per cubic foot heavier than black walnut; but to compensate for excessive weight, it is about forty per cent. stronger than walnut. Taking advantage of its greater strength, smaller stocks might be made to answer, and by doing this, a mahogany gunstock should be no heavier than one of walnut.

Weight and strength are only two of the factors entering into the gunstock question. The principal one is the elasticity of the wood, and it is here that, weight for weight, black walnut is unquestionably superior to mahogany. Elasticity is important in taking up the jolt caused by the discharge of the gun, and it saves the soldier's shoulder. That may not be of as great importance with the modern military rifle as with the old-fashioned musket whose "kick" was stunning; but the recoil of the modern rifle needs an elastic stock to take up the shock. Mahogany will do it fairly well, but not well enough to justify its substitution for walnut. Weight for weight, the elasticity of black walnut is twenty-five per cent. greater than that of American mahogany. It is probable that some of the African mahoganies would make a different showing. Some of them, particularly okume mahogany, are much lighter than black walnut, but figures to show their elasticity are not available.

The claim that Cuban or Santo Domingo mahogany is cheaper in the English market than American black walnut is surprising. It is generally supposed that walnut is from twenty to fifty dollars cheaper per thousand feet.

Aside from elasticity and weight, the comparison of walnut and mahogany does not show great differences in the qualities required in gunstock material. Both are of dark color and are not easily stained. They are not inclined to warp, check, shrink, or swell when they have been well seasoned. They take high polish and are handsome.

## The Meaning of "Solid"

A recent lawsuit in a county court in England turned upon the meaning of the word "solid" when applied to furniture. A customer, it is stated, ordered a solid mahogany bedroom suit and agreed to pay $61.75 upon delivery. He refused to accept the furniture, claiming that all the wood in it was not mahogany, consequently it was not solid. When the case came to court the maker of the furniture admitted that some of the inside parts were not mahogany, but he insisted that the articles conformed in every way to what in trade is called solid mahogany. The court's decision agreed with him.

Custom rules. If in ordinary business it is usual to apply a certain name to an article of a particular kind, the article may be legally sold under that name, without conforming to exact definitions.

The manufacturers of articles of mahogany and other expensive woods in the United States, especially caskets, fixtures, and fine furniture, frequently observe the letter as well as the spirit of the contract when they use the word solid. The cabinet-maker may be taken as an example. If a customer asks for a solid mahogany article, he is apt to get it; but that does not mean that all the wood is of as high class as that which appears on the outside. There are different grades of mahogany. The "sound wormy" is perforated with holes in large numbers and of various sizes, from a knitting needle to a lead pencil. This is the work of the teredo in tropical waters. Such wood is not suitable for outside work, but it is excellent for cores over which to glue veneers.

The hidden parts of the article may be of the perforated mahogany, and the covering consist of veneer of high grade. Cost is thus kept down, and yet the article contains no wood except mahogany. The same process may be followed when other woods are used. Solid articles may have fine figured stock outside, and plain and cheaper grades for the hidden parts.

Practically all good furniture, if the pieces are of large size, is built up. Table tops are of sheets of veneer glued upon cores of other woods. Solid pieces of that size would warp and check, but the built-up stock holds its shape. It is not customary to have cores of the same wood as the outer surface, yet that process is followed where the customer insists on solid wood. Massive table legs are occasionally made of expensive English oak, if the customer insists; but they are cheaper and better if a core of white pine, chestnut, or yellow poplar is within, and the covering only is of the expensive oak. If the customer objects to having a cheaper wood within, the maker has been known to build up the legs of the table with oak boards glued firmly together, and do the turning afterwards. That is done by the maker because a built-up piece is less liable to check than is the solid stock, and the customer gets the "solid" English oak table, legs and all.

It is evident that "solid" used in this sense does not mean that each part is one piece, but means only that the whole article is of one wood.—Hardwood Record.

## Encouraging Industrial Research

In an address recently delivered before the House of Commons, Mr. A. C. MacDonell, M. P. for South Toronto, made an interesting reference to the importance of industrial research, and although he made no definite mention of the Forest Products Laboraotries established by the Government two years ago in co-operation with McGill University, his remarks were such as to encourage the Government in the prosecution of this kind of work. "The idea is," Mr. MacDonell said, "to invoke the aid and assistance of our universities and great seats of learning and knowledge and to send out to the world practical, scientific men equipped with expert knowledge, to secure information in regard to manufacturing processes and to ascertain the location of markets, etc., with reference particularly to those products the supply of which hitherto has been in the hands of Germany, and which is now available to any one who may be able to capture it. There should be an established relationship between learning and industry. Laboratories of industrial research should be established at all great seats of learning and at our universities.

## Products from Douglas Fir

Tests of wood distillation at the University of Washington have proved that an average Douglas fir stump will yield from $13 to $16 worth of by-products. These tests have been made jointly by the Department of Industrial Chemistry at the University and the United States Forest Service under the supervision of Mark Darrin. Dr. H. K. Benson, head of the chemistry department reports as follows: A cord of wood will yield from $13 to $16, provided the products obtained from distillation can be disposed of at current market prices. The products are wood turpentine, wood tar, wood alcohol and charcoal. The turpentine market is not very active, but that for wood tar is rapidly becoming better, because of the inability of the American manufacturer to get coal tar. The charcoal market is dead, but I am confident that the establishment of a few industries on Puget Sound requiring charcoal would make profitable the industry of distilling fir stumps and mill waste.

## Burlington Route Buys B. C. Timbers

A report from Vancouver, B.C., states that orders have been placed by the Burlington Route, through the Forest Products Company, Limited, for 1,000,000 feet of rough lumber, which is said to be only a portion of a total requisition of 4,000,000 which is to be placed with British Columbia firms. The timber will be used by the railway for bridge construction and for roundhouses and terminal buildings. The Burlington Route, which is one of the largest of the transportation companies operating in the middle Western States, has been in touch with British Columbia timber interests for some time, following representations made on behalf of provincial industries. During the past eighteen months the Burlington Route has placed orders with Washington mills for 200,000,000 feet of lumber. The company's purchasing department now has requisitions on hand for 29,000,000 feet, it is reported. The Burlington Route in purchasing British Columbia timber, is following an example set a short time ago by the Great Northern Railway which placed an order through the Forest Products Company for more than a million feet of dimension timber. Both the British and French Governments have asked British Columbia timber firms for quotations on different kinds of timber and it is understood that additional orders may be placed after the shipments of 4,000,000 ties have been despatched. The lumber order for the Burlington Route will be shipped over the G. N. R.

# Mr. Lumber-Dealer
# Mr. Car-Builder
# Mr. Ship-builder

THE PIONEER MAHOGANY MILL OF CANADA

**Teak, Black Bean, and all kinds of Mahogany in Lumber and Veneers.**

**Door Stock in Ash, Oak, Poplar, and Birch cut to size or Log Run, Several Hundred Thousand Feet of Good Dry Mahogany in all Grades and Thicknesses Ready to Ship.**

***LET US FIGURE ON YOUR 1914 CONTRACTS***

## Dominion Mahogany & Veneer Company

**Montreal West, P.Q.**

# Form Forest Products Federation

## Lumbermen Take First Steps in Placing Wood Publicity on a Modern Business-like Basis

One of the most interesting and important meetings of lumbermen ever held in the United States took place at Chicago recently, the object being to commence the work of the proposed Forest Products Federation. The attendance represented all sections of the country and every branch of the lumbering industry. The movement was fostered by the National Lumber Manufacturers' Association and was endorsed by all other lumber associations. The Forest Products Federation as formed will represent no particular wood, but will have for its object the exploitation of wood as a building material and the development of new sources of consumption for wood products. Mr. R. H. Downman, New Orleans, president of the National Lumber Manufacturers' Association, presided at the meeting. The secretary, Mr. E. A. Sterling, before presenting his report read a telegram from Mr. J. M. Allen, secretary of the Shingle Agency of British Columbia, stating that the shingle manufacturers of British Columbia are in sympathy and heartily endorse the movement to further the legitimate uses of wood, and will give the Federation their support. The secretary then read his formal report, outlining the situation which had led to the formation of the Forest Products Federation. His report was in part as follows:—

The Federation is original in its conception, being the result of a preliminary meeting called by the National Lumber Manufacturers' Association at the suggestion of manufacturers, wholesalers and retailers; its executive committee represents all branches of the industry; its programme is unique, in that it presents authoritatively by committee reports and individual speeches the modern conditions which govern the use of wood; while finally it creates an unprecedented opportunity to organize permanently and effectively for the development of demand and the education of consumers. If any further facts are necessary to emphasize the seriousness of the situation, they will be presented here; if there is any doubt as to the advisability of definite concerted action, this is the place to express your views; and if anything is to be done this is the time to do it.

Wood is not being used in anywhere near all of the places to which it is adapted, or by proper selection and treatment could be made suitable and safe. The "other fellow" is taking business away from you every day. Either you don't know how to sell your product and make people want it, or you don't care. You are not up to date. You don't know enough about your own product or the conditions under which it is used. What is worse, you don't make the consumer want wood, nor do you use the simple available means of creating and holding a market. What have you ever done to show the construction engineer and architect where wood is best; what do you know about building codes and their effect on lumber consumption; or where have you ever held your own against competition by manufacturers of other building materials?

This meeting is for your benefit and for your use. Preparations for it have extended over barely two months' time. Its financial support has been derived from voluntary contributions by lumber associations and a few individual companies. It is largely the result of the personal efforts of a few men. It was not to be expected that the smaller organizations could contribute financially, nor those far distant send delegates. All, however, were advised of the meeting and supplied with literature. In the last six weeks over 32,000 copies of publicity matfer were distributed in addition to the general correspondence. Every comment has voiced a belief in the necessity and possibilities of the movement. If doubt exists it has not been expressed, unless it be in the silence of many who have not responded in any way. We can not escape the fact that there are those who do not sense a crisis in the lumber industry, who are sufficient unto themselves, or who believe the case is hopeless.

The more specific problems affecting the consumption of lumber today will be presented at the meeting. General information and details have been before you for months and years in the trade papers and through other sources of information. That there can be any question as to the existence of many factors, other than poor business conditions, which adversely affect the lumber business, hardly seems possible. If there is any doubt, however, that your failure systematically to promote the rightful use of wood is largely responsible for the depression in the industry and the crisis you are facing, just consider that:

Lumber consumption has fallen off in greater proportion than lumber building construction.

The lumber consumption has declined 50 board feet per capita, or 10 per cent. in the last eight years.

The city of Buenos Ayres is building 10,000 municipal houses. The materials used are confined to widely advertised products—cypress lumber and cement.

Substitutes for wood were 1/185 of all advertising in 1910, an increase of 618 per cent. over 1901.

Construction materials other than lumber are constantly being improved and perfected, and the consumer taught to use them effectively, thus permanently displacing wood, because the merits of wood are not presented and its uses and availability shown.

Powerful national organizations are working for the elimination of wood; while building ordinances conforming to these ends are being passed.

The lumbermen are using only 10 per cent. of the advertising space devoted to construction materials for maintaining the market they already have, while the manufacturers of other materials are using the other 90 per cent. in developing new markets. The effect is becoming evident, and the only reason there is still a lumber industry is that wood largely sells itself. As a construction material there is in value six times more lumber used than brick; nine times more than steel, and thirty times more than prepared roofings. Should these materials continue to get nine times as much publicity as wood?

A national agitation that "wood burns" is creating misunderstanding and misconception throughout the country, which is destroying confidence in the safety and utility of wood. That such propaganda is not based on fact is shown by statistics which prove that only a small percentage of fires are caused by the kind of building material. This is one of the most important single menaces to their business which the lumberman face.

The various associations of lumbermen have done something; a few of them have done much. These activities, however, are for particular woods or in limited regions. What we are meeting here for is to consider wood as such, to promote its use as a building material, and to organize for the good of the whole industry, from the timberland owner straight down the line to the ultimate consumer. The real big effective work to be done is outside the industry. Here is where demand originates and education counts. Sad but true is the fact that the lumbermen themselves must be educated, too; some to see the need of doing something; and some as to what they shall do. We are here at this meeting to do both. The opportunity is here and now, and if you go home without molding this temporary organization of the Forest Products Federation into a mighty power for creating demand and educating the consumer of lumber, the era of prosperity when it comes will not be for you."

A number of other exceptionally interesting and thorough reports were presented upon building codes, the lumber business, comparative prices of building materials, and a report upon an investigation of the agitation so widely spread throughout America under the slogan of "wood burns." Each of these reports bore definite evidence of the fact that the lumber industry was face to face with a determined campaign on the part of manufacturers of substitute building materials and that it was of the utmost importance to commence at once a vigorous and far-reaching campaign on the part of the lumber trade and industry in order to counteract the evil effects of this situation. The plan of the executive committee for permanent organization was presented and a committee to consider the plan and report upon it was appointed. This committee approved of the plan and amplified some of its detail. The organization is to be a department of the National Lumber Manufacturers' Association, but is to have a separate manager. The advisory committee is to consist of one retailer, one wholesaler, one timberland owner and three lumber manufacturers. This committee is to be created at once and have charge of financing the organization. It is proposed to raise $200,000 annually for five years. The work to commence when $50,000 a year for five years has been guaranteed.

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An attractive calendar for the year 1915 has been sent out by James D. Lacey & Company, timber land factors, 1750 McCormick Building, Chicago, which will be very favorably received by those who are fortunate enough to obtain a copy. The calendar shows a beautiful scene in the woods of the Pacific Coast, where a group of loggers are seated among a number of Douglas firs. The picture is handsomely hand-painted, and mounted upon brown board with cream colored border.

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## Personal Mention

Mr. Herbert W. Merrill, lumber merchant, Smith's Mills, has been appointed a magistrate for the district of St. Francis, P. Q.

Mr. E. T. Nesbitt, Quebec, P.Q., is taking a few weeks' holiday in Bermuda. The trip is undertaken in the nature of a rest-cure, Mr. Nesbitt not having been enjoying the best of health recently.

Mr. O. T. Swan, in charge of the office of Industrial Investigations of the Forest Service of the United States, has been elected secretary of the Northern Hemlock & Hardwood Manufacturers' Association.

Mr. Chas. E. Oak, of Bangor, Me., who is prominently identified with New Brunswick timberland interests, reports that about 90 per cent. of the usual cut of timber in New Brunswick will be taken out as the result of the present season's operations. Early in the season the estimate was generally placed at about 60 per cent., but recent developments have led to a considerable increase.

# Lumbermen: Save Money

## BUY NOW

# Davies'

**25 Gallon Barrels Sauer Kraut at $3.00 per Barrel Toronto**

We have 200 barrels only to offer at this price.

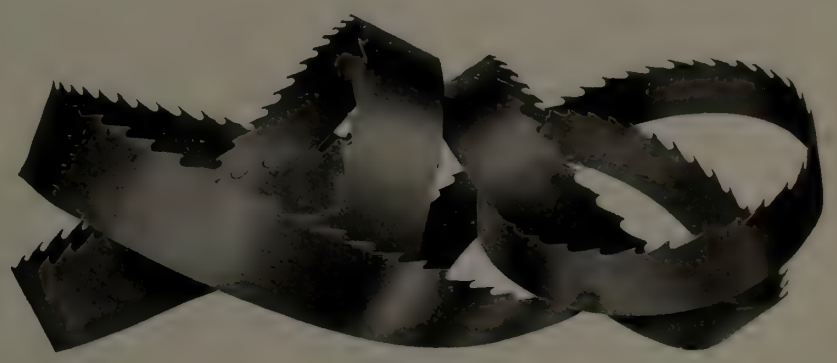
# THE WM. DAVIES CO., LTD.

**521 Front St. E., Toronto**

**PORK PACKERS AND PICKLE MANUFACTURERS**

# Not a Crack!

Bent and twisted beyond hope of repair—but the



## Temper and Toughness

of the

# DISSTON SAW

were equal to the strain.

## Henry Disston & Sons, Ltd.

**2 Fraser Ave., TORONTO, Ont.**

# Machinery and Equipment

**What Manufacturers of Logging, Sawmill and Woodworking Appliances are Doing**

## Carborundum's Wonderful Utility

Machinery Building at the Panama-Pacific Exposition, which opened at San Francisco on February 20th, will house some wonderful exhibits and among them will be the exhibit of The Carborundum Company, Niagara Falls, N.Y. In arranging this exhibit, industrial education was the principal thought as the visitor to the carborundum exhibit will gain a wealth of knowledge regarding many of the varied manufacturing processes in which the abrasive products manufactured by this company play a most important part, the plan, in brief being to show in most cases the articles in the crude and in the finished state together with the carborundum products with which the work was done. From manufacturing plants all over the country, from plants in England, India, New Zealand, Australia and South American countries the exhibits have been gathered and the result is a wonderful collection of materials ranging from steel shafts to watch dials, from tooth picks to sections of flooring, from flour mill rolls to needles, beautiful examples of cut and engraved glass, sueded skins, polished and moulded marble onyx, semi-precious stones and pearl work in the grinding, shaping or finishing of which carborundum products have been used.

Such an exhibit tells the story of the great progress made possible in the grinding or abrasive field by carborundum products. It is claimed that there is scarcely a manufacturing process of any description in which grinding materials are not used in some form and the carborundum exhibit at the Panama-Pacific Exposition will add a chapter to the interesting history of the development of the modern abrasive.

A few years ago carborundum was created in a little iron bowl from a handful of coke and sand fused by the power generated by a tiny dynamo. The first of it sold for forty cents a karat, and it was, at that time, used only for the purpose of rough polishing diamonds and other precious stones, being used in place of the more expensive diamond dust. Now, a million pounds of crystal are made at the carborundum plant in a month in electric furnaces, using enough electric power in 36 hours to operate a sixteen candle-power lamp night and day for 220 years.

## An Interesting Barking Machine

The Moreau Barking Machine, manufactured by the Moreau Barking Machine Company, St. Hyacinthe, P.Q., and Drummondville, P.Q., is one of the most interesting machines in connection with the production of pulpwood that is to-day upon the market. Mr. Joseph Moreau, a laborer of St. Germain, P.Q., was earning 80c. a cord, some years ago, for peeling pulpwood with an ordinary sap knife and axe. He was only able to peel one cord a day. This amount of money did not enable him to live comfortably and he set to work upon the invention of a machine which would do the work more quickly. His first model was made with a pocket knife. For six years he kept on improving this wooden model, and when he considered that it was complete and efficient he had the first machine built at a foundry. This was sold to Mr. Brouillard, of Carmel, P.Q. It was given a year's test and then Mr. Moreau wen to work upon a new machine in which were incorporated a number of improvements. Three years later he had a new machine on the market, which was sold to the Lotbiniere Lumber Company and was used for barking pulpwood, in exactly the same place where, nine years previous, Mr. Moreau had been peeling wood by hand. After this Mr. Moreau devoted his attention to the production of a machine for peeling wood in winter as well as in summer. When this machine had been given a year's test, the rights for manufacturing were sold to the Moreau Barking Machine Company, Limited, who started to manufacture on a large scale. At first, the manufacturers met with a great deal of criticism and also with considerable difficulty on account of the failure of those with whom they contracted for the production of the machine, to put the right material in the cylinders. After changing their manufacturers, the company started again with new ideas and new improvements and put upon the market a much superior machine to the one which had already made its appearance. During that year, 53 machines were sold in Canada and the United States.

To-day, the Moreau barker is favorably known in many parts of Canada and the United States. Two hundred Moreau barkers are in actual use in Virginia, Georgia, South Carolina, Wisconsin, Michigan, Vermont, New Hampshire, Pennsylvania and every province in the Dominion of Canada. In actual use the machine has stood up to every requirement. Its efficiency has been thoroughly proved and the company is now receiving repeat orders. Since December, 1914, two factories have been producing Moreau barkers at the full capacity of their plants. The company are also completing arrangements to have another manufacturing plant established in Ontario. Twenty-five orders have been received from Ontario since December. Twelve machines were shipped during February to the district along the Temiskaming & Northern Ontario Railway.

The Moreau barker will bark any round stick from 3 ins. to 36 ins. in diameter, 36 ins. to 108 ins. long. It will take the sticks just as hardwood. It will operate in winter as well as in summer, and on they are fed to it, spruce, balsam, hemlock, pine, or any kind of frozen, wet green or dry wood, operating at 1,500 revolutions per minute. The machine will bark three cords of 128 cubic feet each, per hour, on wood averaging 6 ins. to 9 ins. in diameter. The first cylinder of the machine has three knives which are set like ordinary planer knives, according to the thickness that is to be taken off. These first knives are so fixed as to take off only knots and rough bark. The other cylinders have three slot knives, which are loose and can be adjusted to the log by the operator in the same manner as he would apply a chisel on a turning machine. This operation is done with a lever operated at the side of the barker by the man in charge. The slanting wheels, which roll the log, drive it over the knives. As the stick goes over the knives it is supported only on two wheels, 12 ins. apart. Both ends of the log are left free to roll. The operator in charge of the lever can lower or lift the knives, thus making it possible to take care of a crooked stick as easily as a straight one.

The feeding system is automatic and can be changed instantly by the lever, which is provided for that purpose. The more slant given to the feeding wheels, the faster the log will drive over the knives. As a small log will take less time to roll on itself, more speed is required and the reverse is the case with a large log. By holding the wheels it is thus possible to give the knives a chance to touch every part of the log. The knives are 8 ins. wide and cut the bark across the log instead of length ways. This involves less waste. Boiling the logs is done away with when the Moreau barker is used because it will work on any hard or frozen logs during the winter.

## The McLennan Foundry and Machine Works

The McLennan Foundry & Machine Works Limited, Campbellton, N.B., is one of the best known manufacturers of sawmill machinery in Eastern Canada, and its products are widely known throughout lumber manufacturing districts. The company has been established for 25 years, and specializes in sawmill machinery and general brass, iron and foundry work and mill supplies. Under the capable direction of Mr. Alex. McLennan, president of the company, it has made gratifying progress. Among the machines manufactured one of the most interesting is McLennan's gang edger No. 3, a machine with a capacity of 50,000 to 100,000 feet per ten hours. This machine occupies a floor space of 5 ft. 7½ in. x 8 ft. 8 in. The length of the feed rolls is 48 in.; diameter of spindle 3⅞ in.; diameter of driving pulley 14 in. x 14 in. The edger takes six 20 in. saws, two of these shifting saws. The front bench is furnished with iron rolls and the back bench with four iron rolls. The McLennan slab resaw is another interesting machine turned out by this company. It has a capacity of 15,000 to 25,000 feet in ten hours from slabs in 1, 2 and 3 in. It will take slabs 8½ in. thick. The machine occupies a floor space of 7 ft. x 9 ft. Its driving pulley is 16 in. x 14 in. It takes a saw 36 or 38 in., 10 gauge and operates at a speed of 1,200 r.p.m. Among the other machines manufactured by this company which are of interest to lumbermen are the McLennan improved shingle machine, which has a capacity of 17,000 to 22,000 pieces per ten hours, and occupies a floor space of 8 ft. x 8 ft.; and the McLennan sleeper machine, which has a capacity of 2,500 in ten hours and occupies a floor space of 12 ft. x 6 ft. This machine has a drive pulley 16 in. in diameter by 14 in. face and carries two 38 in. saws 8 gauge. The McLennan lath machine and bolter is also a widely known and very efficient machine manufactured by this company.

## Canadian Fairbanks-Morse Co. Now Handling Graton and Knight Belts

Arrangements have been made whereby the Canadian Fairbanks-Morse Company, Limited, will in future carry a large stock of all the well-known brands of belting made by the Graton & Knight Manufac-

# Lumber and Pulp Men

You will save money in placing your orders now for your requirements for 1915 and 1916 operations. As you are aware there has been an advance in all Raw Materials equal to about 7½ % to cover War Tax. We are still in position to give you the same prices offered on January 1st.

***Generous Sizes and Prompt Shipments***
**Our Mottoes**

# Our Specialties

Mackinaw Long Pants, Mackinaw Knickers, Heavy Tweed Pants and Knickers, Mackinaw Coats in Black and Fancy Colors, Mackinaw and Tweed Shirts, Kersey Shirts, Pure Wool Underwear, Pure Wool Socks and Sweaters, also all Wool Grey Blankets.

And all the above at the old prices.

**Montreal**
**Toronto**

# Smart-Woods LIMITED

**Ottawa**
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# Jenckes Boilers

Horizontal Tubular Boilers
Locomotive Type Boilers
Vertical Boilers
Heating Boilers
Penstocks
Smokestacks
Steel Tanks
Plate Work

All Sizes, To Any Provincial Act. Write for quotations.

# The Jenckes Machine Co.

**Limited**

**Sherbrooke, Montreal, St. Catharines, Toronto, Cobalt, South Porcupine, Vancouver, Nelson**
**Works: Sherbrooke, Que., St. Catharines, Ont.**

turing Company, including their well-known Neptune, Waterproof, and Spartan Steamproof brands which are meeting with gratifying success in sawmills, planing mills and woodworking plants. The Neptune brand was introduced by the company in 1901 and they claim that it is the pioneer Waterproof leather belting. It has given splendid service wherever belting is required for use in damp and wet places. The Spartan brand of belting, as its name indicates, possesses great strength and durability. The leather used is tanned and finished by a special process ensuring exceptional pliability, which enables the belt to wrap the pulleys closely and transmit power with great economy. Spartan belting is rapidly coming into universal use on high speed drives with small pulleys, such as are found in abundance in woodworking plants, or for use where there is steam, oil, heat, water, chemical fumes, etc. The company back their Spartan belting by an iron-clad guarantee to the effect that it will withstand exposure to either hot or cold air, water, steam, heat generated by exposure to either hot or cold air, water, steam, heat generated by excessive pulley friction, or dry heat as high as 408 degrees. Under proper mechanical conditions it is guaranteed to transmit power with greater economy than any other material in use. If any belt should prove defective by reason of fault in material or workmanship, the company guarantee to furnish a new belt or repair the old belt without cost to the purchaser.

## Interesting Economical Manufacturing Methods

An exceptionally interesting sawmill installation has been made at Pellston, Mich., for Jackson & Tindle, of Buffalo, by the M. Garland Company, Bay City, Mich. The firm of Jackson & Tindle is also largely interested in Ontario, where they operate a modern sawmill. The plant at Pellston, Mich., is a double 8-in. band mill equipment with steel carriages equipped with 4-in. steam sets, 12-in. steam feeds, 8-in. and 10-in. niggers of special design, and 72-in. double six saw gang edgers. At the end of the edger tables under which the slasher chains run, the mill floor is dropped 2 ft. lower than the main floor, enabling the cut-off saw man to pull off on to the rolls all edgings and pieces that will make handles, squares, auto-wheel rims and other stock. The cut-off saw men then cut the stock into the required lengths and from there it goes to a gang rim machine, slab resaw or handle square machine. The handle stock drops into a conveyor to a handle mill 600 ft. away and the other special pieces are sorted and sent to the drying yard. All the edgings and slabs that are not the proper stock for this work are carried over the slasher from which they are picked out and made into lath, pulpwood, or stave wood; machinery for these purposes being all in a row. The refuse drops into a hog for boiler feed. The result of the installation of this complete equipment is that not a single piece of stock is wasted and everything is manufactured economically.

## Changes in John D. Mershon Lumber Company

The John D. Mershon Lumber Company, Saginaw, Mich., have recently made a change in their New York office. Mr. John D. Mershon's interest in the business has been bought out and he has retired from the company. The New York office is being continued at its old location No. 9076, 1 Madison Avenue, New York, where Mr. Harry J. Strong formerly of the Saginaw office is in charge. The company ask us to state that all mail should be addressed to the John D. Mershon Lumber Company at the above address. The John D. Mershon Lumber Company are the exclusive eastern representatives of the Pacific Lumber Company, whose mills are located at Scotia, California, and who claim to be the largest manufacturers of redwood in the world. Mr. John D. Mershon recently returned from attending the Retail Lumbermen's Convention at Cedar Rapids, Ia. He reports that the indications in that district are that there will be very good business this season. There was an enormous corn crop throughout Iowa and all retailers reported the usual amount of buildings under contemplation.

The North Western Pacific Railroad is now completed through to Scotia, Cal As soon as the rainy season is over all eastern shipments will be made direct from Scotia. The company report an increased interest in redwood in Canada during the last month. This is especially apparent because the demand dropped off entirely about the first of August last year.

## South African Firm Wants Large Quantities of Box Shooks

In a recent report to the Department of Trade and Commerce, Ottawa, reference is made to an enquiry from a firm in Natal, South Africa, which desires to obtain box shooks in large quantities from Canadian exporters. The quotations are to be on a basis of 15,000 to 20,000 per month, and samples are requested. The Department at Ottawa has received sample pieces to form a box 20½ in. long, 9½ in. wide and 7¾ in. deep. Readers of the Canada Lumberman who are interested in this enquiry, should write to R. Grigg, Commissioner of Commerce, Department of the Interior, Ottawa.

## B. C. Commencing Its Shipments to France

A Vancouver despatch states that the British Steamer Dunraven will shortly visit Vancouver to load the first shipment of an order recently placed by the British Government for 4,200,000 feet of railroad ties to be utilized for repairing damaged railroads and for constructing new lines in northwestern France. It is believed that this order is the forerunner of a number of additional orders of a similar nature. The Dunraven is expected to take out 3,000,000 feet. The remainder will be shipped by another vessel now en route for Vancouver. The material will be consigned direct to an un-named port in France. Part of this shipment is being supplied by the New Ladysmith Lumber Company, of Nanaimo, and eight or nine mainland firms are handling the bulk of the order.

## St. John Lumber Exports Show Increase

United States Consul Henry S. Culver, stationed at St. John, N.B., has advised the Bureau of Foreign and Domestic Commerce that notwithstanding the rapid advance in ocean freight rates exportations of lumber from St. John to the United Kingdom showed a remarkable increase in January this year over the corresponding month of the previous year. London and Liverpool seem to have developed a great demand for forest products, according to the report, London having imported more than 1,500,000 feet in excess of its imports for January, 1914, while Liverpool took 1,000,000 feet more. Concerning the lumber export trade from St. John, Consul Culver said:

A feature of the export lumber trade since the outbreak of war is the almost unprecedented high freights which have prevailed for steamers and sailing vessels, and chartering at more than 100s ($24.33) is now the rule, a remarkable jump from the rate in the same period last season, when 35s ($8.52) was considered high. A comparison of the shipments of wood from St. John to the United Kingdom. Australia, etc.:

**Spruce**

| | January, 1914 | January, 1915 |
|---|---|---|
| Liverpool | 904,529 | 2,066,995 |
| Manchester | 1,071,933 | 1,118,954 |
| Channel | ..... | 2,109,953 |
| Glasgow | 295,805 | 397,530 |
| London | 598,491 | 2,120,228 |
| Ireland | 1,205,459 | 2,742,707 |
| Australia | 100,000 | ..... |
| South Africa | 501,381 | ..... |
| Total | 4,677,598 | 10,556,367 |

**Birch Plank**

| | | |
|---|---|---|
| Liverpool | 136,247 | 104,558 |
| Channel | ..... | 12,397 |
| London | 415,916 | ..... |
| Total | 552,163 | 116,955 |

## Hoo-Hoo Affairs Being Re-organized

An important joint meeting of the House of Ancients and the Supreme Nine of the Concatenated Order of Hoo-Hoo was held recently at Chicago for the purpose of considering the condition and the future of the order. The meeting was an enthusiastic one and it was unanimously resolved to go ahead with the great organization of lumbermen which now has an active membership of 13,000; and to take immediate steps to put it on a firm and substantial basis and to increase its usefulness. Supreme Snark E. D. Tennant, of Winnipeg, Man., and Supreme Gurdon Geo. H. Grayson, of Graysonia, Ark., are taking temporary charge of the executive offices of the order of St. Louis until such time as a new secretary or manager can be selected and installed. The late secretary, Mr. W. M. Stephenson, disappeared mysteriously from his office recently. He had been in poor health and the burdens of his office had apparently weighed greatly upon his mind. An examination of his affairs showed that everything in his office was in regular shape.

## B. C. Shipments to Australia Reviving

Neil Neilson, Trade Commissioner for New South Wales, whose headquarters are at San Francisco, recently visited Victoria, B.C., to arrange with the Provincial Government for the shipment to Australia of three lumber cargoes of 1,500,000 feet each. It is reported that more charters to load lumber out of Vancouver have been made than in any corresponding period during the last three years. The shingle manufacturing industry in particular is very active.

On Your Direct Drives

**SCANDINAVIA BELTING**

will give you good results at a low cost.

Scandinavia Double Belting is from 30% to 40% cheaper than double leather belting and will transmit the same power.

The lasting powers of this belt on drives of this nature are enormous. We have published a book on belting which gives a lot of information on this. It is free.

**FEDERAL ENGINEERING Co.**
LIMITED
TORONTO AND MONTREAL

In damp places where the ordinary kind of belting goes all to pieces, Neptune belting runs right along, day after day, every joint and every lap as tight as when first put on.

If you are interested in belting we'll send you samples of "Neptune" which you can soak in water. The laps will not loosen, nor, if double belting is used, will the belting come apart between the plies—this we guarantee.

*Write for Neptune Book and copy of our new text book "Belting Manual" Both sent gratis upon request.*

**The Graton & Knight Mfg. Co.**
**46 St. Alexander St., Montreal, P.Q., Canada**

Home Office and Factory
**Worcester, Mass., U. S. A.**



# ONTARIO
## Canada's Banner Province

Ontario's timber production last year valued at $26,774,937 or 40% of Canada's total output.

| | |
|---|---|
| Pine production, | 905,442,000 ft. B.M. |
| Pulpwood, | 246,282 cords. |
| Railway Ties, | 5,704,459. |

Ontario's woodworking industries, using 34 different kinds of wood, provide a ready market for the lumberman. Eighty-two per cent. of lumber used in Ontario's industries purchased within the Province.

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***Minister of Lands, Forests and Mines.***

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Eastern Townships Bank Building, MONTREAL, Quebec


# EDGINGS

## Ontario

E. Woods & Son, Dalhousie Street, Amherstburg, Ont., is in the market for sawmill equipment and office fittings.

W. P. Ball, Welland, Ont., has commenced work upon the erection of a furniture factory 1½ storeys, 25 x 50 frame construction.

Albert McHardy, Canfield, Ont., has been awarded the contract for the supply of white oak planking required by the County of Haldimand.

The Thorold Pulp Company, Thorold, Ont., are razing the old pulp mill building which was destroyed by fire in January. They will erect a new mill.

Crown Furniture, Limited, has been incorporated with head office at Preston, Ont., and capital stock of $100,000, with power to manufacture, buy, deal in and sell all kinds of furniture.

W. C. Edwards & Company, Limited, Ottawa have been awarded the contract for the supply of lumber for the city of Ottawa for the current year. The value o the contract amounts to $10,565.

The Marshay Lumber Company, of which Mr. Duncan McLaren of the Union Lumber Company, Toronto, is president, was recently formed, and is operating in the township of Marshay on the C. N. R., about 60 miles north of Sudbury. The company is taking out about 70,000 pieces of red and white pine this year. The stock will be manufactured at Selwood Junction at the Wm. Milne plant. The company will have a stock both this season and next season. It will be about on-half red and one-half white pine.

The Beach Cheese Box Company, Limited, has been incorporated with head office at Morrisburg, Ont., and capital stock of $40,000. The incorporators include F. W. Beach, W. M. Beach. J. H. Hare, W. Alliston and A. Flynn, all of Morrisburg. The company are empowered to manufacture, buy, sell and deal in cheese boxes, apple barrels and boxes and packages of every kind manufactured from wood or partly from wood and partly metal, also to buy, lease, or otherwise acquire standing timber and sawmills and to operate same.

The Devon Lumber Company, whose sawmill at Devon, Ont., was completely destroyed by fire last fall, have closed a contract with the William Hamilton Company, Limited, of Peterborough, Ont., for the complete equipment of their new mill, to be built on the site of the old one. Besides the customary jack works, steam log deck machinery, and carriage, the mill will consist of an 8 ft. double cutting steam tension band mill, the very latest design Kendall gang circular to cut 8-in. cants, edger, slasher, trimmer and sorting table, lath machinery, and filing room outfit complete, together with a 20 x 24 Hamilton engine. A start has already been made on the mill framing, and it is expected that the plant will be in operation early in June.

## Eastern Canada

The Scotstown Sawmill Company, Scotstown, P.Q., has been dissolved.

G. Gagnon, general store and lumber dealer, Thurso, P.Q., has advertised his assets for sale.

The sash and door factory belonging to Walter Brown at Beebe, Que., was recently destroyed by fire.

E. Gingras has been registered to carry on business as a manufacturer of sash and doors, at Montreal, P.Q.

N. Achim & Company have been registered at St. Lambert, P.Q., to carry on business as coal and lumber dealers.

The Canadian Pulp Company, Sherbrooke, P.Q., has been registered, the members of the company being Wm. Brown and G. A. MacIver.

Chas. T. White & Son, Limited, Sussex, N.B., report that all the personal business interests belonging to their president, Chas. T. White will be continued and directed by Mr. Garfield White, as managing director and trustee.

Robinson Limited has been incorporated in New Brunswick with capital stock of $199,000, to carry on and operate a general lumber business in all its branches. The incorporators include James Robinson, Weldon Robinson and H. A. Frank, all of Millerton, N.B.

During the past year the Montreal Harbour Commissioners' sawmill was in operation 273 days. The quantity sawn during the season was 4,401,748 feet of hard and soft wood at an average cost of $2.95 per M. feet., B. M. The timber used during the year was as follows: 593,072 lineal feet, 1,952,119 feet B.M., 7,875 railway ties, 267 cords of slabs, 6 loads of slabs, hardwood, and 7 boat sides.

The Grand Valley Lumber Company, Limited, has been incorporated in Quebec province with head office at Montreal and capital stock of $75,000. The incorporators include W. R. L. Shanks, F. G. Bush, G. R. Drennan, M. J. O'Brien and H. W. Jackson, all of Montreal. The company is given power to manufacture, buy, sell and otherwise deal in logs, timber, lumber pulpwood, railway ties and forest products generally.

## Western Canada

A. H. Raymer, lumber dealer, Minto, Man., has sold out to the Home Lumber Yards Limited.

The N. J. Walker Lumber Company, Limited, Weyburn, Sask., has been succeeded by the McIlrath Lumber Company, Limited.

The Vancouver Shingle Mills, Limited, have been incorporated with head office at Vancouver, B.C., and capital stock of $10,000.

The Standard Shingle Mills, Limited, have been incorporated with head office at Vancouver, B.C., and a capital stock of $10,000.

The Forest Products Company, Limited, have leased Blackford's shingle mill at Burrard Bay, about five miles up Burrard Inlet, B.C.

The British Columbia Shingle Company, Limited, has been incorporated with head office at Vancouver, and capital stock of $100,000.

A. M. Robertson has leased the shingle plant of the Fernridge Lumber Company, Limited, at Aldergrove, B.C., and is operating it on a ten-hour schedule.

The Roberts & Winsod Sawmill near Elko, B.C., on the Crows Nest Pass Branch of the C. P. R. has been sold to Calgary parties who will operate it next spring.

The Builders' Wholesale Lumber Company, Limited, has been incorporated in British Columbia with head office at New Westminster and capital stock of $5,000.

The partnership between Messrs. Farber & Lapp under the name of the Fir Tree Lumber Company, Limited, Mount Lehman, Fraser Valley, BC., has been dissolved, Mr Lapp retiring.

The lumber yard, office and Automobile Sale Building, belonging to Grest Bros., at Watrous, Sask., were recently destroyed by fire. The loss amounted to $20,000, and there was insurance to the amount of $5,000.

The Weeks-Dunnell Lumber Company has started its new shingle mill at Fanny Bay, Vancouver Island. It is one of the best on the Island and is equipped for both rail and water trade. Four machines are in the plant, and it is planned to operate these double shift.

The Excelsior Lumber Company, Edmonton, Alta, has been organized and is opening yards on the E. D. and B. C. Railway at Swan River, High Prairie, McLennan, and Peace River Crossing. The head office of the company is at Edmonton. A. T. Cushing, of Cushing Bros., Limited, is manager, and J. Johnson, former manager of the lumber business of the Peace River Trading Company at Grouard, is yard manager for the new company.

Powers to carry on a general lumber business, including manufacturing in its varnious branches, have been given to the Grant Lumber and Fuel Company, of Winnipeg, in letters of patent which have just been issued. The company propose to take over as a going concern the lumber, logging, cordwood and manufacturing business operated on Lake Winnipeg by William Grant and John A. Grant, under the firm name of the Grant Lumber & Fuel Company. This enterprise will be paid for out of the capital stock of the company. The company's capital is given as $100,000, and the chief place of business is at Winnipeg.

A recent report from Vancouver stated that the large new shingle mill built by the Wasser-Mowat Shingle Company at Powell Lake, B.C., was to start operations early in March with seven machines. The output has already been contracted for in the Eastern States. It will be shipped by way of the Panama Canal. The company have 14,000 acres of timber at Powell Lake and intend to increase their plant to make it a 12 machine mill, giving them a capacity of 300,000 feet per day of ten hours. They have installed electric motors. Last fall the company reported that they did not intend to complete the mill until they found market conditions improving and they did not look for much improvement in the shingle business until after the war. It is significant therefore to note that the company are now commencing manufacturing operations.

---

Mr. George McDougall, secretary-treasurer of the Jacques Cartier Pulp and Paper Company, Montreal, died on March 6, aged 71 years. Mr. McDougall was formerly connected with the iron trade in Three Rivers, P. Q., but for the last twenty years resided in Montreal. He wore the Fenian Raid Medal, with two clasps, having seen service in both 1866 and 1870, under Col. John Grant, as a lieutenant of the 5th Royal Light Infantry, the corps from which sprang the Royal Highlanders.

---

The lumber business in the United States Middle West is showing marked improvement, and general business conditions are becoming better in the Eastern States, according to Mr. E. G. Flinn, a prominent lumberman of Minneapolis, who recently visited Vancouver, B.C. During the past two months, he reports, there has been a revival of trade activity, due to a large extent to the orders being placed by belligerent nations for goods and supplies manufactured in the States.

---

A report from Vancouver, B.C., states that about 25 per cent. of the mills in British Columbia are now operating, or rather that 25 per cent. of the possible production is being manufactured.


# Blair & Rolland, Ltd.

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**Montreal**
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**Red Pine Merch.**
2 x 6 x 10/13
2 x 8 x 10/13
2 x 9 x 10/13

**Spruce Merch.**
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**Red Pine 5th Qua.**
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**Basswood Log Run,** Mill and Dead Culls Out
1" x 4" and up 6/16
cut early 1914.

**Lath**
Spruce Lath Mill Run—1½ x ⅜ x 4'
Spruce Lath No. 2—1½ x ⅜ x 4'

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Timber and sawmill properties are now offered on exceptionally favorable terms. The market today is rich in possibilities for the operator or the investor, which the far seeing will not overlook.

## Timber Should be Cruised Now

That tract of hardwood timber in which you are or may become interested should be cruised before the spring foliage comes on. In the north and south timber can be estimated in less time and probably with greater accuracy now than later.
Our efficient organization can serve you wherever the timber you wish to buy may be located.

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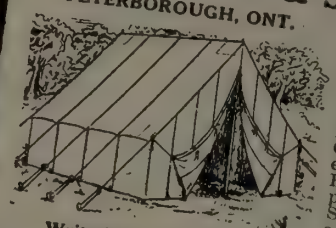

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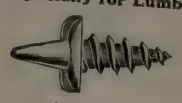

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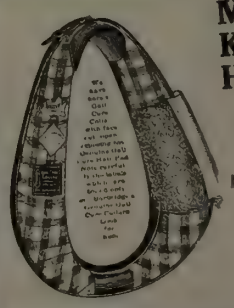

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Balmoral Block, MONTREAL

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It is called the steam tension mill because the tension is maintained by steam—the most sensitive form of tensioning which has been devised.

The result of this is a great saving in saws—**several users of the machine have run through an entire season without cracking a single saw.**

But in addition to raising and lowering the top wheel by steam, there is a separate cylinder for operating the top guide, and these two cylinders make ours an entirely steam-operated mill, and, therefore, exceptionally fast.

It is made with 8 ft., 9 ft. and 10 ft. wheels, and will stand thorough investigation.

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### Peterborough, Ontario

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High pressure Steam Rods
Use Garlock Style Number 200

Medium Pressure Steam Rods
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High Pressure Cold Water
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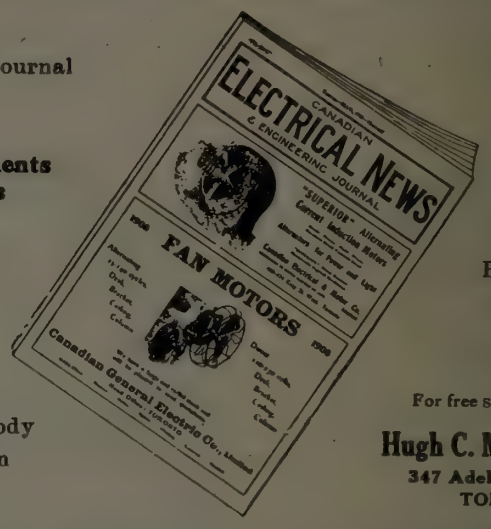


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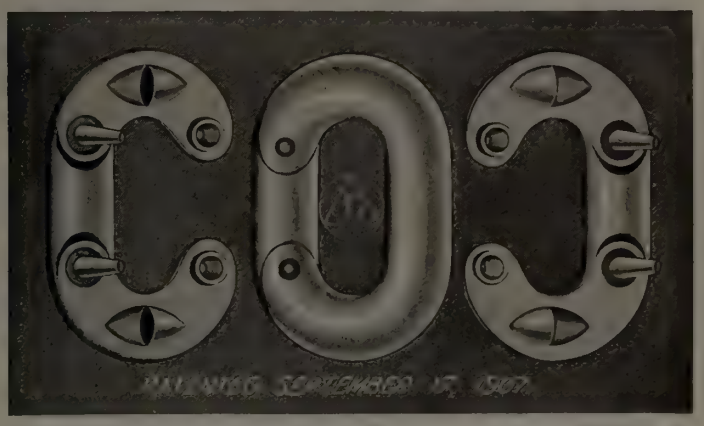

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White Pine:

| | | |
|---|---|---|
| 1 inch No. 1 cuts and better | $50 00 | 52 00 |
| 1½ inch No. 1 cuts and better | 60 00 | 62 00 |
| 2-in. No. 1 cuts and better | 62 00 | 64 00 |
| 1½-in. No. 2 C. & B. | 45 00 | 47 00 |
| 2-in. No. 2 cuts and better | 47 00 | 49 00 |
| 4/4 No. 2 and 3 cuts | | 31 00 |
| 5/4 and 6/4 No. 2 and 3 cuts | | 37 00 |
| 8/4 No. 2 and 3 cuts | | 38 00 |
| 1-in. Good Shorts | 35 00 | 40 00 |
| 1 x 4 and 5 com. and dressing | 26 00 | 27 00 |
| 1 x 6 common and dressing | 27 00 | 29 00 |
| 1 x 8 common and dressing | 27 00 | 29 00 |
| 1 x 10 common and dressing | 31 00 | 32 00 |
| 1 x 12 common and dressing | 32 00 | 34 00 |
| 1 x 10 and 12 mill cull stocks | | 23 00 |
| 1-in. mill cull sidings | | 21 00 |
| 5/4 and 6/4 x 4 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 5 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 6 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 8 m.r., m.c. out | | 29 00 |
| 5/4 and 6/4 x 10 m.r., m.c. out | | 32 00 |
| 5/4 and 6/4 x 12 m.r., m.c. out | | 34 00 |
| 2 x 10 common | | 28 00 |
| 2 and 3 x 12 common | | 30 00 |
| 1 x 8 box and common | 23 50 | 24 50 |
| 1 x 10 inch box and common | 25 00 | 26 00 |
| 1 x 12 inch box and common | | 27 00 |
| 1-in. mill run sidings | 25 00 | 27 00 |
| 1-in. mill run shorts | | 22 00 |
| 1-in. mill run Norway | | 22 00 |
| 2-in. mill run Norway | | 23 00 |
| Norway, c and cf. 1-in. | | 32 00 |
| Norway, c. and cf. 1½-in. | | 32 00 |
| Norway, c. and c. 2-in. | | 32 00 |
| Spruce mill culls | | 20 00 |

Hemlock No. 1:

| | |
|---|---|
| 1 x 4 and 5-in. x 9 to 16 ft. | 17 00 |
| 1 x 6-in. x 9 to 16 ft. | 20 00 |
| 1 x 8-in. x 9 to 16 ft. | 21 00 |
| 1 x 10 and 12 in. x 9 to 16 ft. | 22 00 |
| 1 x 7 ,9 and 11 in. x 9 to 16 ft. | 19 00 |
| 1-in. No. 2, 6-ft. to 16-ft. | 17 00 |
| 2 x 4 to 12, 10 and 16 ft. | 20 00 |
| 2 x 4 to 12-in., 12 and 14 ft. | 20 00 |
| 2 x 4 to 12-in., 18 ft. | 24 00 |
| 2 x 4 to 12-in., 20 ft. | 26 00 |
| 2 x 4 to 12-in., 22 ft. | 27 00 |
| 2 x 4 to 12-in., 24 ft. | 28 00 |
| 2-in. No. 2, 4-in. and up in width, 6 to 16 ft. | 17 00 |
| Clear in B. C. cedar, kiln dried | 50 00 |

Douglas Fir:

| | |
|---|---|
| Dimension Timber up to 32 feet: 8x8, 10x10, 10x12, 10x14, 12x12, 12x14, 14x14, 14x16 up to 32 ft. | 31 50 |
| 6x10, 6x12, 8x10, 8x12, 10x16, 12x16, 16x16, 16x18, 18x18, 20x20, up to 32 ft. | 32 00 |
| 6x14, 8x14, 12x18, 18x20, up to 32 ft. | 32 50 |
| 6x16, 8x16, 10x18, 12x20, 14x20, 16x20 up to 32 ft. | 33 00 |
| 10x20, up to 32 ft. | 33 50 |
| 6x18, 8x18, up to 32 ft. | 34 00 |
| 6x20, 8x20, up to 32 ft. | 35 00 |

Timber in lengths over 32 feet take the following additions: 33 to 35 ft., 50c; 36 to 40 ft., $1; 41 to 45 ft., $3; 46 to 50 ft., $5; 51 to 55 ft., $7; 56 to 60 ft., $9; 61 to 65 ft., $12.50; 66 to 70 ft., $15; 71 to 75 ft., $18; 76 to 80 ft., $22.

| | |
|---|---|
| Fir flooring, edge grain | 36 00 |
| No. 1 and 2 clear 1-in. Fir rough | 39 00 |
| No. 1 and 2 clear 1¼, 1½ and 2-in. Fir rough | 41 00 |
| 1½-in. No. 1 4-ft. pine lath | 5 00 |
| 1½-in. No. 2 4-ft. lath | 4 75 |
| 1½-in. 32-in. pine | 2 65 |
| 1½-in. No. 1 4-ft. hemlock lath | 4 00 |
| 1½-in. mill run hemlock lath | 3 75 |
| XX B. C. cedar shingles | 2 25 |
| XXX 6 butts to 2-in. | 2 90 |
| XXXX 6 to 23-16-in. | 3 10 |
| XXXXX | 3 35 |

Hardwoods—Per M. Feet, Car Lots

| | |
|---|---|
| Ash, white, 1sts and 2nds, 1½ and 2-in. | 60 00 |
| Ash, white, No. 1 common | 45 00 |
| Ash, brown, 1sts and 2nds, 4/4 | 50 00 |
| Ash, brown, common and better | 39 00 |
| Ash, brown, 1sts and 2nds, 6/4 & 8/4. | 60 00 |
| Birch, 1sts and 2nds, 4/4 | 39 00 |
| Birch, No. 1 com. and bet., 4/4 | 30 00 |
| Birch, 1sts and 2nds, 6/4 and 8/4 | 42 00 |
| Birch, 1sts and 2nds, 10/4 and 12/4. | 45 00 |
| Birch, 1sts and 2nds, 16/4 | 50 00 |
| Basswood, 1sts and 2nds, 4/4 | 40 00 |
| Basswood, No. 1 com. and bet., 4/4. | 30 00 |
| Basswood, No. 2 and 3, common | 18 50 |
| Basswood, 6/4 and 8/4, 1sts and 2nds. | 44 00 |
| Basswood, 6/4 and 8/4, com. and bet. | 38 00 |
| Basswood. 4/4, No. 2 com. and bet. | 28 00 |
| Soft elm, 1sts and 2nds, 4/4 | 40 00 |
| Soft elm, No. 1 com. and bet., 4/4 | 28 00 |
| Soft elm, No. 2 and 3 common | 17 50 |
| Soft elm, 6/4 and 8/4, 1 and 2 | 42 00 |
| Rock elm. 1sts and 2nds, 6/4 x 8/4. | 55 00 |
| Rock elm, No. 2 com. and bet. 6/4 and 8/4 | 37 00 |
| Soft maple, 1sts and 2nds, 4/4 | 33 00 |
| Soft maple, com. and bet., 4/4 | 25 00 |
| Soft maple, 6/4 & 8/4, 1sts and 2nds. | 35 00 |
| Hard maple, 1sts and 2nds, 4/4 | 37 00 |
| Hard maple, common and better, 4/4 | 28 00 |
| Hard maple, 12/4 & 16/4, 1sts and 2nds. | 46 00 |
| Red oak, plain 1sts and 2nds, 4/4. | 59 00 |
| Red oak, plain 1sts and 2nds, 6/4 & 8/4 | 65 00 |
| Red oak, plain 1sts and 2nds, 12/4 and 16/4 | 75 00 |
| White oak, plain, 1sts and 2nds, 4/4. | 59 00 |
| White oak, plain, 1sts and 2nds, 1½ and 2-in. | 65 00 |
| White oak, plain, 1sts and 2nds, 12/4 and 16/4 | 75 00 |
| White oak, ¼ cut, 1sts and 2nds, 4/4. | 85 00 |
| White oak, ¼ cut, 5/4 and 6/4, 1sts and 2nds | 88 00 |
| White oak, ¼ cut No. 1 common | 55 00 |
| Hickory, 1sts and 2nds, 4/4 | 70 00 |
| Hickory, 6/4 and 8/4, 1sts and 2nds. | 75 00 |

## OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:

| | | |
|---|---|---|
| 1-in. x 7-in. and up | $52 00 | 54 00 |
| 1¼-in. & 1½-in. x 8-in. and up | 55 00 | 58 00 |
| 2-in. x 7-in. and up | 58 00 | 62 00 |
| No. 2 cuts 2 x 8-in. and up | 40 00 | 42 00 |

Pine good strips:

| | | |
|---|---|---|
| 1-in. | 38 00 | 40 00 |
| 1¼-in. and 1½-in. | 50 00 | 52 00 |
| 2-in. | 52 00 | 55 00 |

Pine good shorts:

| | | |
|---|---|---|
| 1-in. x 7-in. and up | 40 00 | 42 00 |
| 1-in. x 4-in. to 6-in. | 30 00 | 33 00 |
| 1¼-in. and 1½-in. | 50 00 | 54 00 |
| 2-in. | 52 00 | 54 00 |
| 7-in. to 9-in. A sidings | 25 00 | 27 00 |
| Pine, No. 1 dressing sidings | 30 00 | 33 00 |
| Pine, No. 1 dressing strips | 29 00 | 30 00 |
| Pine, No. 1 dressing shorts | 22 00 | 24 00 |
| Pine, 1-in. x 4-in. s.c. strips | 22 00 | 23 00 |
| Pine, 1-in. x 5-in. s.c. strips | 24 00 | 25 00 |
| Pine, 1-in. x 6-in. s.c. strips | 23 00 | 24 00 |
| Pine, 1-in. x 7-in. s.c. strips | 23 00 | 24 00 |
| Pine, 8 s.c., 12 ft. to 16 ft. | 25 00 | 26 00 |
| Pine, 1-in. x 10-in. M.R. | 27 00 | 28 00 |
| Pine, s.c. sidings, 1½ and 2-in. | 28 00 | 30 00 |
| Pine, s.c. strips 1-in. | 21 00 | 23 00 |
| 1¼, 1½ and 2-in. | 24 00 | 26 00 |
| Pine, s.c. shorts, 1 x 4 to 6 in. | | 20 00 |
| Pine, s.c. and bet., shorts, 1 x 5 | 20 00 | 21 00 |
| Pine, s.c. and bet., shorts, 1 x 6 | 20 00 | 21 00 |
| Pine, s.c. shorts, 6'-11' 1"x10" | 23 00 | 24 00 |
| Pine, box boards: 1" x 4" and up, 6'-11' | 17 50 | 18 00 |
| 1"x3" to 6", 12'-16' | 19 00 | 20 00 |
| Pine mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up | 17 00 | 19 00 |
| Pine mill culls stock 1 x 12 | 21 00 | 22 00 |
| Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft. | 17 00 | 18 00 |
| O. culls r & w p | 15 00 | 17 00 |
| Red pine, log run: mill culls out, 1-in. | 18 00 | 20 00 |
| mill culls out, 1¼-in. | 19 00 | 21 00 |
| mill culls out, 1½-in. | 19 00 | 21 00 |
| mill culls out, 2-in. | 22 00 | 24 00 |
| Mill culls, white pine, 1"x7" and up | 20 00 | 21 00 |
| Mill run Spruce: 1"x4" and up, 6'-11' | 17 00 | 18 00 |
| 1"x4" and up, 12'-16' | 18 00 | 20 00 |
| 1"x9"-10" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x7" 8-9" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x10" and up, 12'-16' | 22 00 | 24 00 |
| 1½" & 2"x12" and up, 12'-16' | 25 00 | 26 00 |
| Spruce 1-in. clear (fine dressing and B) | 25 00 | 27 00 |
| Hemlock 1-in. cull | 13 00 | 15 00 |
| Hemlock 1-in. log run | 17 00 | 20 00 |
| Hemlock 2x4, 6, 8, 10, 12/16'. | 19 00 | 23 00 |
| Tamarac | 19 00 | 20 00 |
| Basswood log run, dead culls out | 22 00 | 24 00 |
| Basswood log run mill culls out | 23 00 | 26 00 |
| Birch log run | 19 00 | 22 00 |
| Soft elm, common and better, 1, 1½, 2-in. | 20 00 | 24 00 |
| Ash, black, log run | 25 00 | 28 00 |
| 1 x 10 No. 1 barn | 33 00 | 36 00 |
| 1 x 10 No. 2 barn | 23 00 | 26 00 |
| 1 x 8 and 9 No. 2 barn | 22 00 | 23 00 |

Lath per M:

| | | |
|---|---|---|
| No. 1 white pine 1½-in. x 4-ft. | 4 25 | 4 50 |
| No. 2 White Pine | 3 80 | 3 95 |
| Mill run white pine | 4 00 | 4 25 |
| Spruce, mill run 1½-in. | 3 25 | 3 50 |
| Red pine, mill run | 3 60 | 3 70 |
| Hemlock, mill run | 2 75 | 3 00 |
| 32-in. lath | 2 00 | 2 00 |

Pine Shingles

| | | |
|---|---|---|
| xxxx, 18-in. | 3 00 | 3 50 |
| Clear butt 18-in. | 2 50 | 3 25 |
| xx | | 1 75 |

White Cedar Shingles:

| | | |
|---|---|---|
| xxxx, 18-in. | 3 75 | 4 25 |
| Clear butt, 18-in. | 3 00 | 3 50 |
| 18-in. xx | | 2 00 |
| Spruce logs (pulp) | 13 00 | 15 00 |

## QUEBEC, QUE.

| | cts. | |
|---|---|---|
| White Pine—In the Raft | | |
| First class Ottawa waney, 18-in. average, according to lineal | 60 | 65 |
| Oak—Michigan and Ohio | | |
| By the dram, according to average and quality | 60 | 70 |
| Elm | | |
| By the dram, according to average and quality, 40 to 45 feet | 70 | 75 |
| By the dram, according to average and quality, 30 to 35 feet. | 50 | 60 |

Ash

| | | |
|---|---|---|
| 13 inches and up, according to average and quality, per cu. ft. | 25 | 30 |
| Average 16 inch | 30 | 40 |

Birch

| | | |
|---|---|---|
| 14 inch, per cu. ft. | 20 | 22 |
| 15 inch, per cu. ft. | 24 | 26 |
| 16 inch, per cu. ft. | 28 | 30 |
| 18 inch, per cu. ft. | 32 | 35 |

Quebec Spruce Deals

| | | |
|---|---|---|
| 12 ft. and up x 3 x 9 and up. | $22 00 | 23 00 |
| Oddments | 17 00 | 18 00 |
| Boards, 1 and 2 in. | 16 00 | 18 00 |

Birch Planks

| | | |
|---|---|---|
| 1 to 4 in. | 16 00 | 18 00 |

## SARNIA, ONT.

Fine, Common and Better

| | |
|---|---|
| 1 x 6 and 8 in. | $54 00 |
| 1 in., 8 in. and up wide | 62 00 |
| 1¼ and 1½ in. and up wide | 65 00 |
| 2 in. and up wide | 70 00 |

Cuts and Better

| | |
|---|---|
| 4/4 x 8 and up No. 1 and better | 55 00 |
| 6/4 x 8 and up No. 1 and better | 65 00 |
| 8/4 x 8 and up No. 1 and better | 65 00 |
| 6/4 x 6 and up No. 2 and better | 52 00 |
| 8/4 x 6 and up No. 2 and better | 54 00 |
| 6/4 x 6 and up No. 3 and better | 46 00 |
| 8/4 x 6 and up No. 3 and better | 50 00 |

No. 1 Cuts

| | |
|---|---|
| 1 in., 8 in. and up wide | 42 00 |
| 1¼ in., 8-in. and up wide | 55 00 |
| 1½ in., 8-in. and up wide | 57 00 |
| 2 in., 8-in. and up wide | 60 00 |
| 2½ and 3 and 8-in. and up wide | 75 00 |
| 4 in., 8-in. and up wide | 85 00 |

No. 2 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide | 31 00 |
| 1¼ in., 6-in. and up wide | 42 00 |
| 1½ in., 6-in. and up wide | 44 00 |
| 2-in., 6-in. and up wide | 47 00 |
| 2½, 3 and 4 in., 6-in. and up wide | 62 00 65 00 |

No. 3 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide | 24 00 |
| 1¼ and 1½ in., 6-in. and up wide | 33 00 |
| 2-in., 6-in. and up wide | 33 00 |
| 2½, 3 and 4-in., 6-in. and up wide | 43 00 48 00 |

Common and Dressing Mill Run

| | |
|---|---|
| 1-in. x 4-in. | 25 00 |
| 1-in. x 5-in. | 25 00 |
| 1-in. x 6-in. | 26 00 |
| 1-in. x 8-in. | 27 00 |
| 1-in. x 10-in. | 29 00 |
| 1-in. x 12-in. | 34 00 |
| 1 in. x 13 in. and up | 34 00 |
| 1¼, 1½ and 2-in. | 30 00 |

No. 1 Barn

| | | |
|---|---|---|
| 1 inch | 31 00 | 45 00 |
| 1¼, 1½ and 2-in. | 36 00 | 45 00 |
| 2½ and 3-in. | | 45 00 |
| 4 inch | | 50 00 |

No. 2 Barn

| | | |
|---|---|---|
| 1 inch | 28 00 | 36 00 |
| 1¼, 1½ and 2-in. | 30 00 | 36 00 |
| 2½ and 3-in. | | 38 00 |

No. 3 Barn

| | | |
|---|---|---|
| 1 inch | 21 00 | 28 00 |
| No. 1, 1, 1¼, 1½, 2-in. | 20 00 | 25 00 |

Box

| | | |
|---|---|---|
| No. 1, 1, 1¼, 1½, 2-in. | 22 00 | 25 00 |
| No. 2, 1¼, 1½, 2-in. | 19 00 | 23 00 |

Mill Culls

| | | |
|---|---|---|
| Mill run culls, 1-in. | | 19 00 |
| 1, 1¼, 1½ and 2-in. | | 20 00 |
| No. 2 | 17 00 | 18 00 |

Lath

| | |
|---|---|
| No. 1, 32-in. pine | 1 75 |
| No. 2, 48-in. pine | 4 25 |
| No. 1, 48-in. pine | 4 75 |
| No. 3, 48-in. pine | 3 75 |

## WINNIPEG, MAN.

No. 1 Pine, Spruce and Tamarac

Dimensions, Rough or S. 1 S. and 1 E.

| | 6 ft. | 8 ft. | 10 ft. | 14x16 ft. |
|---|---|---|---|---|
| 2 x 4 | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 6 | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 8 | 17 00 | 17 50 | 21 00 | 19 00 |
| 2 x 10 | 18 00 | 18 50 | 21 50 | 20 00 |
| 2 x 12 | 18 00 | 19 00 | 23 50 | 21 50 |

## FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

Dimensions

| | |
|---|---|
| 2 x 4-12 | 20 50 |
| 2 x 4-8-14-16 | 20 50 |
| 2 x 4-10-18-20 | 22 50 |
| 2 x 6, 8 to 16 | 20 00 |
| 2 x 8, 8 to 16 | 20 50 |
| 2 x 4-6 and 8-in.; 8, 12, 14 and 16 ft. | 22 50 |
| 2 x 4-6 and 8-in.; 10 ft. | 24 50 |
| 2x4-6 and 8-in.; 24,26,28, 30, 32 ft. | 26 50 |
| 2 x 10 and 2 x 12; 8-16 ft. | 23 50 |
| 2 x 10 and 2 x 12; 18, 20, 22 ft. | 25 50 |
| 2 x 10 and 2 x 12; 24, 26, 28, 30, 32 ft. | 27 50 |

No. 1 Common Boards

| | |
|---|---|
| 4 inch | 19 00 |
| 6 inch | 21 50 |
| 8, 10, 12 inch | 23 50 |
| Mixed widths | 22 50 |

Flooring

| | |
|---|---|
| 4 or 6 inch No. 1 | 33 00 |
| 4 or 6 inch No. 2 | 31 00 |
| 4 or 6 inch No. 3 | 25 00 |

Shiplap—Finished

| | |
|---|---|
| 4 inch | 19 50 |
| 6 inch | 23 00 |
| 8, 10 and 12 inch | 24 00 |

Siding

| | |
|---|---|
| 6 inch No. 1 | 33 00 |
| 6 inch No. 2 | 31 00 |
| 6 inch No. 3 | 25 00 |

Lath

| | |
|---|---|
| No. 1 Cedar, pine, spruce (not mixed) | 5 00 |
| No. 1 Cedar, pine, spruce (mixed) | 4 50 |
| No. 2 Cedar, pine, spruce (mixed) | 3 25 |

## PINE—ROUGH TIMBER

| | |
|---|---|
| 3 x 6 in.; 8 to 16 ft. | 25 10 |
| 3 x 8 in.; 8 to 16 ft. | 22 00 |
| 3 x 12, 4 x 4, 6 x 6 in.; 8-16 ft. | 25 00 |
| 4 x 10 to 10 x 10, 8 x 8, 6 x 12 in. up to 32 ft. | 27 00 |

## BRITISH COLUMBIA FIR

Dimensions, S 1 S, and E.

| | |
|---|---|
| 2 x 4 in.; 6 and 8 ft. | 17 50 |
| 2 x 4 in.; 12 x 14 ft. | 18 50 |
| 2 x 4 in.; 10 x 16 ft. | 19 50 |
| 2 x 4 in.; 18 x 20 ft. | 20 50 |
| 2 x 4 in.; 22 x 24 ft. | 21 50 |
| 2 x 4 in.; 26 x 32 ft. | 23 50 |
| 2 x 10 and 2 x 12 in.; 10 to 16 ft. | 20 00 |
| 2 x 10 and 2 x 12 in.; 18 and 20 ft. | 22 00 |
| 2 x 10 and 2 x 12 in.; 22 and 24 ft. | 23 00 |
| 2 x 10 and 2 x 12 in.; 26 to 32 ft. | 25 00 |
| 2 x 14 in.; 10 to 16 ft. | 25 00 |
| 2 x 14 in.; 18 and 20 ft. | 27 00 |
| 2 x 14 in.; 22 and 24 ft. | 28 00 |
| 2 x 14 in.; 26 to 32 ft. | 30 00 |
| 3 x 3 and 3 x 4 in.; 8 to 14 ft. | 21 00 |
| 3 x 3 and 3 x 4 in.; 8 to 16 ft. | 22 00 |
| 3 x 3 and 3 x 4 in.; 18 and 20 ft. | 23 00 |
| 3 x 3 and 3 x 4 in.; 22 and 24 ft. | 24 00 |
| 3 x 3 and 3 x 4 in.; 26 to 32 ft. | 26 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 6 to 16 ft. | 24 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 18 and 20 ft. | 24 50 |
| 6 x 6, 6 x 8, 8 x 8 in.; 22 and 24 ft. | 25 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 26 to 32 ft. | 25 50 |

## FLOORING

| | |
|---|---|
| Nos. 1 and 2, 1 x 3 in., E. G. | 32 00 |
| Nos. 1 and 2, 1 x 4 in., E. G. | 31 00 |
| Nos. 1 and 2, 1 x 6 in., E. G. | 29 00 |
| Nos. 1 and 2, 1 x 4 in., or 6 in., F. G. | 23 00 |
| No. 3, 1 x 4 in. or 6 in. | 20 00 |
| No. 3 Edge grain $3.00 per M. extra. | |

## SHIPLAP

| | |
|---|---|
| B. C. Fir, 6 in. | 21 00 |
| B. C. Fir, 8, 10, 12 in.; 8 to 16 ft. | 22 00 |
| No. 2 Shiplap, 6 in. | 19 00 |
| No. 2 Shiplap, 8, 10 and 12 in. | 20 00 |

FIR, COMMON BOARDS, S 1 S, 8 to 16 Ft.

| | |
|---|---|
| Mixed widths (may contain 30 per cent. 4 and 6 in.) | 19 00 |
| Common Boards, 8 to 12 in. | 20 00 |
| No. 2 Mixed widths | 17 00 |
| No. 2 Boards, 8 to 12 in. | 18 00 |

## SHINGLES

| | |
|---|---|
| XXX B. C. Cedar | 2 75 |

## LATH

| | |
|---|---|
| Fir lath, 3/8 x 1 3/8 in. x 4 ft., bundled in 50's | 4 00 |
| Cedar lath 3/8 x 1 3/8 in. x 4 ft. | 4 50 |

## BUFFALO AND TONAWANDA, N.Y.

White Pine

Wholesale Selling Price

| | |
|---|---|
| Uppers 4/4 | $94 00 |
| Uppers 5/4 to 8/4 | 92 00 |
| Uppers 10/4 to 12/4 | 97 00 |
| Selects 4/4 | 84 00 |
| Selects 5/4 to 8/4 | 82 00 |
| Selects 10/4 to 12/4 | 92 00 |
| Fine common 4/4 | 61 00 |
| Fine Common 5/4 | 65 00 |
| Fine common 6/4 | 65 00 |
| Fine common 8/4 | 67 00 |
| No. 1 Cuts 4/4 | 51 00 |
| No. 1 Cuts 5/4 | 57 00 |
| No. 1 Cuts 6/4 | 59 00 |
| No. 1 Cuts 8/4 | 61 00 |
| No. 2 Cuts 4/4 | 32 00 |
| No. 2 Cuts 5/4 | 43 00 |
| No. 2 Cuts 6/4 | 45 00 |
| No. 2 Cuts 8/4 | 50 00 |
| No. 3 Cuts 5/4 | 33 00 |
| No. 3 Cuts 6/4 | 34 00 |
| No. 3 Cuts 8/4 | 36 00 |
| Dressing 5/4 | 46 00 |
| Dressing 5/4 x 10 | 51 00 |
| Dressing 5/4 x 12 | 52 00 |
| No. 1 Moulding 5/4 | 58 00 |
| No. 1 Moulding 6/4 | 58 00 |

(Continued on page 60

*28 "Service" Branches Throughout Canada*

**Canadian Consolidated Rubber Co., Limited**

**Montreal, P. Q.**

# Wherever Possible Patronize Home Industries

## Buy Rubber Goods

**(Tires, Hose, Belting, Packing, etc.)**

*Made in Canada*

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

It is our desire to serve you.

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*28 "Service" Branches Throughout Canada*

## CURRENT LUMBER PRICES—Continued

| | | | |
|---|---|---|---|
| No. 1 Moulding 8/4 | | | 58 00 |
| No. 2 Moulding 5/4 | | | 47 00 |
| No. 2 Moulding 6/4 | | | 47 00 |
| No. 2 Moulding 8/4 | | | 47 00 |
| No. 1 Barn 1 x 12 | | | 48 00 |
| No. 1 Barn 1 x 6 and 8 | | | 34 00 |
| No. 1 Barn 1 x 10 | | | 36 00 |
| No. 2 Barn 1 x 6 and 8 | | | 32 00 |
| No. 2 Barn 1 x 10 | | | 34 00 |
| No. 3 Barn 1 x 6 and 8 | | | 26 00 |
| No. 3 Barn 1 x 10 | | | 27 00 |
| Box 1 x 6 and up | | | 23 00 |
| Box 1 x 10 | | | 25 00 |
| Box 1 x 12 | | | 26 00 |
| Box 1 x 13 and up | | | 30 00 |

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda:

MAPLE

| | 1s & 2s | No. 1 Com. | No. 2 Com. |
|---|---|---|---|
| 4/4 | 30 - 32 | 20 - 22 | 14 - 16 |
| 5/4 to 8/4 | 33 - 35 | 22 - 24 | 14 - 15 |
| 10/4 to 16/4 | 37 - 39 | 27 - 29 | 19 - 21 |

RED BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 41 - 43 | 27 - 29 | 15 - 17 |
| 5/4 to 8/4 | 43 - 45 | 29 - 31 | 17 - 19 |

SAP BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 23 - 25 | 17 - 19 |
| 5/4 and up | 37 - 39 | 25 - 27 | 17 - 19 |

SOFT ELM

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 24 - 26 | 15 - 17 |
| 5, 6 & 8/4 | 37 - 39 | 26 - 28 | 17 - 19 |

BASSWOOD

| | | | |
|---|---|---|---|
| 4/4 | 33 - 35 | 24 - 26 | 16 - 18 |
| Thicker | 35 - 37 | 26 - 29 | 19 - 20 |

PLAIN OAK

| | | | |
|---|---|---|---|
| 4/4 | 51 - 53 | 32 - 34 | 20 - 22 |
| 5/4 to 8/4 | 53 - 55 | 34 - 36 | 22 - 24 |

ASH, WHITE AND BROWN

| | | | |
|---|---|---|---|
| 4/4 | 45 - 47 | 27 - 29 | 18 - 20 |
| 5/4 to 8/4 | 52 - 54 | 29 - 31 | 19 - 21 |
| 10/4 and up | 61 - 63 | 41 - 43 | 21 - 23 |

BOSTON, MASS.

| | | |
|---|---|---|
| White pine uppers, 1 to 2 in. | 92 00 | 98 00 |
| Selects, 1 to 2 inch | 80 00 | 88 00 |
| Fine common, 1 in. | 68 00 | 70 00 |
| Fine common, 1¼ to 2 in. | 70 00 | 72 00 |
| No. 1 Cuts 1 in. | | 55 00 |
| No. 1 Cuts 1¼ to 2 in. | 60 00 | 64 00 |
| No. 2 Cuts, 1 in. | | 40 00 |
| No. 2 Cuts, 1¼ to 2 in. | 48 00 | 50 00 |
| Barn Boards, No. 1, 1 x 12 | 48 00 | 50 00 |
| No. 1, 1 x 10 | 37 00 | 38 00 |
| No. 1, 1 x 8 | | 37 00 |
| No. 2, 1 x 12 | 36 00 | 40 00 |
| No. 2, 1 x 10 | 34 00 | 35 00 |
| No. 2, 1 x 8 | 33 00 | 34 00 |
| No. 3, 1 x 12 | 31 00 | 32 00 |
| No. 3, 1 x 10 | 29 00 | 30 00 |
| No. 3, 1 x 8 | | 29 00 |
| Canadian spruce boards | 23 50 | 25 00 |
| Spruce, 10 in. dimension | 25 00 | 27 00 |
| Spruce 12 in. dimension | 26 50 | 28 00 |
| Spruce, 9 in. | 23 50 | 24 50 |
| Spruce, 8 in. and under dimen. | 24 00 | 25 00 |
| 10 and 12 in. random lengths, 10 ft. and up | | 24 00 |
| 2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 and 3 x 4 random lengths, 10 feet and up | 21 00 | 22 00 |
| All other random lengths, 7-in. and under, 10 ft. and up | 21 00 | 21 50 |
| 5-inch and up merchantable boards, 8 ft. and up, p 1s | 21 00 | 22 00 |
| 1 x 2 and 1 x 3 furring, p 1s clipped and bundled | 22 00 | 22 50 |
| 1½-in. spruce laths | | 4 10 |
| 1½ in. spruce laths | 3 70 | 3 80 |

New Brunswick Cedar Shingles

| | | |
|---|---|---|
| Extras | 3 40 | 3 85 |
| Clears | 2 85 | 2 90 |
| Second clears | | 2 75 |
| Clear whites | | 2 30 |
| Extra 1s (Clear whites out) | | 1 50 |
| Extra 1s (Clear whites in) | | 1 00 |
| Red Cedar Extras, 16-in. 5 butts to 2-in. | | 3 35 |
| Red Cedar Eurekas, 18-inch 5 butts to 2-in. | | 4 25 |
| Red Clear Perfection, 5 butts to 2¾ | | 4 80 |
| Washington 16-in. 5 butts to 2-in. extra red clear | 3 30 | 3 40 |

## Duplicating Nature's Process

Case hardening is the result of lumber which is merely surface dried. The wood splits, cracks and demands only a low price on the market.

Sturtevant
(REG. CAN. PAT. OFF.)

## Common Sense Moist Air Dry Kiln

dries lumber from center to surface and under no circumstances is it possible for the kiln attendant to bake the lumber.

The Sturtevant Kiln duplicates nature's process and gives perfectly dry lumber.

Letters from actual users in all parts of the country enable us to offer you evidence as to how our Common Sense Kiln will do work similar to yours.

**Shall we send you bulletin 220-C?**

**B. F. Sturtevant Company of Canada Limited**
**GALT, ONTARIO**
**Montreal Toronto Winnipeg Vancouver**

## BOLINDERS'

### Saw Mill and Woodworking Machinery

meets the most exacting requirements of the up-to-date Saw Mill man.

Designed to meet the present day demand for machines capable of rapid and economical production with a minimum amount of labor.

The Bolinder line includes **High Speed Log Sawing Machines, Double Edgers, Cross Cut Saws, High Speed Flooring and Matchboarding Machines, Planing Machines, Automatic Boxboard Machines, Circular and Band Resaws, Special Patented Tonguing and Grooving Cutters, Etc.**

Ball Bearings used throughout.

For further particulars apply to

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**Montreal, P. Q.**
Sole Agents for Eastern Canada for
**J. & C. G. Bolinders Co., Limited, Stockholm, Sweden**

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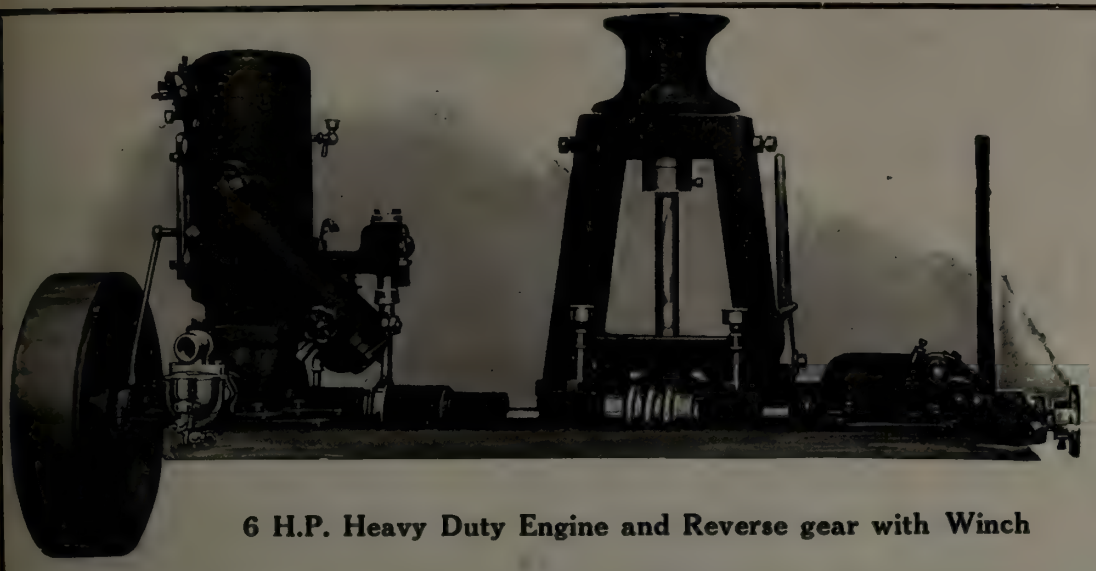
Advertising helps to make the small business big; the big business bigger; and the biggest business safe.

## Canada Lumberman and Woodworker

**Toronto, Ontario**



6 H.P. Heavy Duty Engine and Reverse gear with Winch

# River Driving Costs

will be decidedly lower this year if you use Adams Gasoline Towing Machinery in 25 ft. punts for carrying supplies and handling booms and logs. One man does the work of ten. We have both machinery and complete punts for prompt shipment. It will pay you to write us now. Gasoline engines all sizes, 2 to 25 h.p.

**Adams Launch & Engine Co.**
Penetang, Ont.

Established 1874

We specialize in HEAVY HORSES

We always have a Large Stock on hand

**Oldest and Largest Horse Dealers in Canada**

Good horses are hard to find, so deal with an old and reputable firm. Your interests are ours.

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**J. W. JACOBS,** 29 Hermine Street, **Montreal**

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**Dixon's Silica Graphite Paint**

is an ideal protective coating for signal pipes because of the lubricating nature of its pigment which makes for smoother action over the runners. Special pamphlet No. 238-B upon request.

Made in JERSEY CITY, N. J. by the

**Joseph Dixon Crucible Co.**

Established 1827

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Good Steel Carefully Manufactured
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GALT - ONTARIO

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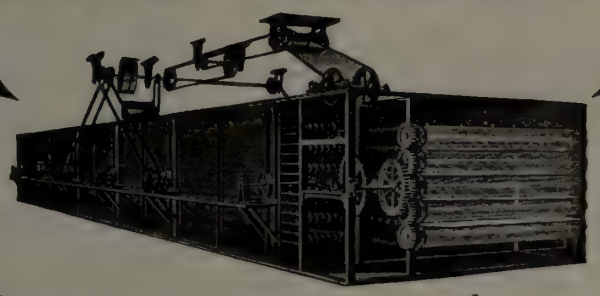

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

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It's a Pink anyway you take it, and it's the best Peavey made.

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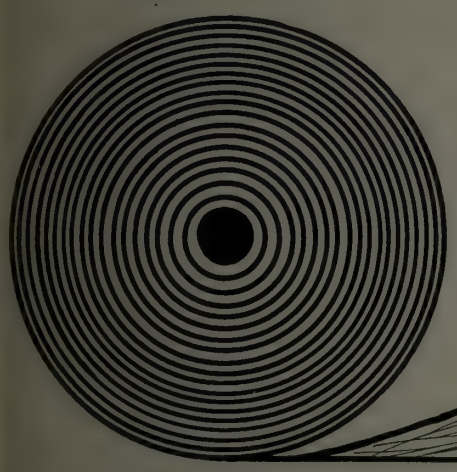

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### PULLEYS & SHAFTING
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# Dominion Timber Regulations

Licenses to cut timber on Dominion Lands in the Provinces of Manitoba, Saskatchewan, and Alberta, the Northwest Territories, within twenty miles on either side of the main line of the Canadian Pacific Railway in the Province of British Columbia, and in the tract of three and one-half million acres to be located by the Government in the Dominion in the Peace River district in the Province of British Columbia, lying east of the Rocky Mountains and adjoining the Province of Alberta, shall be disposed of by public auction at the office of the Dominion Timber Agent for the districts in which the berths are situated.

Before any parcel of timber is offered for sale it shall be surveyed by a duly qualified Dominion Land Surveyor into berths of an area not exceeding twenty-five square miles, and each of such berths shall then be thoroughly cruised by a duly qualified timber cruiser in the employ of the Dominion Government. The Minister shall then fix an upset price at which the berth shall be disposed of, and no berth shall be sold at less than the price so fixed.

Purchases to the amount of one thousand dollars or under shall be paid in cash at the time of sale. Purchases over one thousand dollars and not exceeding five thousand dollars shall be paid, one-half in cash at the time of sale, and a note or notes shall be given for the remaining half of the purchase price, payable in three months, with interest at the rate of five per cent. per annum. Purchases over five thousand dollars and not exceeding ten thousand dollars shall be paid one-third in cash at the time of sale, and notes shall be given for the remaining two-thirds of the purchase price, payable in three and six months, with interest at the rate of five per cent. per annum. Purchases exceeding ten thousand dollars shall be paid one-fourth in cash at time of sale, and notes shall be given for the remaining three-fourths of the purchase price, payable within three, six and nine months, with interest at the rate of five per cent. per annum. Notes shall be made payable at a bank in the city or town in which the sale is held or at a bank in the city of Ottawa. Cash payments must be made at the time of sale in legal tender or by an accepted cheque on a chartered bank, or by a draft issued by a chartered bank, payable to the order of the Deputy Minister of the Interior. If default is made in any payment required by this section the sale shall be forfeited and void.

The purchaser must also pay the cost or the estimated cost of the survey of the berth before a license is issued.

The licensee shall pay an annual ground rent of five dollars per square mile except for lands situated to the west of Yale, in the Province of British Columbia, in which case the yearly ground rent shall be five cents per acre.

The licensee shall pay the following dues on timber cut on his berth :—

Sawn lumber, 50 cents per thousand feet, board measure.

Railway ties, eight feet long, 1½ cents each.

Railway ties, nine feet long, 1¾ cents each.

Shingle bolts, 25 cents per cord.

And 5 per cent. on the sale of all other products of the berth.

# Timber Permits

Yearly permits are granted to settlers, mine operators and others on application to the Dominion Timber Agents, from whom further information can be obtained.

**W. W. Cory,**

Department of the Interior, Ottawa,
December 20th, 1912.

Deputy Minister.

### PULP MILL MACHINERY
Moreau Barking Machine Co.

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Waterous Engine Works Co.

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Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Payette & Company, P.
Waterous Engine Works Co.

### SOUTHERN PINE
Arkansas Soft Pine Association
Cameron & Company
Garrett Lumber Company, T. H.
Harris Lumber Co., Frank H.
Hobart & Company
Mason, Gordon & Company
Wilson Lumber Company
Wuichet, Louis

### SPRUCE
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Bartram Bros.
Blair & Rolland
Cameron & Company
Canada Lumber Sales Company
Christy-Moir Company
Donogh & Company, John
Elgie & Jarvis Lumber Company
Fenderson & Company, John
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### WOOD PULP
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We make a Specialty of

# Conveyor Chains

## For Lumbermen

WE make them from carefully-selected iron, and every link is guaranteed ***strictly hand-made***—not the inferior machine-made.

The point is worthy of special emphasis.

We make the chains according to any dimensions desired, guarantee splendid workmanship; uniformity; dependability.

Prices are the lowest possible for the class of work we furnish, and Quality above criticism.

Let us quote for your needs.

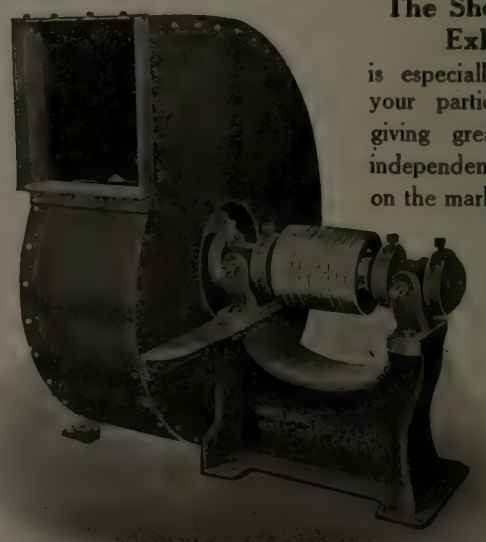
**Send for catalogue giving estimated weights of various sizes of chain; prove test; breaking, straining and safe-working loads, and giving hints regarding the care of chain which will prolong a chain's usefulness.**

## Woodhouse Chain Works

*P.O. Box 525* TRENTON, N.J.

# Planing Mill Improvements

**Every Manufacturer** in the Lumber Industry realizes that to be "up-to-date" their Factory should be installed with **Shaving Exhaust Fans.**



**The Sheldon Shaving Exhaust Fan**

is especially designed to suit your particular requirements, giving greater efficiency and independence than any other on the market.

*See our New Catalogue*

## Sheldons Limited - Galt, Ontario

**Toronto Office, 609 Kent Building**

AGENTS:

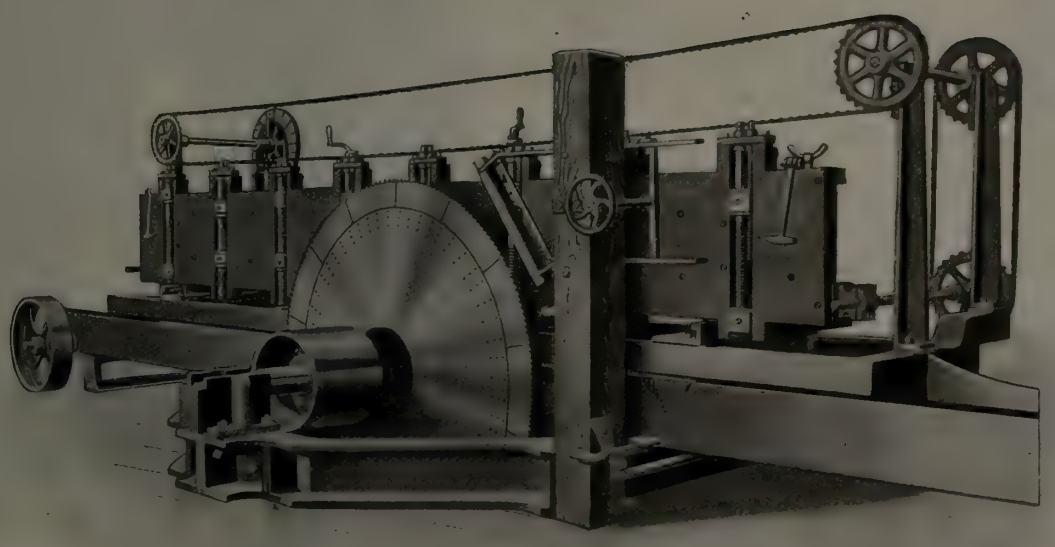
Messrs. Ross & Greig, 412 St. James St. Montreal, Que. Messrs. Walker's Limited, 259-261 Stanley St. Winnipeg, Man.

Messrs. Gorman, Clancey & Grindley, Ltd., Calgary and Edmonton, Alta.

Messrs. Robt. Hamilton & Co. Ltd., Bank of Ottawa Bldg., Vancouver, B.C.

# Coe Veneer Machinery

# Veneer Saw



The Coe Veneer Saw will saw any kind of veneer or thin lumber, but is principally used on Oak, Mahogany, Cedar and Maple; under ordinary circumstances it will saw from ten veneers out of 1 inch stock up to material 3/8 inch thick. Any good sawyer can turn out more and better cut veneers with the Coe Veneer Sawing Machine than he is capable of doing with any other make and do it with perfect ease. They are made in four sizes, 12′ 14′ 16′ and 18′.

The machine is constructed entirely of iron and steel so that nothing can warp or get out of true.

This machine will saw a log down to within 3/4″ without unclamping it. 15 Horse Power is required to operate any size.

The capacity of a Coe Veneer Saw depends upon the width and length of flitches, but on flitches of average width and length a good sawyer can produce from 3,000 to 5,000 surface feet of quarter sawed oak 1/20 inch thick in ten hours.

***Write us for literature.***

## The Coe Manufacturing Co.

**Painesville, Ohio, U. S. A.**

*Established 1850*

***The oldest and largest manufacturers of complete veneer equipment in the world.***

# The Connecting Link

Way back in 1880 the **Wanted and For Sale** columns of the Canada Lumberman and Woodworker were used extensively by the lumbermen of Canada for the purchase and sale of timber, lumber and machinery.

Time has but served to enhance the value of this medium, until to-day the **Wanted and For Sale Department** of the Canada Lumberman has become a national market.

Twice a month "the paper with the green cover" brings together buyers and sellers of lumber and machinery from all the principal lumbering centres of Canada and the United States. By covering this wide field, the percentage of waste circulation for advertisers has been reduced to a minimum.

For quick and satisfactory results, get your advertisement in the **Wanted and For Sale Department** of the

**Canada Lumberman & Wood Worker**

Published 1st and 15th of the Month

*The National Lumber Journal of Canada*

TORONTO - - - CANADA

Branch Offices:

Montreal Winnipeg Vancouver London, Eng.

United States Representatives:
W. D. Ward, 628 Tribune Building, NEW YORK.
E. J. Macintyre, 1155 Peoples Gas Building, CHICAGO.

# DEALERS:- These Lines
## Make Money and Build Prestige

Our high-grade line of oil-tanned, waterproof shoepacks, mocassins, larrigans, sporting boots, etc., etc., is making money for many dealers and has built up a big demand all over Canada and the United States..

Nearly forty years we have been supplying the famous

## "Moose Head Brand"
### and Palmer's Oil Tans

under a broad guarantee of quality covering materials and workmanship.

There is a good market for this grade footwear all the year 'round—a money-making trade that brings added prestige to the store that caters to it.

These standard lines are sold by leading jobbers of footwear throughout Canada. Before placing your orders, see our samples and prices for 1915. Write for Booklet L, free.

**John Palmer Co.**
**Limited**
**Fredericton, N.B.**

(Canada's largest manufacturers of oil-tanned footwear)

# Morgan Machine Company

ROCHESTER, N. Y.

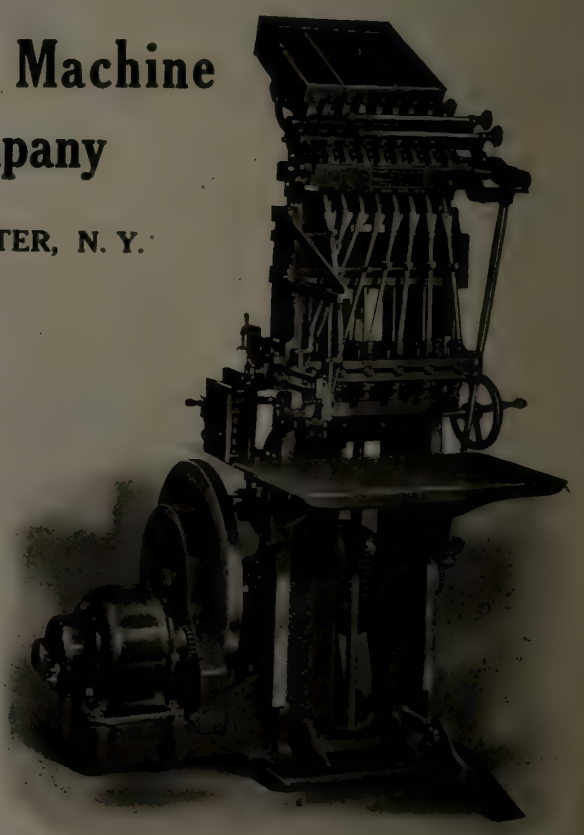
Manufacturers of—

**Nailing Machines,**

**Lock Corner Box Machinery,**

**Box Board Matchers,**

**Box Board Printing Machines.**



Every manufacturer of boxes; every manufacturer who has nails to drive in any article, or packages of any kind to manufacture, should write the Morgan Machine Company for latest developments in machinery for the Box Industry.

**Morgan Machine Company**
ROCHESTER, N.Y.

B. L. No. 316, Chestnut

# BATTS LIMITED

**377-9 Pacific Avenue**

## TORONTO, ONT.

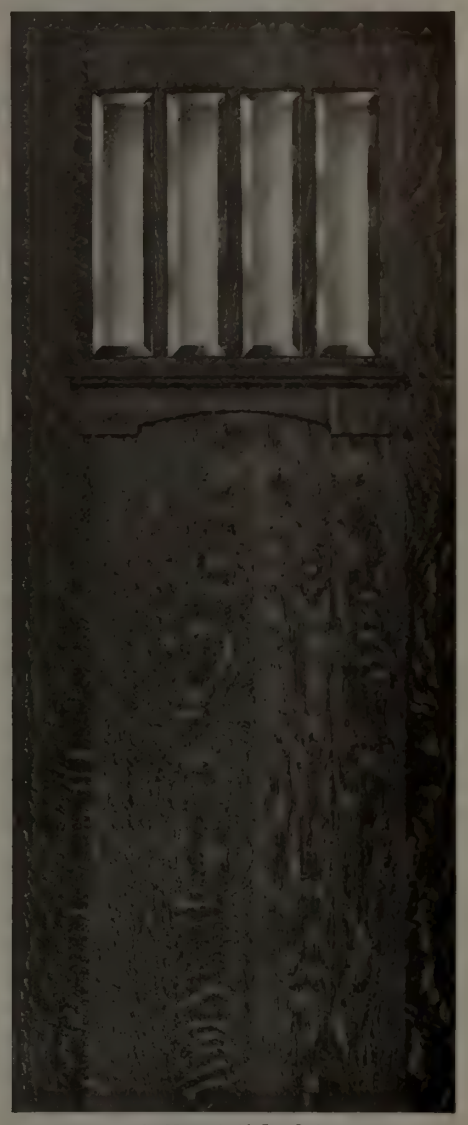
*Manufacturers of*

**Staved Columns,**
**Veneered Doors,**
**Greenhouse Material,**
**Newels, Balusters,**
**Panelling and**
**Interior Fittings.**

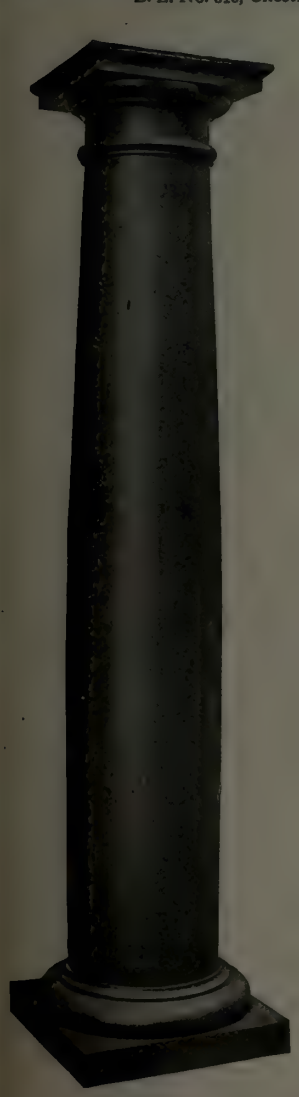
**Buy Goods**
**"Made in Canada"**

**(We manufacture all our own goods.)**

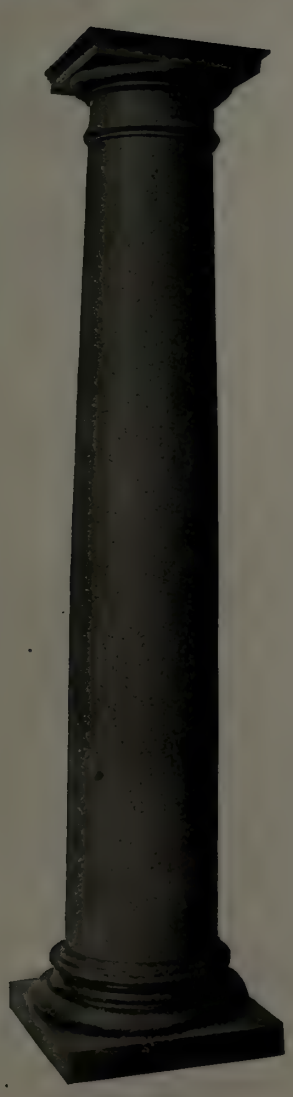
***Write for catalogue.***



B. L. No. 334, ¼-Cut Oak.

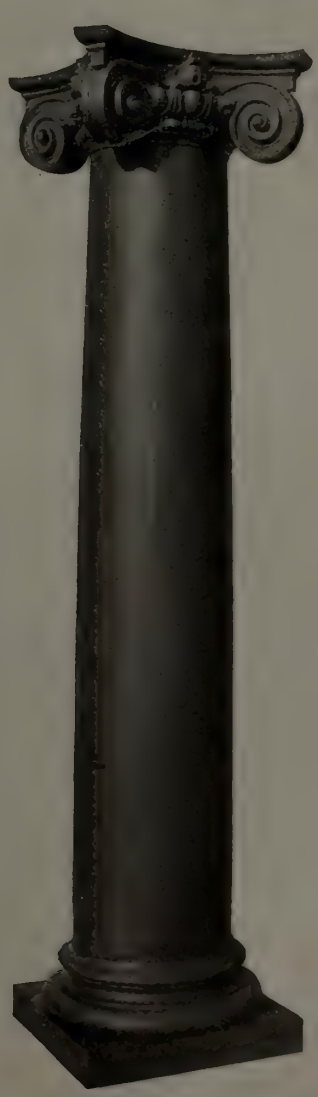


Design B. L. No. 1

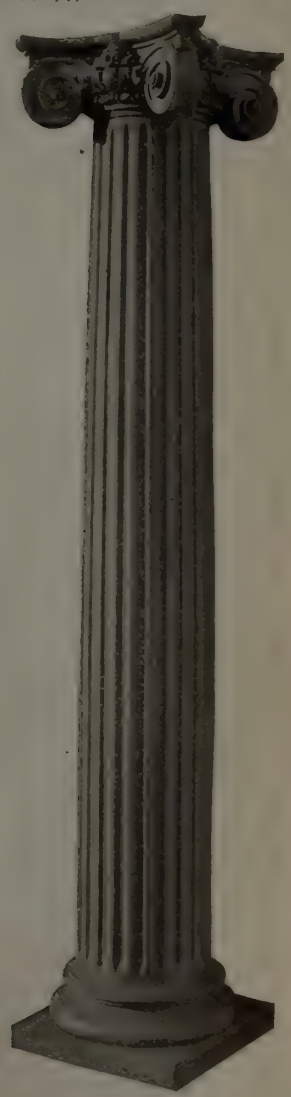


Design B. L. No. 2

Design B. L. No. 3



Design B. L. No. 4



Design B. L. No. 5

***The Mark*** ***of Quality***


# TRIMMERS

Whether you want to trim—
10,000 or
100,000 feet per day
there is a "Long" Trimmer to suit your needs.

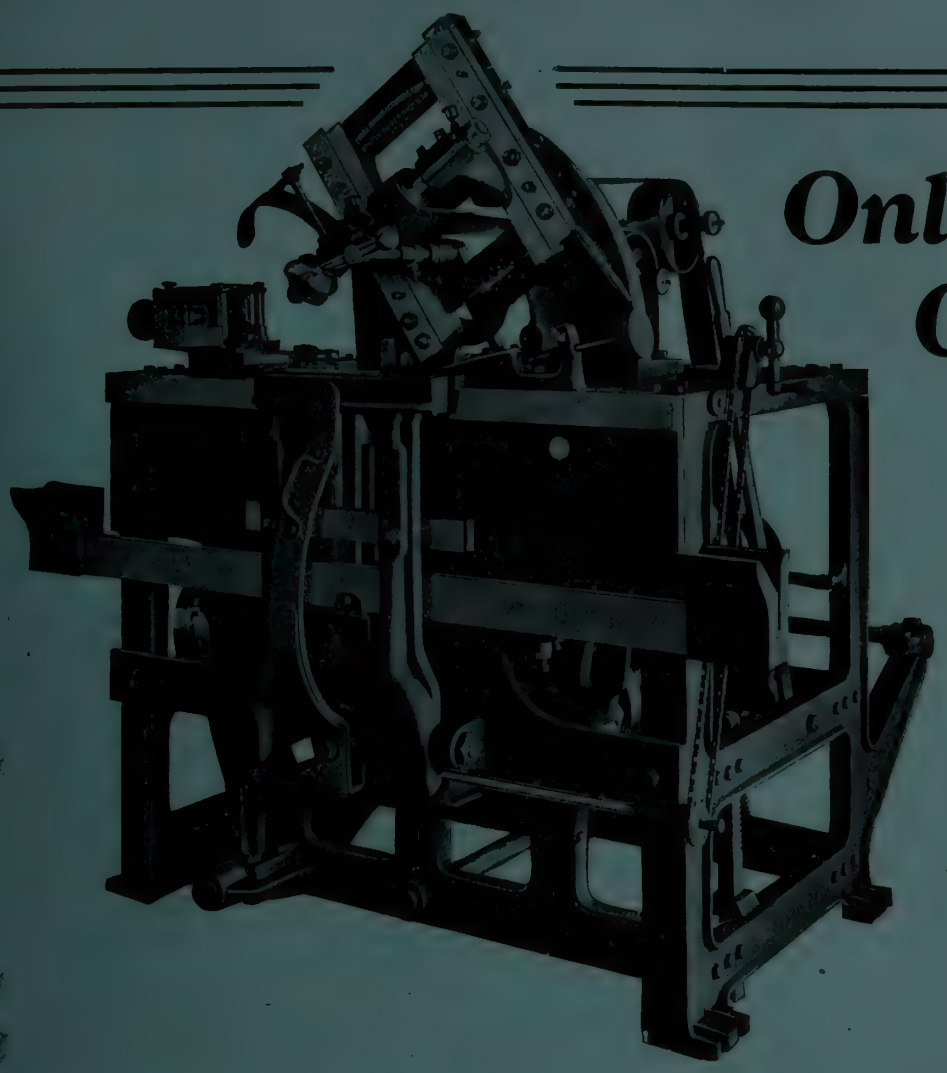
Each in its class upholds the "Long" Reputation for strength, durability, and workmanship.

***Write for the bulletin***

## The E. Long Manufacturing Co., Limited

### Orillia, Canada

**AGENCIES:**
**Vancouver—Robt. Hamilton & Co.**
**Winnipeg—Stuart Machinery Co., Ltd.**
**Calgary and Edmonton—Gorman, Clancey & Grindley Company, Ltd.**
**Montreal—Williams & Wilson, Ltd.**



# *Only the Best Is Good Enough*

THE work your filer does is limited to a great extent by the equipment he uses.

Give him the kind that allows him to keep your saws in the best possible condition—and his work will be reflected in the out-put of your mill.

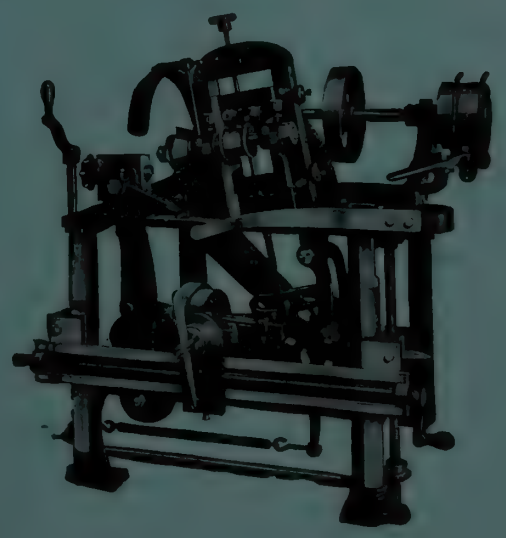
Smooth cutting, easy running saws mean smooth sawn lumber—the secret of both is—

# "COVEL" SAW FILING EQUIPMENT

## For Band and Circular Mills--Any Size

Both in Canadian and American installations, where severe saw service is the general rule, COVEL Filing Room Equipment is giving excellent results. It is producing larger cuts of better lumber wherever used. Your filer needs that kind of equipment.

We can supply COVEL Saw Filing Tools capable of handling circular saws up to 84″ in diameter and bandsaws up to 20″ wide, that will help him keep your saws in better shape at less cost than ever before.



There is only one kind of Saw Filing Equipment good enough to use on good Saws—the best. "COVEL" is the name. Remember it when you are buying Filing Room tools.

# The Waterous Engine Works, Co., Ltd.

H. B. Gilmour
Vancouver, B. C.

Brantford, Canada

Branch:—
Winnipeg, Man.

# "FROST KING" METAL

**$5,000,000.00**
**worth of mixed metal sold annually.**

Our thirty-five years experience in metal mixing enables us to place on the market a babbitt that we believe to be absolutely perfect. For high speed machinery and engine work it is without an equal. It is specially designed for saw-mills, planing mills, threshing engines, traction engines, pumps, rolling mills, pulp machinery, and all classes of stationary engines. It is a high grade metal made of the very best selected stock, and carefully compounded.

If your dealer does not stock FROST KING send us a money order for your requirements. **Price 30c per lb., Fort William and East; West of Fort William 35c per lb., delivered nearest railway station; packed in 30 lb. and 60 lb. boxes.**

For extra duty, such as over-hanging saws, our FAULTLESS BABBITT will stand where all other metals will fail. Price, Fort William and East, **40c per lb.**; West of Fort William, **45c**, delivered to your nearest railway station; packed in **30 lb. and 60 lb. boxes.**

**HOYT METAL CO., Toronto, Canada**

**Have factory and office at Eastern Avenue and Lewis Street, Toronto, Canada**

**Factories also at:— New York, N. Y. London, Eng. St. Louis, Mo.**

President and General Manager D. C. CAMERON, Winnipeg

Secretary-Treasurer, WILSON BELL, Winnipeg

# The Rat Portage Lumber Co. Ltd.

Manufacturers of

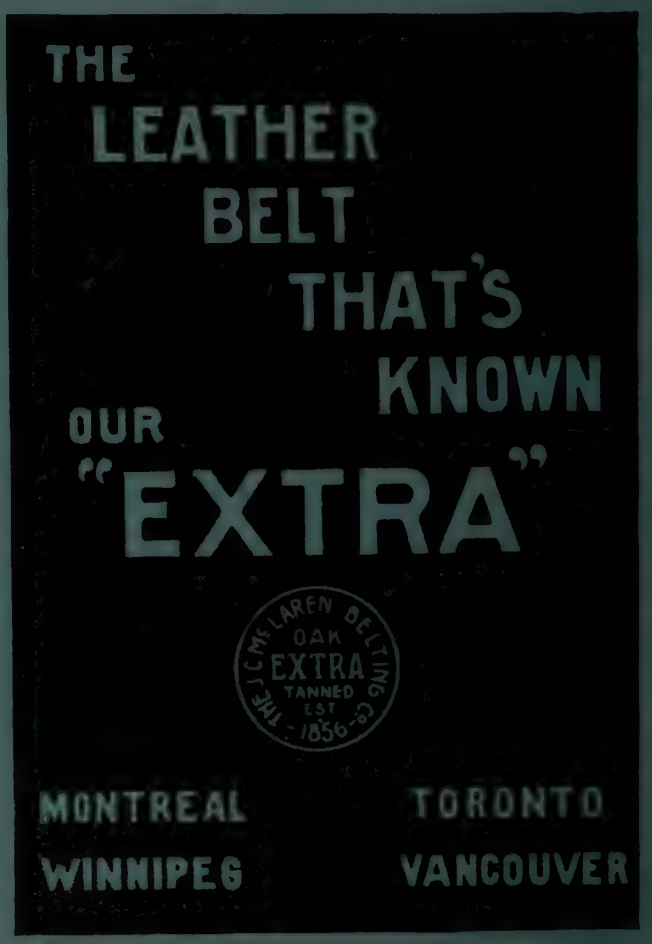
## Fir, Cedar and Spruce LUMBER

**Cedar Shingles, Fir and Cedar Lath**

Car Sills and Sheathing, Cedar Siding

Large and Long Timbers
for heavy construction work

**Vancouver, B.C., and Harrison River, B.C.**




**The J. C. McLaren Belting Co.**
Limited

**General Mill Supplies MONTREAL**

## Shavings and Sawdust Exhaust Systems

***Correctness of Design—Years of Practical Experience***

We manufacture a complete line of Exhaust Fans, Galvanized Iron Pipe, Dust Collectors, Auto Furnace Feeders for feeding shavings direct to furnace.

***"FOSTER" FANS***

will reduce your power bill 100%.
Will convey any kind of material.

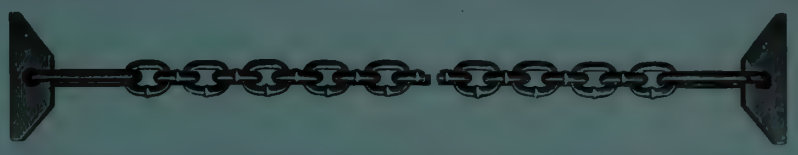
**Toronto Blower Co., 156 Duke St., Toronto**

Free your factory with a "Foster" Fan.

Vol. 35 Toronto, April 1, 1915 No. 7

# Canada Lumberman & Wood Worker

New **RAILS** Relaying
12 to 80 pounds per yard.
**LOGGING CARS**
**Jno. J. Gartshore**
58 Front St. West, Toronto



***Electric-Welded Boom Chain***

25% {More Weld = 25% {More Strength = 25% {More Wear

Sheared Toggle and Ring * T Bar Hook and Link * Two Sheared Toggles * Forged Toggle and Ring

Made in Canada Write to Fully Guaranteed

**McKinnon Chain Co., St. Catharines, Ont.**

**"BUFFALO" Forges and Blowers**

**Leaders for 37 Years**

We manufacture a complete line of forges and blowers both hand and power. There is no other maker who can offer you such a wide variety of different styles and sizes.

*Write for Catalog 179-17*

**Canadian Buffalo Forge Company, Limited**

St. John Toronto Berlin, Ont., Canada Winnipeg Vancouver

GENUINE "TURBROS"

**Balata Belting**

*Waterproof and Stretchless.*
*The best belt for sawmills.*

Manufactured and guaranteed by

**Turner Bros. Canada Limited**
Montreal — Vancouver

Do not risk expensive delays in production by installing an unreliable Pump.

It will pay you to investigate the line of

**PUMPING MACHINERY**

—Built by—

**The Smart-Turner Machine Co., Limited**
HAMILTON, CANADA

**The OPERATING EXPENSE of**
a Shaw Motor-Headworks or Gasoline Warping Tug
**IS LESS THAN $10.00 PER DAY**
This Includes, Full Crew (less log men) Fuel, Oil, Upkeep and Depreciation
**IT WILL WARP 2,000,000 FEET OF LOGS**
**or TOW 100 BOOM-STICKS**

*Manufactured by* **RUSSEL BROTHERS - Fort Frances, Ont.**

Alphabetical Index of Advertisers, Page 64 Classified Directory to Advertisements, Page 56

"Leather like gold has no substitute."

A Good Belt for Wet Runs

Thoroughly Waterproof Oak Tanned

# "AMPHIBIA"

***Made in Canada***

# Leather Belting

Despite the many substitutes offered, leather belting is still the most efficient medium of power transmission and likely to remain so indefinitely.

To drive your machines that are producing *"Made in Canada"* articles you should use "AMPHIBIA", *"Made in Canada"* belting.

"AMPHIBIA" belting is made from the best hides selected for their suitability for belting. They are given a special waterproofing tannage in our own tannery under intelligent supervision.

"AMPHIBIA" belting resists exposure to oil, water or heat generated by pulley friction.

When ordering "AMPHIBIA" belting state where the belt is to run.

***Write us for prices.***

## Sadler & Haworth

*Tanners and Manufacturers*

| MONTREAL | TORONTO | ST. JOHN, N.B. | WINNIPEG | VANCOUVER |
|---|---|---|---|---|
| 511 William St. | 38 Wellington St. E. | 89 Prince William St. | Galt Building | 27 Columbia Ave. |

# George Gordon & Company

Limited

Cache Bay, Ont.

## Machinery

For Sale

1 14 in. Berlin Matcher
1 8 in. Woods Sticker
1 Buzz Planer
1 Tenoning Machine
1 Arm Sander
1 Sash & Door Clamp
1 Saw Table Machine
1 Turning Table
1 Steam Glue Pot
9 Small Trucks

## WHITE and NORWAY PINE

## Cross Arms

3¼ x 4¼ Shaped, bored and painted

| | |
|---|---|
| 3 ft. 6 in., | 2200 pcs. |
| 4 ft. | 1500 pcs. |
| 6 ft. | 2300 pcs. |

3¼ x 4¼ D.4.S.

| | |
|---|---|
| 4 ft. | 12400 pcs. |
| 6 ft. | 9000 pcs. |

# Collar the Trade

with

# *HOCKEN'S HEMLOCK*

You will have no difficulty in securing your share of trade if you sell such excellent stock as Hocken's Hemlock.

***Ask for our prices.***

# Hocken Lumber Company, Limited

Otter Lake Station, Ont.

Toronto Representative :—L. M. Dougherty, 77 Lindsay Ave., Phone Park. 2170

CALIFORNIA REDWOOD

# REDWOOD

CALIFORNIA REDWOOD

our big specialty. The versatile wood. You have read our previous messages and know what this wonderful and economical wood is.

# BIG TIMBERS

our hobby. The bigger the better.

# RAILWAY TIES

our big line and everything in lumber. Second to none.

***TRY OUR QUALITY GOODS AND EFFICIENT SERVICE.***

## Canada Lumber Sales Co., Limited

**145 St. James Street, Montreal**

# Spruce, Hemlock and Hardwoods

***We have on hand ready for shipment:—***

| | |
|---|---|
| 1,000,000 ft. | Merchantable Hemlock 1″, 2″ and 3″, lengths 9 ft. to 26 ft., widths 4″ to 11″, each length and width piled separately. |
| 1,200,000 ft. | Merchantable Spruce 1″, 2″ and 3″, lengths 8 ft. to 24 ft., widths 4″ to 12″, piled separately. |
| 700,000 ft. | Hard Maple 1″, 1¼″, 1½″, 2″ and 3″, sawn on grade. |
| 250,000 ft. | 1″ and 1½″ Beech, sawn on grade. |
| 125,000 ft. | 1 x 4 & up Basswood L.R., No. 2 C. & B. |
| 125,000 ft. | 1″ M. C. Ash. |
| 70,000 ft. | 1″ M. C. Elm. |

We specialize in timbers—lengths 10 ft. to 26 ft. long, and we have facilities for Dressing.

***Send us your inquiries***

## Fassett Lumber Company, Limited

**Fassett, Que.**

# HEMLOCK

Let us ship you a car of our Cache Bay stock—this is strictly No. 1. We can furnish any size you need. Look over the following list, and send us your inquiries.

2 x 4 - 10—13,000 ft.
2 x 4 - 12—53,000 ft.
2 x 4 - 14—29,000 ft.
2 x 4 - 16—32,000 ft.

2 x 6 - 10—16,000 ft.
2 x 6 - 12—23,000 ft.
2 x 6 - 14—27,000 ft.
2 x 6 - 16—20,000 ft.
2 x 6 - 10/16—74,000 ft.

2 x 8 - 10— 6,000 ft.
2 x 8 - 12— 68,000 ft.
2 x 8 - 14— 92,000 ft.
2 x 8 - 16—119,000 ft.
2 x 8 - 18— 14,000 ft.
2 x 8 - 20/24—13,000 ft.

2 x 10 - 10— 1,000 ft.
2 x 10 - 12—39,000 ft.
2 x 10 - 14—50,000 ft.
2 x 10 - 16—85,000 ft.
2 x 10 - 18— 6,000 ft.
2 x 10 - 20/24—13,000 ft.

2 x 12 - 10— 2,000 ft.
2 x 12 - 12—18,000 ft.
2 x 12 - 14—16,000 ft.
2 x 12 - 16—66,000 ft.
2 x 12 - 18—21,000 ft.
2 x 12 - 20/24—30,000 ft.

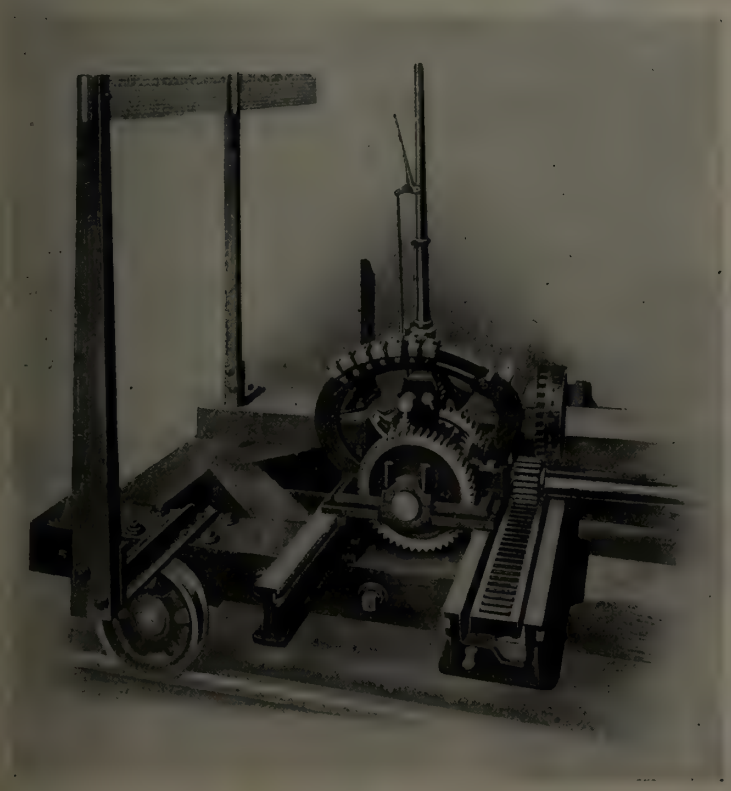
68,000 ft. 1-in. No. 1
92,000 ft. 1-in. No. 2
215,000 ft. 2-in. No. 2

## The Long Lumber Company

HAMILTON, ONT.



# "Lane" Double Acting Setting Device



When the average daily cut of the mill is expected to exceed 18,000 or 20,000 feet, we advise our customers to have their mills equipped with the accompanying pattern of setting device. This setting device has many advantages for rapid sawing.

The Lane Patent Double-Acting Back Lever Setting Device as illustrated is very simple. The device will set for any thickness up to 2 inches, by a single throw of the lever, either forward to the latch, or back to the "home-rest" and up to 4 inches by a double throw, that is forward to the latch and back to the "home-rest."

We will be pleased to send you detailed information of this setting device. Write us.

## Lloyd Mfg. Co., Limited, Kentville, N. S.

**Watson & Todd Limited**

WHOLESALERS

**Dry White Pine and Norway**

OTTAWA

Also

Montreal and Liverpool, Eng.

---

The

**Harris Tie & Timber Co.**

Ottawa - Canada

Lumber - Lath - Shingles

Cedar Poles and Posts

Railway Ties - - Piles

---

The

**Georgian Bay Lumber Co.**

Limited

Waubaushene, Ontario

Manufacturers of High Grade

**Lumber and Laths**

---

**Fraser Bryson Lumber Co., Ltd.**

Wholesale Lumber Dealers

Selling agents for Fraser & Co., Manufacturers

Mills at Deschenes, Que., near Ottawa

**White Pine**
**Red Pine**
**Spruce**
**Lumber and Lath**

Office, Castle Building 53 Queen St. Ottawa, Can.

---

JOHN GILLIES, President — DAVID GILLIES, Vice-President. — J. S. GILLIES, Sec.-Treas.

Established 1873

**GILLIES BROS.** Limited

Mills and Head Office BRAESIDE, ONT.

Manufacturers of

**WHITE PINE**

RED PINE — SPRUCE

New York City: Guy E. Robinson, 1123 Broadway

# BARTRAM BROTHERS, LIMITED
## OTTAWA, CANADA

# SPRUCE, RED AND WHITE PINE

***We Offer for Immediate Shipment:***

**NORWAY & JACK PINE, M. R.**

1 x 4/5 x 10/16 ft.—1,080,484 ft.
1 x 6 x 10/16 ft.— 443,000 ft.
1 x 8 x 10/16 ft.— 81,000 ft.
1 x 10 x 10/16 ft.— 14,000 ft.
2 x 4 x 10/16 ft.— 164,312 ft.
2 x 6 x 10/16 ft.— 220,000 ft.
2 x 8 x 10/16 ft.— 320,000 ft.
2 x 10 x 10/16 ft.— 218,000 ft.
2 x 12 x 10/16 ft.— 65,000 ft.
3 x 4 & up x 10/16 ft.—129,000 ft.

**NORWAY & JACK PINE, CULLS**

1 x 4 and up x 8/16 ft.—1,500,000 ft.
3 x 4 and up x 10/16 ft.— 82,517 ft.

**NORWAY & JACK PINE LATH**

1½ x ⅜ x 4 ft., No. 3—471,000
1½ x ⅜ x 32 in., M.R.—440,000

**SPRUCE, M. R.**

2 x 3 x 10/16 ft.— 24,000 ft.
2 x 4 x 10/16 ft.—700,000 ft.
2 x 5 x 10/16 ft.—400,000 ft.
2 x 7 x 10/16 ft.— 14,000 ft.
1¼ x 3 x 10/16 ft.— 13,600 ft.

**SPRUCE LATH—M.R. CULLS OUT**

1¼ x ⅜ x 4 ft.—Five cars.

**SPRUCE, M. R.**

1¼ x 4 x 10/16 ft.— 92,000 ft.
1¼ x 5 x 10/16 ft.— 17,000 ft.
1¼ x 6 x 10/16 ft.— 14,000 ft.
1¼ x 9 x 10/16 ft.— 67,000 ft.
1 x 3 x 10/16 ft.— 31,000 ft.
1 x 4 x 10/16 ft.— 75,000 ft.
1 x 5 x 10/16 ft.—140,000 ft.
1 x 7 x 10/16 ft.— 15,000 ft.

**SPRUCE CULLS**

3 x 4 and up x 8/16 ft.—125,000 ft.
2 x 4 and up x 8/16 ft.— 20,000 ft.
2 x 5 and up x 8/16 ft.— 85,000 ft.
1 x 4 and up x 8/16 ft.— 80,000 ft.

**WE CAN DRESS AND MATCH OR RESAW TO ORDER**

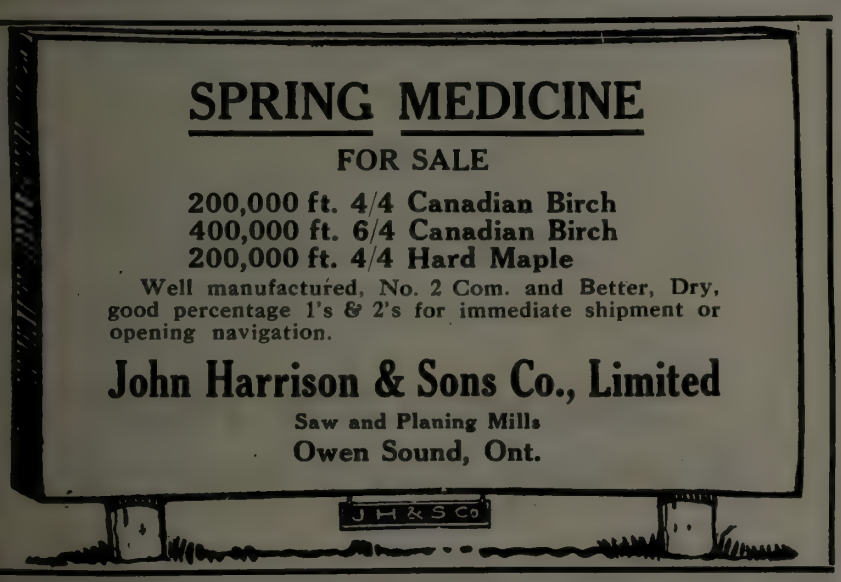
## SPRING MEDICINE

FOR SALE

**200,000 ft. 4/4 Canadian Birch**
**400,000 ft. 6/4 Canadian Birch**
**200,000 ft. 4/4 Hard Maple**

Well manufactured, No. 2 Com. and Better, Dry, good percentage 1's & 2's for immediate shipment or opening navigation.

**John Harrison & Sons Co., Limited**
Saw and Planing Mills
Owen Sound, Ont.




# SHINGLES

## BARCLAY SHINGLE MILLS
LIMITED

P.O. Drawer 520, VANCOUVER

Mills at HANEY, B.C.

# River Ouelle Pulp & Lumber Co.

*Manufacturers of*

# SPRUCE

**Lumber Lath Pulpwood**

*Head Office and Mills at:*

**St. Pacome, Que., Canada**
On I. C. Ry. 75 Miles East of Quebec City

*Also Mills at:*

Crown Lake, Powerville, Riv. Manie
On Nat. Transcontinental Ry.

# Thos. Mackarell & Company

Ottawa - - - Montreal

*Wholesale*

**Red Pine White Pine Spruce**

---

**Charlemagne & Lac Ouareau Lumber Co.**
Mills: Charlemagne, Montcalm, St. Adele

**The Gres Falls Company**
Mills: Three Rivers and Cape Madelaine

**St. Gabriel Lumber Co., Limited**
Mill: St. Gabriel de Brandon
Head Office: 524 Board of Trade, Montreal, P. Q.

Manufacturers of
**Spruce and Pine Lumber and Ground Wood Pulp**

---

**California PTL Redwood**

**For Interior Finish**
Redwood is easy to work and takes a beautiful finish.

**For Exterior Finish**
Redwood leads for it does not rot. It needs no paint.

Ask for our Catalogue. Ask for our Finish Book.

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**Fraser Limited**
Fredericton, N. B.

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**Donald Fraser & Sons, Limited**
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**Fraser Lumber Co., Limited**
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MANUFACTURERS OF

**Spruce Lumber**
Rough and Finished

**Shingles, Lath, Piano Sounding Board Stock, etc.**

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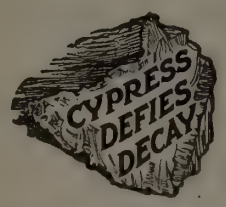
**Our Mills Produce and We Market as Much**

**GENUINE LOUISIANA RED CYPRESS**

**As All Other Concerns Combined**




250,000,000 feet constantly in stock insures filling any reasonable order promptly.
Our Canadian trade is constantly increasing and we are always striving to merit a still larger increase.

*Our salaried salesmen receive credit for mail orders. Try us.*

**LOUISIANA RED CYPRESS COMPANY**

Hibernia Building New Orleans, La.

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## The North Shore Shingle Association

**of Eastern Canada**

**offer for immediate or early shipment:**

## EXTRAS, CLEARS, SECOND CLEARS, CLEAR WALLS and EXTRA NO. 1s.-

***This Stock is Dry and Can be Supplied in Short or Full Count.***

**Rail Shipments Can Be Made From the Following Points:—**

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| CAMPBELLTON, N. B. | Shives, Mowat or Richards Brands |
| DALHOUSIE JCT., N. B. | Restigouche Brand |
| DALHOUSIE, N. B. | Dalhousie Brand |
| CHARLO, N. B. | Charlo Brand |
| BATHURST, N. B. | Beaver Brand, full count stock |
| CHATHAM, N. B. | Miramichi Brand |

**Water Shipments Can Be Supplied as Follows:—**

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| GASPE, Que. | York Brand |
| BONAVENTURE, Que. | Beaver Brand, full count stock |

**Water Shipments Also Supplied From:—**

CHATHAM, BATHURST, DALHOUSIE, CAMPBELLTON, and BONAVENTURE.

Standard Grading Rules have been adopted and you will find our stock uniform and much superior to the ordinary run of shingles.

**EXTRAS:** Please note that this grade is sold out at all the Mills except the Shives Brand from Campbellton which is running on selected piled logs during present winter.

This grade will not be available generally until May 1st.

***For Prices write or wire***

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13 Foot **SPRUCE** 16 Foot
Lath and White Cedar Shingles

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**HARDWOOD LUMBER**
Dimension Stock, Mattress Frames, Hard and Soft wood slabs cut to lengths required. Hemlock, Cedar, Posts.
Orders receive prompt attention.
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White Pine, Norway, Yellow Pine, Hemlock
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Interior Trim Mill Work.
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**STAONAL LUMBER CRAYONS**
Waterproof Permanent
Will not wash or rub off
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*Special Price, $1.00*
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**Hardwood Flooring**
The Celebrated Diamond Brand
End Matched, Bored, Polished and Bundled
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**Good Grades — Right Prices — Prompt Shipments**

**Canadian Hardwood. National Grading Rules**

**Birch**
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**Maple**
**Elm**
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***All Thicknesses***

Also full line in

**White, Red**
and
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***All grades and sizes.***

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**C. G. Anderson Lumber Company, Limited**
Manufacturers and Strictly Wholesale Dealers in Lumber
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WE Buy, Sell and deal in all kinds of Lumber and Timber in Canada and United States: Spruce, White Pine, White and Basswood, Ash, Cedar, Douglas Fir, Beech, Birch, Walnut, Cherry, Chestnut, Cottonwood, Hemlock, Maple, Norway Pine, Short and Long Leaf Yellow Pine, Oak, Redwood, Birch, Maple and Oak Floorings, Pulpwood Ties, and Cedar Poles.

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Planing of all kinds done by carload. Railroad Switch in connection with mill. All classes of building material, lime and cement for sale.

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My methods of cruising, based on 24 years' experience, will prove as valuable to you as they have to many large Banking and Bond Houses, Railroads, Corporations, and private Investors in the United States and Canada,

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no longer satisfies the man who wants to **know** what he is buying, selling, or operating.
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**"Well Bought is Half Sold"**

***We Offer the Following Special Lines—***
***For Quick Sale***

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| 2 Cars | 4 x 4 to 6 x 6 | Sound Cedar Squares |
| 100,000 Ft. | 5/4 | 1st and 2nd Basswood |
| 2,500 " | 8/4 | " " " |
| 2,500 " | 16/4 | " " " |
| 12,000 " | 8/4 | 1st and 2nd Soft Elm |
| 17,000 " | 4/4 | No. 1 C. & B. Soft Elm |
| 22,000 " | 8/4 | No. 1 C. & B. Soft Elm |
| 50,000 " | 4/4 | No. 2 C. & B. Birch |
| 13,000 " | 3 x 8 to 16"—10 to 16 ft. | 1st and 2nd White Ash |
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**Hardwoods Thoroughly Dry**
**Your Inquiries Will Have Prompt Attention**

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Located on three New Railroads { G. T. P. / C. N. R. / P. G. E.
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**Order To - Day we Ship Tomorrow**
***Gulf Cypress***
Kiln - dried North Carolina Pine, Long Leaf Timber, Whitewood, Cypress Shingles.
From our wharves in Portland, Maine
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## Specialty --- Dimension Timber

HEMLOCK — YELLOW PINE — NORWAY PINE

Lumber
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ESTABLISHED 1855

## THE McGIBBON LUMBER CO.
OF PENETANGUISHENE

Manufacturers of and Dealers in

**Lumber, Lath, Shingles, Etc.**

HEMLOCK BILLSTUFF a Specialty of which we have the Best Assortment on Georgian Bay.

Don't wait to write. Phone us your requirements.

All stock sized or matched if required.

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Far sighted owners of timber lands should take advantage of the times incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. This is certain to come at no distant day. Therefore cultivate a closer acquaintance with your holdings, and the best method of marketing them. Let us prepare the way for you. Remember, we not only report on the property, but assist in marketing the bond issue when necessary. Send for our booklet.

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## California White Pine
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Best Stock for Factory and Pattern Lumber

Ask **LOUIS WUICHET**

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Long Leaf Timbers,
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## White Pine from Bisco

Get our prices on White and Red Pine. We have all sizes at Bisco and can make prompt shipments. We also have Norway at Tomiko, 1913 cut, grade right, prices right.

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**HEMLOCK**
**SPRUCE**

*Dry stock in all sizes.* *Quick shipments.*

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**Yellow Pine and B.C. Shingles always in transit**

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Manufacturers
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Manufacturers
Oak, Ash, Poplar and Cypress
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When wanting lumber in car lots of various kinds and thicknesses. Send us list of your needs. We will be glad to make you quotations on Birch, Basswood, Black Ash, Soft Elm, Pine and Spruce. Mixed car loads our specialty.

**Piling**— Orders for Spruce Piles 30 to 60 feet long filled on short notice.

**Oliver Lumber Co. of Toronto, Ltd.**
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## We Offer for Immediate Shipment

50 M. ft. 4/4 No. 1 Common and Better Elm.
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70 M. ft. 4/4 No. 2 Common and Better Maple.
26 M. ft. 8/4 No. 2 Common and Better Maple.
40 M. ft. 4/4 No. 1 Common and Better Birch.
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**Norway Lath**
**Spruce Lath**

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300,000 1″ No. 1 C. & B. Birch
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60,000 2″ No. 1 C. & B. Elm
100,000 1″ Cull Elm
50,000 2″ No. 1 C. & B. Birch
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150,000 1″ No. 1 C. & B. Elm

This stock was cut early, is dry, and was taken from an exceptionally good run of logs. We are quoting attractive prices on this lumber for prompt shipment.

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# Everything in Timber

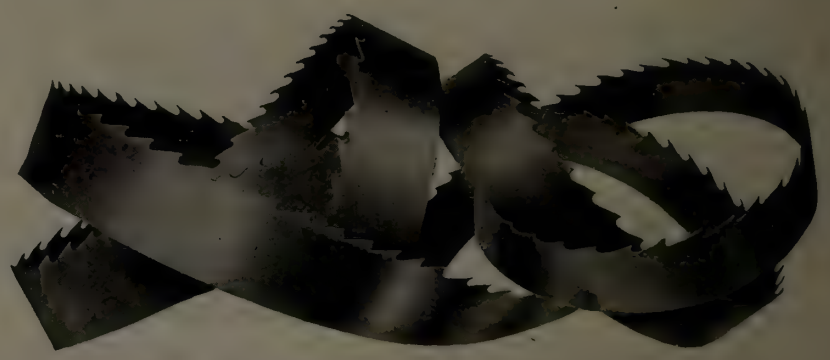
Car and Cargo lots only

**Douglas Fir, Pine, Hemlock, Spruce, Yellow Pine and Oak**

Write, Wire or 'Phone for Prices - **Western Office:—Pacific Building, VANCOUVER, B. C.**

# Not a Crack!

Bent and twisted beyond hope of repair—but the



# Temper and Toughness

of the

# DISSTON SAW

were equal to the strain.

## Henry Disston & Sons, Ltd.

2 Fraser Ave., TORONTO, Ont.

# The Rat Portage Lumber Co., Ltd.

**With Mills at Winnipeg, Man. Vancouver, B. C. Harrison River, B. C. Kenora, Ont. Rainy River, Ont. and Banning, Ont.**

Manufacturers of

## Lumber, Lath, Shingles, Sash and Doors

And all kinds of Woodwork and Interior Finish. Also Box Shooks and Packing Cases. White and Red Pine Lumber, Maple Flooring, Hardwood Lumber, Turned and Band Saw Work, Cedar Posts and Poles, Tamarac, Piling etc.

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## *HIGH GRADE RED CEDAR SHINGLES*

LET US QUOTE YOU PRICES

**TIMMS, PHILLIPS & CO., LTD.**

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# The Glue Book

***What it Contains:***

*Chapter 1*—Historical Notes.
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***Price 50 cents***

**Canada Lumberman & Woodworker**

**347 Adelaide St. West, Toronto**

# Heavy Fir Dimension

***Is Our Particular Specialty***

*The Heavier it is the Better we like it*

**We Dress from 1 to 4 Sides up to 16-in. x 20-in., 60-ft.**

*Our grade is positively right, and prices will please*

**Timberland Lumber Co., Limited**

**Head Office, Westminster Trust Bldg., NEW WESTMINSTER, B.C.**

Mills at Craigs on the B.C.E.R.
Shipment by C.P.R.R., G.N.R.R. or B.C.E.R.R.

# Thurston-Flavelle Lumber Company

*MANUFACTURERS OF*

## British Columbia Red Cedar Exclusively

4, 5 and 6 inch "CLEAR A" Cedar Bevel Siding.
8, 10 and 12 inch CLEAR CEDAR FINISH.
EXTRA XXX RED CEDAR SHINGLES.

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# Where Can I Get It?

I intend to build and want to use Arkansas Soft Pine. Please give me address of nearest dealer.

Where can I get Arkansas Soft Pine Trim for the house I am building?

Please send me finished samples of Arkansas Soft Pine. Also wish you would give address where it can be purchased.

I wish you could get my dealer to order a car of Arkansas Soft Pine finish and ceiling. I will do what I can.

Honest to goodness, is there any reason why you should not handle the kind of lumber people want?

The owner wants Arkansas Soft Pine, the Architect is specifying it and the contractor must get it, somewhere, somehow.

# Why Not Get It From You?

For business reasons you can afford to handle stock in which the owner, the architect and the contractor are interested and for which there exists a consistent and persistent demand.

A complete line of Arkansas Soft Pine trim gives you command of the interior trim trade of your community that you can secure in no other way.

Arkansas Soft Pine is recognized as the Standard Soft Wood Trim of America. With your active co-operation it soon will be the Standard Wood Trim of America. —And you, the dealer, will get the business.

## Does That Fact Appeal To You?

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| Freeman-Smith Lumber Company | Millville, Ark. |
| Gates Lumber Company | Wilmar, Ark. |
| Southern Lumber Company | Warren, Ark. |
| Stout Lumber Company | Thornton, Ark. |
| Valley Lumber Company | Reader, Ark. |
| Wisconsin & Arkansas Lumber Company | Malvern, Ark. |
| Arkansas Land & Lumber Company | Malvern, Ark. |
| Arkansas Lumber Company | Warren, Ark. |
| Cotton Belt Lumber Company | Bearden, Ark. |
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## United States Manufacturers and Wholesalers seeking Canadian Business

## Hoffman Brothers Company

**Fort Wayne, Indiana**

**Manufacturers of Hardwoods—Any Thickness From**

1/30″ SLICE CUT VENEER
1/20″ SAWED VENEER
to
2″ BAND SAWED LUMBER

HB Reg U.S. Pat. Off. HB Reg U.S. Pat. Off.

**Specialty:**

**QUARTERED WHITE OAK**

## LOUISIANA RED CYPRESS

QUARTERED OAK PLAIN OAK
POPLAR ASH

***Yards at Nashville, Tenn.***

We can ship you promptly any of the above Stock, Carefully Inspected

**WE WOULD LIKE TO HEAR FROM YOU**

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Plant of The Stearns Salt and Lumber Co.

## Stearns Quality

**Michigan Hardwoods**
**Hemlock and Pine**

## Lumber and Timber

Try out STEARNS SERVICE on mixed car shipments. Retail stocks replenished over night by our 24 hour service.

HEMLOCK
WHITE PINE
HARDWOODS
MAPLE FL'G.
*IN MIXED CARS*
SHINGLES
LATH
POSTS
MOULDING

The
## Stearns Salt & Lumber Co.
**Ludington, Mich.**

## W.M.RITTER LUMBER COMPANY

**Below is List of Dry Lumber We Can Ship Promptly**

CHESTNUT:
4/4 1s and 2s, 2 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 3 cars.
5/4 No. 1 Common, 1 car.
6/4 No. 1 Common, 2 cars.
8/4 No. 1 Common, 2 cars.
4/4 Sound Wormy, 3 cars.
5/4 Sound Wormy, 2 cars
8/4 Sound Wormy, 1 car.

POPLAR:
5/8 Reg. 1s and 2s, three cars.
3/4 Reg. 1s and 2s, one car.
4/4 Reg. 1s and 2s, four cars.
5/4 Reg. 1s and 2s, one car.
6/4 Reg. 1s and 2s, one car.
10/4 Reg. 1s and 2s, one car.
12/4 Reg. 1s and 2s, two cars.
16/4 Reg. 1s and 2s, three cars
4/4 No. 1 Common, 4 cars.
5/4 No. 1 Common, 2 cars.
6/4 No. 1 Common, 2 cars.
5/8 18-23, two cars, Panel and No. 1.
4/4 24-27, three cars, Panel and No. 1.
4/4 18-23, two cars, Panel and No. 1.

BASSWOOD:
4/4 1s and 2s, 5 cars.
5/4 1s and 2s, 3 cars.
4/4 No. 1 Common, 5 cars.
5/4 No. 1 Common, 3 cars.

WHITE OAK:
5/4 1s and 2s Plain, 5 cars.
6/4 1s and 2s Plain, 6 cars.
7/4 1s and 2s Plain, 7 cars.
8/4 1s and 2s Plain, 7 cars.
5/4 No. 1 Common, 3 cars.
6/4 No. 1 Common, 3 cars.
4/4 Qtd. 1s and 2s, 4 cars.
4/4 No. 1 Common, 5 cars.

PLAIN RED OAK:
4/4 1s and 2s, 7 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 6 cars.
5/4 No. 1 Common, 2 cars.
3/4 No. 1 Common, 3 cars.

The above is a list of dry stock which we can ship promptly. All our own manufacture and band-sawn stock, and thoroughly dry. Do not place your orders before writing for prices.

**CANADIAN REPRESENTATIVE:**

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**Phone College 6997**

W.M.RITTER LUMBER COMPANY — COLUMBUS, OHIO

## R. HANSON & SONS

MANUFACTURERS

## Michigan Hardwoods AND Hemlock Lumber

**Grayling - Michigan**

# The C. Beck Manufacturing Co., Limited

PENETANGUISHENE, ONT.

## You Want Long Joisting for Spring

**Look over your stock and write for prices on any of the following:—**

50,000 feet 2 x 6—20 Norway
60,000 feet 2 x 8—20 Norway
15,000 feet 2 x 10—20 Norway
24,000 feet 2 x 10—22 Norway
38,000 feet 2 x 8—22 Norway
15,000 feet 2 x 12—22 Norway

**Stock List on application.**

**Get your Stock DRESSED, MATCHED or RESAWED and save freight.**

**PLANING MILL in connection with our yard. WORK GUARANTEED.**

# HOE

# Chisel Tooth Saws

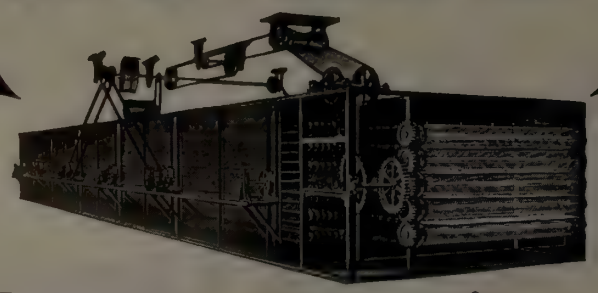
**The Choice of Lumbermen in two Hemispheres**

More than 80,000 of these saws are now in use in all parts of the world. Hoe Chisel Tooth Saws are backed by 86 years' experience in the manufacture of saws. They are made from the finest steel, evenly tempered throughout. Special Flanged Shanks and Superior Bits are supplied for sawing hardwood.

***We are the oldest Saw manufacturers in America***

## R. HOE & CO. 504-520 Grand Street, NEW YORK CITY

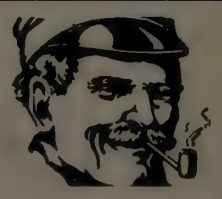
## PROCTOR VENEER DRYER



**Dries enormous amount of veneer perfectly flat and pliable at minimum cost, without checks or splits**

**Send for catalog and list of users**

**The Philadelphia Textile Machinery Co., Philadelphia**



## Easy Spreadin' Paint

is mostly of th' easy wearin' kind—like some graphite paints I know without no backbone to 'em. It's the silica what puts th' fight in graphite an' that's why the shops been usin' Dixon's Silica-Graphite Paint for the last fifty years. Silica-Graphite makes th' paint pigment that's practically inert—Nature's own mixture from the Dixon Mines at Ticonderoga, N.Y. Dixon's Paint means easy work for th' boys, less brush wear for th' boss an' an everlastin' good job for the owners of bridges, boiler fronts, smoke stacks iron fences an' all other metal surfaces. Write for booklet No. 238-B.

**Joseph Dixon Crucible Co.**

Established 1827

**JERSEY CITY, N. J.**

We handle

# Everything in Lumber

*Write or wire for prices and stock lists.*

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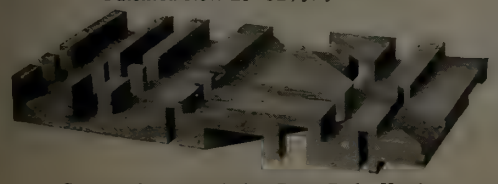

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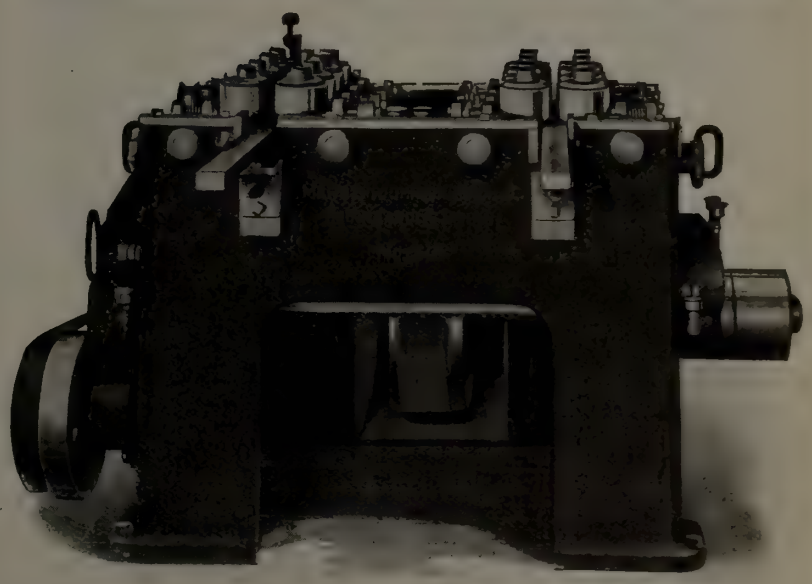

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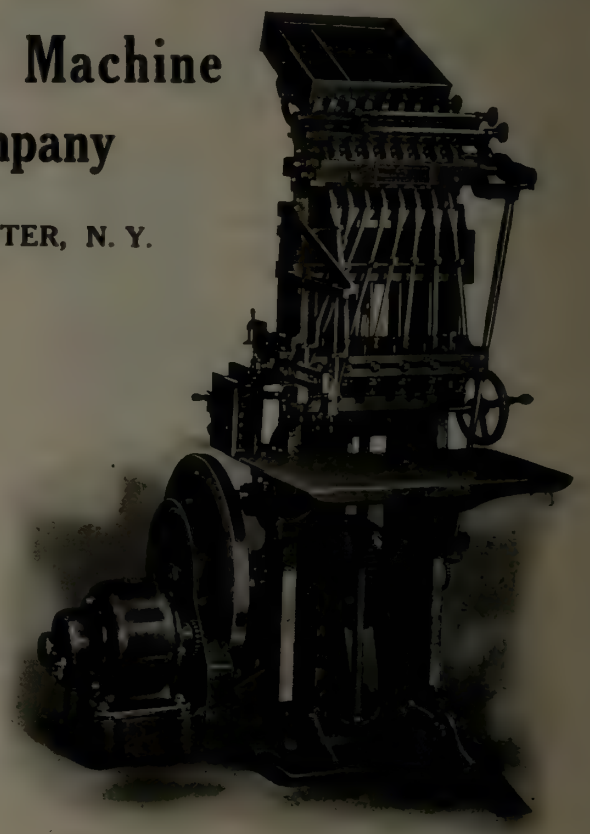

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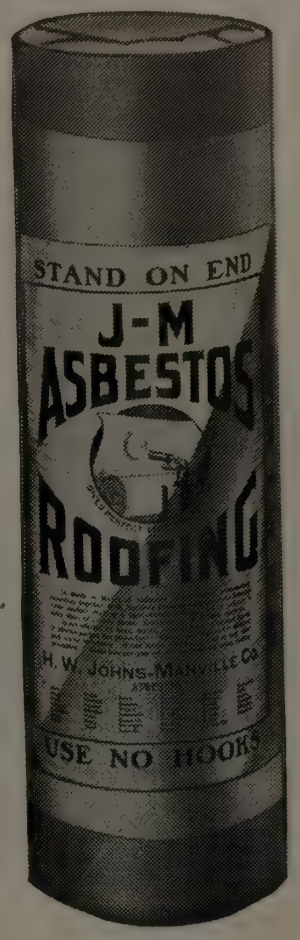


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"The Canada Lumberman and Woodworker" is published in the interest of, and reaches regularly, persons engaged in the lumber, woodworking and allied industries in every part of Canada. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

Authorized by the Postmaster General for Canada, for transmission as second class matter.

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Vol. 35 Toronto, April 1, 1915 No. 7


## The Atlantic Coast Vessel Famine

The report published elsewhere in this issue regarding the appointment of a commissioner representing the Dominion Government to visit Australia and enquire into the market for Canadian lumber with a view to assisting Canadian exporters in securing a larger share of Australian trade will arouse a great deal of interest in all parts of Canada. But in eastern Canada the question will at once be asked whether the Government will do what it can to promote the interests of the lumber manufacturing industry which looks to the Atlantic export trade for much of its business. There is nothing sectional about such a question. Any relief which British Columbia secures through the co-operation of the Government will be beneficial to the whole Dominion. Likewise, if the Government can do something to improve the situation on the eastern coast of Canada, the benefit will be general. The Canada Lumberman receives many letters referring to the difficulties which have developed in the eastern provinces on account of the scarcity of vessels. During normal times transportation from the eastern coast, to the important export markets is comparatively satisfactory; but since the commencement of the war, shippers from Atlantic ports have been suffering from as great a handicap as those of the Pacific coast.

One large eastern manufacturer, writing to the Canada Lumberman, says:—"At the present time if we had the freight vessels for carrying lumber, there would be no trouble at all in doing business with a great many countries that heretofore we have not been able to touch. France is now looking for lumber here and Belgium will be in the market very shortly. But the great country that we should be supplying with very large quantities of lumber at the present time is Great Britain. Owing to lack of tonnage it is impossible to ship our lumber. The freight rates have advanced about 400 per cent., but in spite of this the vessels are refusing to take lumber, claiming that other freight is paying them very much better rates. The fact is, that practically all the line vessels today will not take any lumber whatever and the lumbermen are badly handicapped. There are many openings in Great Britain today for dressed lumber and we could ship large quantities if we had the vessels for carrying it everywhere. Our opinion is that the thing to do now is to agitate and see what can be done to provide vessels for carrying lumber. There is a great call for lumber in the rough and also for dressed lumber today in England that we could supply if we could get at the market."

This letter is typical of others and of many reports which appear from day to day. They show that while we are making great efforts to increase our export trade, we are apparently driving against a brick wall. The British Columbia lumbermen have been so successful in persuading the provincial and Dominion governments to take action on their behalf with a view to remedying the situation caused by lack of vessels for export shipments that the lumbermen of the eastern provinces should consider seriously whether they should not take their cue from this and present their case, no less urgent and important, before the Dominion Government, by resolutions, facts and figures, so as to show the actual opportunities which are being lost and the possibility of taking advantage of them if adequate shipping facilities are provided.

The Dominion Government is now in a sympathetic frame of mind regarding all movements for increasing trade, and if it can find a means of improving the situation in British Columbia it can probably also do the same thing upon the Atlantic coast, where the problem is a smaller one than that of the west, for it does not involve the creation of a new service, but only the removal of a temporary barrier which, to a large extent, will be automatically removed after trade conditions have returned to normal. The demand for lumber is so urgent in Great Britain and the opportunity now before the lumbermen of eastern Canada to meet the requirements of this demand is so definite that the lumber manufacturers and exporters of eastern Canada ought to do everything possible to place this situation clearly before the Government so as to secure its co-operation.

## Government Co-operation in Export Trade

The announcement made recently by Hon. W. R. Ross, Minister of Lands for British Columbia, in an address delivered in the Legislature, that Mr. H. R. MacMillan, chief forester for British Columbia, would leave immediately on a visit to Australia as a representative of the Department of Trade & Commerce of the Dominion Government, to enquire into the market for Canadian lumber, is one of the most important developments in connection with the Canadian lumbering industry that has taken place for many years. The decision to send Mr. MacMillan on this important mission is a direct result of the activity of the lumbermen of British Columbia in urging upon the Provincial and Dominion Governments the necessity for enlarging our export trade in lumber. With so competent a representative as the chief forester for British Columbia, it is confidently expected that the result of this step will be considerable. Mr. MacMillan is going upon this mission as a representative of the Dominion Government and will therefore look into the situation in the interests of all Canadian lumber manufacturers. It may be assumed in advance that he will return to Canada with a great deal of valuable information regarding the markets which he visits, and that if there is any inclination on the part of the Government of Australia to arrange for a preference for Canadian lumber in that country, Mr. MacMillan will be able, by his presentation of the case from a Canadian point of view, to advance negotiations towards that end materially. British Columbia exporters believe that with a preference in the Australian market they would be able to secure a large portion of the trade, instead of a paltry five per cent., which is the present share. Such a result would go far towards placing the export trade of British Columbia on a permanently sound basis and would therefore have a direct and beneficial effect upon the industry in other parts of Canada, particularly upon that of the Mountain district of British Columbia, which at present has to share with the Coast mills the trade upon the prairie provinces, which should naturally belong largely to Mountain producers.

Hon. Mr. Ross, in speaking of Mr. MacMillan's appointment,

laid particular stress upon that feature of the matter which is admitted by all to be the crux of the situation, namely, the necessity for providing better shipping facilities for ocean transportation. The chief reason why United States exporters have been able to secure so large a share of the trade of Australia in the past is that they have organized their shipping business to such an extent that most of the cargoes going to Australia, whether they consist of Canadian or United States lumber, are handled by United States shipping firms. The result is that orders, whenever possible, are given to United States manufacturers instead of to Canadians. It is natural that the United States shipping firms and brokers should prefer to see the business go to United States manufacturers. Canadians would do the same thing under similar circumstances. The only solution of the trouble is that Canadian shipping interests should be established which would place Canadian exporters on an equal footing with those of the United States. Hon Mr. Ross made the important announcement in this connection that the sum of $50,000 had been included in the provincial estimates, to be used largely in the effort to secure shipping facilities. Shipping subsidies, in some form, would be given to promote this purpose. Moreover, in case it is found as a result of Mr. MacMillan's investigations that it is necessary for the Government to take further action, he pledged the Government to follow up the matter vigorously. The Government, he said, was determined to put an end to the unnatural conditions now prevailing.

The British Columbia Government in fact, has been so thoroughly persuaded by the lumbermen of the importance of enlarging the markets for British Columbia that, in Mr. Ross' words "it has now become the duty and business of the governments to undertake the second stage of the programme and to give practical assistance to the marketing of timber. Payrolls, profits and public revenue alike depend upon the energy with which this broader policy is followed up. . . . . It is perfectly plain that the lack of success of British Columbia lumber in foreign markets is out of all proportion to the very solid asset in the way of timber that the province possesses. We have the timber and the materials to manufacture it. By every commercial test the province is entitled to play an important part in the world's trade in lumber. We are not doing so. Something is wrong. What is it?" Investigation has shown that British Columbia manufacturers and exporters have not been lacking in aggressiveness in pushing into export markets. The greatest energy and persistency has been shown but they have been waging a losing fight. The reason lies in a nutshell. We cannot get the ships. It is a most significant fact that, although the Australian Government recently desired to place an extensive order in British Columbia, and although the mills were ready to fill the order at once, and at the lowest market price, it could not be secured because there were no vessels for its shipment, even though shipment after shipment was being made from California, Washington, and Oregon. British Columbia exporters can only deal with the sister Dominions of the Empire through the agency and by the favor of United States brokers, United States lumber buyers and United States shipping companies, a situation which is unbearable and must be remedied with all possible speed. Hon. Mr. Ross' announcement has been received by lumber manufacturers in British Columbia with the greatest satisfaction. The pursuance of this policy to its logical conclusion should result at an early date in the placing of vessels upon the routes between British Columbia and the great trans-Pacific markets, which will bring about a new era for the British Columbia lumbering industry.

# Association Influence Increasing in the Lumber Trade

The increased interest shown by Canadian lumbermen in Association work is an important evidence of the fact that they are taking a wider view of their business responsibilities and opportunities than formerly. It is only a few years ago, comparatively speaking, since the Canadian Lumbermen's Association was formed, and there were many who hesitated to believe that such an association could be of any real value to the lumber trade or industry. The formation of this association, however, was the forerunner of others, and it has developed in its own field of activity until it has now become an important factor in the promotion of the general interests and welfare of the trade. An extensive and important list of lumber associations of one kind or another which now exist in Canada and are all doing important work, could be drawn up to indicate the growth of the movement. These include associations of manufacturers, local groups of lumbermen representing all three branches of the business, associations of timberland owners for the protection of their timber areas from fire, and associations of retailers for the promotion of the interests of the retail trade. They are found in every part of Canada and they are doing an excellent work in their various fields. The formation of a Lumbermen's Section of the Toronto Board of Trade is the latest addition, and another important association of manufacturers in Ontario is being worked out which will soon bring into existence a strong organization to promote the welfare of a group of industries whose interests are largely identical. There is still room for other associations, and unquestionably they will develop from time to time. The field is far from being fully occupied and the work is of such importance as to promise very substantial results wherever it is taken up vigorously and enthusiastically.

There was a time, some years ago, when a proposal to form a new association of lumbermen of any kind met with little or no support of a practical nature, and several associations which could have been developed into useful organizations became defucnt, because of lack of interest. Today, however, the situation shows a great difference. The Canadian Lumbermen's Association, for instance, is becoming a most important factor in the progress of the lumber industry, and has done so much to promote the interests of lumbermen that its standing and importance are now recognized fully in every part of Canada. The work which it has done in watching legislation and in representing the interests of lumbermen before the Dominion Board of Railway Commissioners whenever the railway companies have sought to encroach upon the interests of the trade by establishing freight rates which are detrimental to its welfare, or are not justified by industrial conditions, has been of inestimable advantage to lumbermen and to Canadian shippers in general. At the present moment the association is ably presenting before the Railway Commissioners the unanimous protest of the lumber trade against the increased freight rates which the railway companies have requested. So strong has been the case which the association, in conjunction with the Montreal Lumber Association and the Canadian Manufacturers' Association, has presented, that the railway companies will have great difficulty in bringing forth sufficient argument to justify the Board in permitting the increase to become effective.

The youngest association of lumbermen in Canada today is the Lumbermen's Section of the Toronto Board of Trade, which has recently been formed, and which held its first regular meeting on March 19th. It is significant of the interest taken in association work that at its first meeting this association immediately recognized the importance of its work by taking up the freight rate question and deciding to co-operate with the other bodies which are fighting against the proposed increases. Although a young institution, the Lumbermen's Section of the Toronto Board of Trade has behind it all the influence and resources of the Toronto Board of Trade, an influence which is certain to be felt in future as a factor in promoting the welfare of the trade.

Another indication of the value which such an association of lumbermen can be to the trade is indicated by the second question which was taken up at the first meeting of the Toronto lumbermen, which shows that the association intends to lose no time in getting down to a business-like consideration of the large problems which confront it. Probably the most difficult problem the lumber trade has to face today is that which grows out of the manner in which credits are handled. There is no uniformity in the manner in which credits are looked after even in any one locality. Each firm is dependent entirely upon its own vigilance for finding out the pitfalls which exist everywhere in connection with selling lumber on credit. The whole trade is based upon a credit foundation and individual

success depends more than anything else upon the skill with which a firm handles its credit problems. There is no more logical field for the activities of an association of lumbermen than is afforded by this question. The Lumbermen's Section of the Toronto Board of Trade discussed this at its second meeting, and if there is any way of working out a reasonable form of co-operation between the members of the trade in Toronto, whereby firms may be able to place their credit affairs upon a sound basis of actual acquaintance with the standing of the people and firms with whom they are doing business, it is likely to be found out and put into practice. Many other questions of importance will come up for consideration from time to time.

There is no lack of material for such an association, or for any association of lumbermen to work upon. The only question is, whether the members will realize the power there is in co-operation and make the best use of it. This is something which the future alone can reveal, but the growth of the association movement in Canada of late and the interest shown by lumbermen in connection with these matters which concern them as a body, point to a successful future not only for the Toronto association, but for all other associations of lumbermen in Canada.

# Hunting Out Export Markets—The Case of Bermuda

Anyone who looks over the statistics issued by the Dominion Government in connection with the export trade of Canada cannot fail to be struck by the fact that our shipments to some countries, which apparently present a good market for our products, are ridiculously small. Many instances of this could be found even by a casual examination of the reports. A great deal has been said lately about the importance of the foreign markets. Before the dislocation of trade which followed the war, we heard much less upon this subject. An instance of the interest now being taken is the case of Australia, which is being studied pretty thoroughly. The wonder is why this study was not commenced a good many years ago. The spur of necessity alone seems to have wakened up some Canadian lumbermen to the importance of this market.

Some of the small export markets also show the same indifference on the part of Canadians. The case of Bermuda, for instance, is interesting, and illustrates this point clearly. The imports of lumber, lath, boxes, box material, and spars, etc., into Bermuda during the latest year for which figures are available were valued at $62,-353. Canadian exports of all kinds of wood goods to Bermuda for the fiscal year ending March 31st, 1914, amounted in value only to $16,032, which is only about 22 per cent. of the total shown above. This total, moreover, is probably considerably smaller than it would be if we were able to include in it the same articles as those which are included in the Canadian export list.

When we consider that the United States is so favorably situated for catering to the requirements of Bermuda in the way of wood goods, we might conclude that the Canadian showing is a fairly good one. Bermuda, however, is an English Colony. Canadians visit it in large numbers annually. Its people are naturally disposed to favor British or Colonial products if they can get them, and Canadians ought to have a far greater share than 22 per cent. of the lumber trade.

There are no restrictions to the importation of any article into Bermuda as a result of the present war, as there are no manufacturing plants of any kind in the Colony, and the imports are all finished articles. Bermuda has always enjoyed good credit. The leading merchants are men of high standing and business ability. The Colony has progressed and belief in its continued prosperity is manifested by the considerable number of buildings that have been erected in the past. There are excellent banking facilities in the Colony. The Quebec Steamship Company of Canada and the Royal Steam Packet Company have regular weekly service between New York and Bermuda. During the winter season the service is supplemented by additional steamers. The conditions in fact are all such as should invite Canadian merchants to seek trade. If adequate attention were given to this market we believe that it could be developed to quite an important extent. The United States, however, is far in the lead in the imports into Bermuda. Canadians, if they desire to enlarge their share of the trade must give it much closer study than they have in the past.

The case of Bermuda is typical of others. It brings us at once to the question why Canadians have not taken greater advantage of the opportunities presented; why they have neglected, in fact, opportunities which apparently are calling for their attention. There seems to be something about export business which has discouraged Canadians in the past from looking into the opportunities as fully as they should, whereas the opposite ought to be the case. If you talked to a Canadian manufacturer a year or two ago about such a market as Bermuda, the probability was that he would show only casual interest and say that such a market was too small, too difficult to cater to, or presented too keen a line of competition to make it worth while going after. For a time this was the kind of interest which most Canadian manufacturers took in connection with the particular case of Bermuda. A progressive Canadian who went to that country and established himself in business, however, same back to Canada in order to secure agencies. He was met in every instance with objections of the variety referred to above. He was told that the trade was not worth going after or that the United States firms had too great a hold upon it. He stuck to it, however, securing a few good agencies, and from the very beginning worked up a surprisingly large business. We believe that the same thing could be done with wood goods, and that Canadians, instead of only having about 22 per cent, of the trade, might have something like 75 per cent. of it.

# Freight Rate Increases Not Justified

The arguments which have been presented by the various representatives of the lumber trade, before the Dominion Board of Railway Commissioners in opposition to the application of the railway companies for permission to increase their freight rates between points east of Port Arthur, show that the lumber trade is unanimous in its views upon this very important matter. At Ottawa, Montreal and Toronto the lumbermen presented to the Board a very concise and forcible set of facts and figures, to show that there would be no justice in granting the railway companies the permission they are seeking and that the lumber industry, in connection with every other trade and industry in Canada which makes use of the railway companies for the shipment of its goods, is today in no position to stand such a strain as the railway companies propose to put upon them. The aspects of the case which have been presented to the Board are confined largely to facts and figures. They are unusually strong in their bearing upon the lumbermen's claim that the increase would be unreasonable and unfair. They show that the burden upon the trade would be an extremely heavy one, even in prosperous times. To-day, when business is restricted to such a great extent and competition is so keen, the trade would suffer out of all proportion to the relief for which the railway companies are asking.

The shipping public have not always opposed the railways in their requests for increased freight rates. The average business man is a far-seeing individual who knows that if the railway companies are not prosperous, trade in general will be affected adversely. When times are good the successful business man frequently joins with the railway companies in recognizing the reasonableness of raising freight transportation charges. In the United States last year one of the chief factors in persuading the Interstate Commerce Commission to grant the application of the railways for increased freight rates was the approval of a large number of shippers, prominent among them being lumbermen, who understood that if the railway companies secured increases they would become purchasers of timber and lumber for car building, track laying, etc., and that the benefit would

not be confined to the railway companies, but would be felt throughout the general trade of the United States. In that case the railway companies had long been out of the market as purchasers of lumber and other materials for the upkeep of their tracks and equipment. They were able to show the Commissioners that they could actually come into the market for these things and become an important factor in the improvement of general business conditions. The matter came down with remarkable precision to a mathematical demonstration and the railway companies showed that their solution of the problem was reasonable. They got what they asked for and soon showed signs of living up to their promises, with the result that business commenced to improve.

In Canada we could not look for any action on the part of the railway companies similar to that which has developed in the United States. We have no reason to feel that they would follow an increased freight rate by becoming purchasers of raw materials in large quantities. The fundamental conditions connected with the application of the Canadian railways are very different from those which prevailed in the United States a year ago. The railway companies in Canada today are simply telling the Board that they, like nearly everyone else in Canada, are suffering on account of the combination of circumstances which led up to the present curtailment of trade and industry throughout the Dominion. These circumstances had their origin several years ago, when Canadians—the railway companies included—exceeded the limits of wisdom in their expenditures and operations generally. The culmination came with the outbreak of the war, which brought the situation to a crisis. The railway companies have had their share of good times in Canada along with everyone else. They should now be ready to wait patiently for the return of business activity before seeking to increase the charges for their services.

In the arguments which the railway companies have made before the Railway Commissioners there is one important fact which stands out prominently, namely, that the railway companies do not present their figures in a manner which permits of forming an accurate idea of the situation. Their accounting methods, so far as they are brought to light by such applications as the present one, are not logical and fair. It is not possible to learn from the figures presented what the actual cost is of performing the services for which they desire to increase the charge. These figures do not demonstrate to the Board or to anyone else that they are rendering these servics at a loss or even at a figure which permits of no profit. In fact, the figures do not definitely prove anything. The flaw is found in regard to the manner in which operating costs are presented. The railway companies do not show their freight operating costs separate from their passenger operating costs. The public is therefore not able to appreciate their claim that they are carrying freight at a loss. There is no question in the minds of those who study this feature of the case from the shippers' point of view, that such a separation of operating costs would show that the freight earnings, under present conditions, are bearing an unreasonable proportion of the operating expenses. The Board of Railway Commissioners and the public would have more reason for considering the railways' application sympathetically if their case were presented so as to show these costs in the manner suggested. Taking all the factors of the present application into consideration and especially considering the inopportune moment at which the request is made, together with the unconvincing nature of the reasons advanced for it, the application is one which should be refused.

### Second Cargo of B.C. Timber for Toronto Harbor

The Steamer Bessie Dollar, of the Robert Dollar Steamship Company, called at Genoa Bay, B.C., during the third week of March, to load the second cargo of the order for British Columbia timber to be taken to Toronto for use in the harbor improvement works. The order was placed a year ago with the Cameron Lumber Company, Victoria, and amounted to 25,000,000 feet. The first cargo of 5,000,000 feet was taken out by the steamship Robert Dollar which sailed from Victoria on June 25th last and discharged her cargo at New York and New London, Conn. The Robert Dollar is the vessel that was detained at Rio de Janeiro after the outbreak of the war, the captain wishing to change to American registration at that point. The Robert Dollar was subsequently placed under American registry. The Bessie Dollar, which is now taking the second cargo of this order, is still flying the British flag and will probably continue to do so, since the dangers to merchant vessels have been removed. Her cargo will amount to 4,000,000 feet, a slightly smaller shipment than that which was carried by the Rober Dollar. At latest reports, she was expected to commence her voyage with this cargo about the end of March and to proceed by way of the Panama Canal to the Atlantic Coast. Her port of dischage has not been announced, although it is expected that she will put the lumber off at New London, Conn., whence it will be taken by rail to Toronto. The greater portion of the 25,000,000 feet in this order will be shipped this year.

# Lumbermen Oppose Freight Advance

## Show Railway Commissioners How Increases Would Effect Trade Adversely—The Railroads' Arguments

Montreal, March 24th (Special to Canada Lumberman): The Railway Commissioners on March 18th held a hearing at Montreal to receive further objections against the proposed increase in freight rates east of Fort William. The lumber and pulp trades made additional protests against the new schedule, following up the arguments presented before the Commissioners at Ottawa. The lumbermen were represented by Mr. W. S. Tilston, of the Montreal Board of Trade; Mr. Arthur H. Campbell, president of the Montreal Lumber Association; and Mr. Frank Hawkins, secretary of the Canadian Lumbermen's Association; while the Pulp and Paper Association were represented by Mr. Arthur H. Huff, of Laurentide, Limited.

### Effect Upon Ottawa Valley

Mr. Frank Hawkins, secretary of the Canadian Lumbermen's Association, who had presented the objections of the lumbermen to the proposed increases at the previous session of the Board in Ottawa made further a statement at Montreal. The effect of the proposed rates in connection with some of the important Ottawa Valley lumber shipping points, as shown by the statement made by Mr. Dewey, freight traffic manager of the Grand Trunk, would be, he said, as follows:—

| | | | | | | |
|---|---|---|---|---|---|---|
| Ottawa rate points ... ... | 5 | 5 | 5 | 6 | 6½ | 7½ |
| Arnprior & Braeside ... ... | 7 | 7 | 7 | 8 | 8½ | 9½ |
| Pembroke ... ... ... ... ... | 8 | 8 | 8 | 8 | 9½ | 10½ |

Continuing Mr. Hawkins said:—

"The 1914 increase on Ottawa rate points for local shipments was 20 per cent. over the 1913 rate.

"The proposed 1915 increases over 1913 on Ottawa rate points are on export 30 per cent. and on local shipments 50 per cent. plus $2.50 per car for harbour commission switching which the railways now say they will no longer absorb."

He urged that the Board should issue an order instructing the railway companies to file tariffs providing for exactly the same rates on lumber during the coming season, for summer shipment to Montreal (local and export and between other points where special summer rates were in effect) as those which had existed during 1914, and that these rates should become effective not later than April 15th. It was unfair that the railways should be permitted to continue the present winter tariffs, pending the decision of the Board on the whole question, thus penalizing the lumber trade in the meantime. The movement of lumber was largely during the summer months when construction operations could be carried on without interruption on account of the weather.

Mr. Hawkins pointed out that the conditions which existed in 1914 had been abnormal and should not be taken as representing conditions upon which to make application for increased freight rates. To say that rates should be increased in order that the railway company might continue to pay dividends on stock and securities, without regard to the value of the service performed, would be to place the shipping public entirely at the mercy of the carriers. The whole question was one which should rest upon the consideration of what rates were fair in regard to the service rendered. He quoted several references to this matter in previous judgments of the Board, one being by the late Chief Commissioner, Judge Mabee, in which he said:—"The question for us to decide is what rates are fair, irrespective of how much any company is worth or is not worth."

Mr. Hawkins also submitted that inasmuch as the freight earnings of the railways are kept separate from passenger and other earnings, in like manner the cost of freight operating should be kept ssparate from passenger and other operating expenses. If this were done there is not the slightest doubt that it would be seen that freight earnings bear an unreasonable proportion of operating expenses.

Statements from Messrs. Watson and Todd and W. C. Edwards & Company, Ottawa, showing the effect of the increased rates were put in.

### A Heavy Tax Upon Montreal Shipments

Mr. Tilston put in a table prepared by the Montreal Lumber Association showing the shipments by rail during 1913 and 1914 by seven local firms in the domestic trade. These shipments by summer rates were 1913, 43,622,427 lbs.; 1914, 31,501,462 lbs. Lumber shipped by the firms by regular rates were: 1913, 197,368,364 lbs.; 1914 135,873,748 lbs. The table also shows the rail shipments of three export firms: 1913, 70,144,972 lbs.; 1914, 45,724,402.

The attached statement was signed by Mr. Arthur Campbell, the president:

Of the large number of firms in the local or export lumber trade the figures in the annexed statement include only the business of seven firms in the local trade and three firms in the export trade. It is impossible to estimate how much lumber was handled during 1913

and 1914 by those firms not included in this statement, but the quantity must have been very large.

Where the actual weight of shipments was given by the firms in the enclosed table such weight is quoted, but in the majority of cases it was necessary to estimate the weight based on the quantity of lumber in feet b.m. in which case 2,500 lbs. was taken as the weight of a thousand feet, irrespective of whether the lumber was hardwood or softwood. This estimated weight is therefore considerably under the actual weight for the amount of lumber given.

As the railway companies have expressed their intention of abrogating the summer rates for the coming season the total increase in the amount of freight which will be paid on lumber formerly enjoying the summer rate would, if the Board granted a general increase of ½c. in addition to the abrogation of the summer rates, amount to 1½c. per 100 lbs. and for the seven firms mentioned the total increase would be as follows:

| | | |
|---|---|---|
| 1913 ... ... | 43,622,427 lbs. at 1½c. per 100 | $6,543.24 |
| 1914 ... ... | 31,501,462 lbs. at 1½c. per 100 | 4,725.14 |

If the general increase of ½c. is allowed the total increase based on the quantities mentioned under the heading of "Regular Rates" would be as follows:—

| | | |
|---|---|---|
| 1913 ... ... | 197,368,364 bs. at ½c. per 100 | $9,868.41 |
| 1914 ... ... | 135,873,748 lbs. at ½c. per 100 | 6,793.68 |

If the general increase in rates is not granted and the railways secure only the difference between the summer rates and the regular winter rates on the summer business, the following would be the total increase:—

| | | |
|---|---|---|
| 1913 ... ... | 43,622,427 lbs. at 1c. per 100 | $4,362.00 |
| 1914 ... ... | 31,501,462 lbs. at 1c. per 100 | 3,150.00 |

The total advance on the lumber shipped during the whole year if the ½c. advance is allowed, made up by 1½c. advance on summer shipments and ½c. advance on balance would be:—1913, $16,411.65; 1914, $11,518.82.

### Railroads Talk of Higher Export Rates

Mr. C. E. Dewey, freight traffic manager of the Grand Trunk, in reply, said that the railway companies had to meet, more or less, water competition. He pointed out that the proposed rates from Ottawa to Montreal were 7½c., or a cent lower than from Georgian Bay to Toronto. The rates to Montreal, he argued, were too low, owing to water competition. Having regard to the conditions, he urged that the proposed additions were reasonable.

Mr. Campbell replied that the rates from Georgian Bay to Toronto were excessive in comparison with those from Albany, New York, to Hoboken or New York City, where the rate, track delivery, for 150 miles was 6.03c. per 100 lbs. Further, the Grand Trunk had a rate on lumber from New London to Toronto, over 700 miles, of 12½c.

Mr. Kirkpatrick, of the C. P. R., intimated that the company intended to raise their rates for export lumber.

This announcement led to a vigorous protest by Mr. Campbell and by Mr. W. A. Filion, of E. H. Lemay, who pointed out that contracts had already been made by shippers on the basis of last season's rates. This advance would be a considerable hardship on shippers.

The Chairman remarked that as the Grand Trunk had not notified the exporters that the rates were to be discontinued, it was only natural that the exporters should have made their contracts on the old basis.

Mr. Huff, for the Pulp and Paper Association, said he intended to file statements showing the effect of the increase on 75 mills. This, however, would take a little time, and the chairman said the Commission would deal with this matter at a later date when they would sit in Ottawa.

In dealing with the general situation the Chairman remarked that the whole question was how much more money the railways needed, and the distribution of charges by which they proposed to get it, and whether they could show that such increases were necessary and reasonable.

The hearing was adjourned until Monday, March 29, in Toronto, when each road was to make applications separately, as the Chairman decided that the Canadian Freight Association has no locus standi.

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Many lumbermen in Canada, including in particular all those who have been associated with the Concatenated Order of Hoo-Hoo, will learn with great regret of the death of Mr. James H. Baird, past Scrivenoter of Hoo-Hoo. Mr. Baird's death occurred on March 15th, at Nashville, Tenn. In addition to his long and important connection with Hoo-Hoo, much of the success of which was due to his untiring and unselfish efforts, Mr. Baird was widely known throughout the United States as the president and editor of the Baird, Cowan Publishing Company, publishers of the Southern Lumberman, of Nashville, Tenn. Mr. Baird's death resulted from his having been struck by a train at Nashville, Tenn., while walking from a sleeping car to the station.

# Will Fight the Freight Advances

## Lumbermen's Section of Toronto Board of Trade Co-operating with C.M.A. and Others in Opposing Railways' Request

A meeting of the lumber section of the Toronto Board of Trade was held in the Assembly Rooms of the Board of Trade on March 19th. There was a good attendance and matters of much importance were discussed. At the conclusion of the luncheon Mr. J. L. Campbell, chairman, made a short address. This was the first occasion, Mr. Campbell said, upon which the section had met for the transaction of routine business. It was about a year since the first meetings were held which resulted in the formation of a Toronto Lumbermen's Club. Numerous interesting meetings of the club had been held and efforts had been made to establish the club upon a permanent basis. These had resulted finally in the decision to form a Lumbermen's Section of the Toronto Board of Trade. The preliminary arrangements in this connection had now all been completed. The section had been formed and this was its first regular meeting under its new name. He was convinced that the organization would be a great advantage to the lumber trade of Toronto. The sucecss of the Section however, would be in proportion to the efforts made by the individual members themselves. It was up to them to make the greatest use they could of the organization which they had now completed. He felt sure that when they had troubles to settle or maters of importance to discuss, they would find the officers whom they had appointed ready to give them the fullest possible assistance and he hoped that they would individually enter with enthusiasm into the important work of promoting the interests of the trade by making use of the Section, which had behind it the strong backing of the Board of Trade itself.

After the minutes had been read and adopted, Mr. A. E. Clark, of Edward Clark & Son, referred to the proposed increase in freight rates, between points east of Port Arthur, for which the railroad companies are asking. The railway companies, he said, were apparently following out the lines of the United States companies which recently asked for and secured permission to make an average advance of 5 per cent. on their eastern lines. The Canadian lines however, had already applied a few years ago for permission to increase their rates and had been successful. Mr. Clark pointed out forcibly the burden which an increase would place upon lumber shippers in Eastern Canada during the present period of abnormally restricted trade. He did not think that the railway companies should have applied for permission to increase their rates at such a critical time. He suggested that it would be well to discuss this matter thoroughly and appoint a committee to act in unison with the Canadian Manufacturers' Association and the Toronto Board of Trade in their efforts to oppose the granting of the increased rates by the Dominion Board of Railway Commissioners. He understood that the Board was to meet in Toronto at an early date to hear arguments from both sides upon this question.

Mr. W. J. Lovering remarked that the difficulty with the railways was that they needed more trade, not that they needed higher rates. In this regard they were in the same position as all other Canadian business firms and should be ready to shoulder their share of the burdens which had fallen on the people of Canada.

Mr. J. B. Reid agreed thoroughly with Mr. Clark's suggestion. He said that the Dominion Board of Railway Commissioners was composed of men of hard common-sense and that at the hearing of the freight rate matter recently held at Ottawa the opponents of the proposed increases had been able to show them the absurdity of raising the rates and putting a further burden upon the trade. The Canadian Manufacturers' Association, he understood, wanted everyone to strengthen their hands in the fight against the railway companies. Although the Lumbermen's Section of the Board of Trade was a young institution it had behind it all the influence of an old-established institution, the Toronto Board of Trade. They should bear in mind therefore, that they really represented the lumbermen of Ontario, backed up by the Board of Trade. He did not think that the lumbermen should present arguments against the application of the railway companies from the point of view of high or low freight rates. They should first ask why the railway companies needed more money when they had been able to lay by such enormous profits in the past, taken from the people during good times. What the railway companies were trying to do now was to place a heavy burden upon the consumer who was finding it almost impossible to make sufficient money to meet his expenses as it was. The present was a time when everything possible should be done to reduce the cost of all kinds of necessities to the consumer. The railway companies should have bridged over this period themselves and been content to wait until more prosperous times before asking for an increase in freight rates. Mr. Reid therefore moved that a committee of the Section should be appointed as suggested by Mr. Clark. Mr. Lovering seconded this motion.

The chairman drew attention to the great importance of securing complete and accurate information upon this subject, to be presented to the Canadian Manufacturers' Association and the Board of Trade.

Mr. Clark added to his previous remarks by stating that the pro-

posed increase involved a serious discrimination against short distance traffic as compared with long distance traffic. This would be felt seriously by Ontario lumbermen.

Mr. A. E. Eckardt, of the R. Laidlaw Lumber Company, expressed his hearty agreement with the remarks of the previous speakers. He also impressed upon the members the importance of the Lumbermen's Section of the Board of Trade. A few years ago he said, the company with which he was associated had fought the railawy companies before the Board of Railway Commissioners and subsequently before the Courts in connection with the switching case. He did not think that they had received the support of one solitary lumberman in Toronto although they had tried to secure it. They had spent a good deal of money on this fight and had lost it. If they had had an organization then, like the Lumbermen's Section of the Board of Trade, the result might have been different. Even now he believed that if the matter were carried to a higher court they could win.

Mr. H. G. McDermid, Union Lumber Company, suggested that every lumberman should write to the chairman of the Section expressing his views on the freight rate question and that the chairman should consolidate the information he received in this manner and send it to Mr. Marshall of the Board of Trade and Mr. Walsh of the Canadian Manufacturers' Association who were representing the manufacturers in their fight against the railway companies.

Mr. Lovering drew attention to the fact that the meeting of the Dominion Board of Railway Commissioners in Toronto would be held on March 29th and therefore it would be necessary that they should take steps immediately to assist in the opposition to the railway companies.

On motion of Mr. Lovering it was decided to appoint a committee consisting of Mr. J. L. Campbell, as chairman, and Messrs. Eckardt, Reid and Lovering to deal with this matter. Another motion was carried that a letter should be sent to every member of the Section asking him to write to the chairman of the committee and express his views as to the proposed increase in freight rates, so that the chairman might have the information in definite form to present to Messrs. Marshall and Walsh.

Mr. Lovering introduced a discussion upon the dates for the regular meetings of the Section. He thought that a meeting once a month as provided for by the By-laws would not be sufficient and suggested that until further notice they should meet each Friday. A motion to this effect was carried. There will therefore be weekly luncheons at one o'clock on Friday in the assembly room of the Board of Trade and the meetings will be opened sharp at 1.30 p.m.

Mr. A. E. Clark gave notice of motion to be presented at the next meeting, that they should organize a credit department in connection with the Lumbermen's Section. The meeting then adjourned.

### Exporting Pit Props

Mr. Phillip Gordon, of the firm Mason & Gordon, of Montreal, was in New Glasgow, and contracted with Messrs. Grant & Campbell, lumber dealers, for a cargo of pit props. The props are to be delivered in Pictou, N.S., and will be shipped to the Old Country for use in the English collieries. This is, reported to be the initial cargo of the sort to be shipped from Nova Scotia and it is expected to lead to considerable further business. The firm of Grant & Campbell, New Glasgow, N.S., who have received this contract have gone very thoroughly into the examination of the pit prop situation and are preparing to ship several cargoes from Pictou. The coal companies are sending out the steamers for the props. The firm have been operating for five years in Antigonish and Pictou counties and cut about 5,000,000 feet annually of spruce and hemlock. Although comparatively a young firm they have had considerable experience in the lumber business and have already made an enviable reputation as successful and progressive operators.

### Reorganizing Hoo-Hoo

Following the joint meeting of the Supreme Nine and the House of Ancients of the Concatenated Order of Hoo-Hoo, which was held recently at Chicago, Mr. E. D. Tennant, Snark of the Universe, has sent out on behalf of the Supreme Nine a notice to all members of Hoo-Hoo, the object of which is to inaugurate prompt and vigorous action for repairing immediately the unfortunate conditions created by the prolonged illness of the Scrivenoter. After the meeting referred to above the Supreme Snark and the Supreme Gurdon, G. H. Grayson, took charge of the Scrivenoter's office, intending to continue until a competent man could be employed to take charge of the business of the Order. It was decided that hereafter the Srivenoter shall be elected to serve without salary and that a competent manager shall be employed by the Supreme Nine to handle the business of the Order under its supervision. The annual dues are to be increased to $3.65, effective on present members from September 9th next, and effective from date on all members hereafter initiated. It was also decided to make an immediate assessment of $2 per member payable at once, a step which was considered to be essential to a prompt restoration of the Order to a sound financial basis.

# Beaded Novelty Siding Duty Free

## United States Court of Customs Appeal Settles Disputed Point in Favor of Importers—The Court's Finding

The uncertainty which has prevailed for many months in regard to whether beaded novelty siding and ceiling lumber are liable to duty upon entry into the United States has been determined by a decision of the United States Court of Customs Appeals, affirming the decision of the Board of United States General Appraisers, and classifying these stocks as entitled to free entry. An extensive decision has been issued upon this question, which is worded in part as follows:—

The question is whether the beading which appears upon the ceiling lumber and upon some of the novelty siding serves to exclude the importation from proper classification as "not further manufactured than sawed, planed, and tongued and grooved," paragraph 647, Tariff Act of 1913. The planer and matcher used in dressing sawed boards is, in fact, simply a planing machine, and its work is simply planing, whether the boards are or are not beaded in the process. "Planing" includes beading, the beading giving the boards no new name, character or use. The free-entry clause applies.

The present merchandise consists of sawed and dressed boards which were imported under the tariff act of 1913.

The collector assessed the same with duty at the rate of 15 per cent. ad valorem under the provisions of paragraph 176 for manufactures of wood not specially provided for.

The importers filed their protest against the assessment, claiming free entry for the lumber as boards not further manufactured than sawed, planed and tongued and grooved under paragraph 647 of the Act.

The protest was submitted upon evidence of the Board of General Appraisers, and was sustained, from which decision the Government now appeals.

The two classes of boards were alike refused free entry under paragraph 647, supra, and were both assessed with duty as manufactures of wood under paragraph 176, supra. Nevertheless the court is advised that the Government does not contend for the assessment of the ordinary novelty siding, but limits its present claim to the beaded lumber alone.

According to the testimony, such lumber as is herein involved is first sawed into boards of suitable dimensions. The boards are then run through a machine which is called a planer and matcher. This machine operates four rotating cylinders each of which is equipped with certain cutting knives. The four cylinders are set in a rectangular position, and as the boards are fed into them the knives dress the four sides of the boards at the same time and by the same operation. The knives are removable from the cylinders; they come in many different shapes, which may be diversely adjusted therein. Therefore, as a board passes through the cylinders the two edges may be tongued and grooved or planed smooth, while at the same time the two sides may be planed entirely smooth, or partly smooth but with the cove effect and either with or without the bead effect. That is to say, it depends upon the adjustment of the knives upon the cylinders as to the form of the four surfaces of a board when it issues from the cutting cylinders, for the knives may be set to suit the various purposes of the operator. The operating machine is called a planer and matcher because of its four cutting cylinders, whereby the edges of boards are "matched" at the same time that the sides are dressed. The edges ar said to be "matched" whether they are planed perfectly smooth or are rabbetted, or are tongued and grooved. There is also a machine in common use called a "surfacer," having but two cutting cylinders by means of which only the two sides of the boards are dressed at a single operation. Such machines also may be adjusted so as to cut beads along the boards, but this would require considerable trouble and would be unusual in practice. Boards such as those now in question are practically always finished by means of the planer and matcher, that being the most speedy and economical process.

The record contains the testimony of twelve witnesses, all of whom were familiar with the processes which have just been described and familiar also with the terms in general use in the wholesale lumber trade in this country. The witnesses without exception testified that the planer and matcher above described is in fact simply a planing machine; that the work done by it is in fact simply planing, whether the boards be beaded or not; and that the word "planing" is uniformly used by the wholesale trade in this country as a generic term broad enough to comprehend all of the operations above described. This testimony in relation to trade usage was not designed to prove a peculiar commercial definition of the term "planing," but was submitted upon the claim that the trade usage of the term is identical with that which is adopted by common acceptation.

The decision then quotes the chief dictionaries as upholding this interpretation of the word "planing" and concludes as follows:—

It does not seem reasonable that the use of a beading knife in the planing process should alone deprive the boards in question of free entry under paragraph 647 and make them dutiable as manufactures

of wood not specifically provided for under paragraph 176. It is true that the beading process serves an ornamental purpose, but upon the other hand, the extended coves upon novelty siding are likewise ornamental in character, for such boards could well be fitted with rectangular joints. The beading of the boards seems to add nothing to their cost, nor does it give them a new name, character, or use. They are simply lumber which has been planed in a well-known manner and has not been advanced beyond the condition of planed boards.

# New Brunswick Crown Lands Report

## Increased Stumpage Dues Result in Record Revenue— Stringent Measures to Improve Operations

The annual report of the Department of Crown Lands of New Brunswick which was recently presented to the Legislature gives the following comparison of revenues received:—

| Royalties | 1913 | 1914 |
|---|---|---|
| Sales of Timber Licenses ... ... | $ 18.169.50 | $ 3,551.50 |
| Renewal of Timber Licenses ... | 81,236.00 | 81,292.00 |
| Stumpage ... ... ... ... ... ... | 305,818.62 | 385,624.64 |
| Transfers of Timber Licenses ... | 1,472.00 | 418.50 |
| Timber License Bonuses ... ... | 255,335.75 | 162,288.00 |

The revenue of the Department was the largest in its history, which was due to an increase in the stumpage, not to an increased cut. The report states that more extended explorations of timber lands will be made and that by 1917 a fairly comprehensive amount of information will be available as to the forest wealth of the province.

The Surveyor-General refers in the report to difficulties arising out of conflicts between settlers and licensees. Under an Order-in-Council the licenses was given one clear logging season to conduct his operations on these lots. At the end of this time, if the homesteader had not lived up to the requirements the lots would be restored to the licensee. This frequently caused disputes. Some applicants also for homesteads were found to have made considerable improvements, but not to be bona-fide residents on the lots applied for. In many cases they were removing pulpwood and other lumber without the payment of stumpage. The Surveyor-General suggests that a partial solution of the difficulty will be found in setting aside lands in different parts of the province in order to ascertain what sections are suitable for agriculture. When this is determined the lands thus selected should be set aside for agricultural purposes only.

The Surveyor-General points out also that a considerable quantity of the lumber cut was taken from lands that should have been reserved for a term of years, as the merchantable sized timber had been largely removed. Authority ought to be given to the Department to close out such lands for a set length of time. There were also large sections of Crown lands which had been held for many years without any operation being conducted upon them, resulting in serious loss to the province in stumpage dues. These lands are practically virgin forests and at present are largely inaccessible as the streams have not been cleared out in order to get the timber to market. Large quantities of spruce, fir and other timbers are dying annually on these lands. In some such cases the Department will make a demand for stumpage at the rate of 10,000 superficial feet per square mile as specified in the regulation. The report states that the outlook for the present season is on the whole encouraging although lumber values are still low and advances hard to obtain from the banks.

The report states that the Government intend to look carefully into the large quantity of pulpwood exported from the province. Referring to the continued cutting of undersized timber the report states that the Government intends to put an end to this by cancelling licenses of parties found guilty of this practice.

The season's cut of all classes of lumber was nearly identical in quantity as compared with the output of the preceding year, there being a difference of slightly over a million superficial feet less than the cut of the logging season of 1912-1913.

All of the timber licenses, with trifling exceptions, were renewed, but very few applications were made for new ground, showing that the remaining vacant areas are not considered valuable for lumber, and from the best information in the Department this vacant domain of about one million acres is largely barren, burnt and waste land.

### The Cut of Lumber

At the opening of the season it was thought the cut of lumber would not be up to the aggregate of the previous year, mainly on account of a dull market and an unfavorable wet Fall, but as the winter set in, better conditions prevailed, resulting in a substantial return from the scalers.

When the present pulp wood law was passed, the report says, prohibiting the export of pulp wood cut upon Crown Lands, it was hoped the papermaking industry would be brought into effect. I am sorry to report that no more mills are now making paper than were established when the law was pasesd, and I feel called upon to say with regret that large lumbering firms in this province are now, and have been since the law was passed, engaged in shipping wood of this kind out of the country, to build up industries elsewhere, and thus robbing the province of labor that properly belongs to us.

### Forest Fires

The province has been free from serious forest fires during the year, although in the latter part of May, and in the beginning of June many of these fires sprung up, and threatened destruction. Owing to the vigilance of the forest staff these fires were brought under control and happily suppressed. It is strongly advocated that a Lumberman's Fire Association be organized to work in conjunction with the Wardens of the Department, and there is no doubt in my mind that if such an Association was formed and properly conducted, the fire evil would be greatly reduced. I have only to refer to an Association of this kind that has been in existence for some years in the County of Westmoreland to show what can be done by co-operation.

During the year there were 33 forest fires in New Brunswick. Nineteen of these occurred during May and June. The total estimated area burned was 4,881 acres, 3,345 of which were Crown Lands. The estimated damage to Crown Land was $4,740. About 1,536 acres of private property and granted lands were destroyed at an approximate value of $4,688. The total cost of fire-fighting, of which a small portion was paid by lumbermen, was $1,352.81. It is interesting to note that the most destructive fire was one which broke out on July 11th at Blissfield and destroyed a large amount of private property. This fire was traced to the property of a Blissfield resident who was convicted for setting out fires contrary to law and was fined.

The report shows that 10,150 square miles of timber licenses were renewed during the year. These licenses had expired on August 31, 1914, and the renewal was at rate of $8 per square mile. Applications were received for 54 square miles of new licenses.

The following statement shows the quantities and kinds of lumber cut from Crown Land in New Brunswick, and the total stumpage for the year ended October 31, 1914.

| Quantity | Kinds of Lumber | Stumpage |
|---|---|---|
| 170,847,404 S. Ft. | Spruce and Pine Logs ... ... ... | $258.425.25 |
| 61,599,981 " | Fir Logs ... ... ... ... ... ... | 73,919.97 |
| 20,436,890 " | Cedar Logs ... ... ... ... ... ... | 30,655.33 |
| 2,809,489 " | Hardwood Logs ... ... ... ... ... | 3,511.86 |
| 5,884,475 " | Hemlock Logs ... ... ... ... ... | 5,378.41 |
| 7,576,990 " | Hemlock Logs Peeled ... ... ... ... | |
| 1,079,544 " | Poplar Logs ... ... ... ... ... ... | 1,079.54 |
| 270,234,773 S. Ft. | | |
| 822 Cords | Wood (Fire and Pulp) ... ... ... | 495.80 |
| 1547 " | Hemlock Bark ... ... ... ... ... | 1,237.60 |
| 199,938 Pieces | Sleepers ... ... ... ... ... ... | 9,996.90 |
| 8,000 " | Posts ... ... ... ... ... ... ... | 120.00 |
| 5,300 " | Telegraph Poles ... ... ... ... ... | 665.62 |
| | | |
| | Add old Accounts ... ... $9,508.04 | $385,486.28 |
| | Less allowances ... ... 193.68 | 9,314.36 |
| | | $394,800.64 |
| | Deduct unpaid accounts ... ... ... | 9,176.00 |
| | Paid Provincial Treasurer ... ... | $385,624.64 |

Hon. W. R. Ross, Minister of Lands for British Columbia, reports that the shingle industry of British Columbia is experiencing a very satisfactory revival. Orders are being received for British Columbia shingles from many points of the Canadian northwest, the middle west and eastern Canada. It is believed that the majority of the shingle mills in British Columbia will all be working again shortly. During the last twelve months, a large portion of the output from British Columbia shingle mills has been going into the United States, the only market which has been available. It is now felt that the improved demand from Canadian markets indicates an improvement in general business conditions.

The report of the commercial operation of the Panama Canal for the first six months up to February 14th, which has just been issued, states that the principal commodities passing through the Canal in order of their tonnage were as follows:—Grain, nitrates, coal, refined petroleum products, lumber, and cotton. These commodities together formed approximately one-third of all goods shipped through. Shipments of lumber amounted to 56,078 tons; all but 600 tons (from Gulfport to Panama) was from the west coast of North America. Of the 55,478 tons shipped from the west coast, all but 6,891 tons (from Nanaimo, British Columbia) was from Pacific ports of the United States.

A report from Vancouver, B.C., states that enquiries have recently been received by Vancouver manufacturers for prices on 60,000,000 feet of timber, including railway ties.

# Electricity in the Lumber Industry

## An Account of the Rapid Development of Electric Drive to Logging and Manufacturing Operations—Typical Installations Described

By E. F. Whitney*

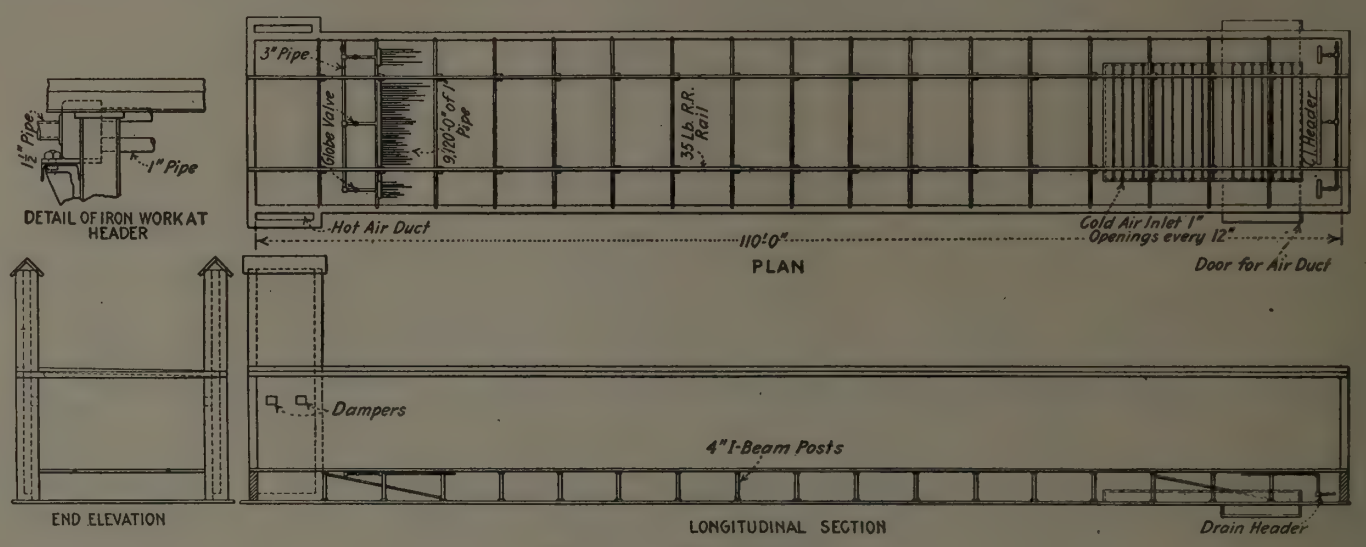


Fig 2—Dry Kiln Layout

In dealing with the use of electricity in the lumber industry, there will come under the first heading all that part of the manufacturing plant which converts the logs into timbers or boards, including all operations—from taking the log from the pond until the rough manufactured product is sorted into its various dimensions and lengths, ready for storage or further manufacturing. These operations may be divided into the following branches: handling the logs; sawing; trimming and sizing; disposing of refuse; sorting; storing or shipping.

In order that the sawmill operator may more profitably dispose of his better grade stock, a finishing mill is a necessity and in reality such a more or less completely equipped mill is always understood to be included in the general term "sawmill." The operations are so distinct, however, that it has been thought best to include the planing mill under a separate heading.

In those mills which finish a large portion of their product, there is between the sawmill and planing mill a seasoning process, which we will term "treating." This consists of artificially drying the product before finishing it. Its object is to get the material to its ultimate seasoned dimensions before the final manufacturing operation. Those operators who must overcome the handicap of high freight rates secure an additional advantage in eliminating all excess weight due to moisture. Some specialty mills (shingle mills, for instance) resort to drying solely for the purpose of reducing weight.

The treating process includes: stacking; drying; unstacking; sorting.

For economy of space the material must be stacked in some uniform manner; industrial type flat cars are generally employed, with mechanical means for loading the lumber upon these cars. With the old method of hand stacking, the capacity of two men per day seldom exceeded 10,000 ft. b.m., which is approximately 2,000 boards.

When the electrically operated stacker is used, the boards are taken directly from the sorting chain and two men can care for from 45,000 to 50,000 ft. per day. The lifting arm of this equipment, which lifts each stock in position, together with a short section of the conveyor table, is operated by a 7½ h.p. motor, belted to a line shaft and

* Reproduced by courtesy of the American Institute of Electrical Engineers—Continued from March 15, Canada Lumberman.

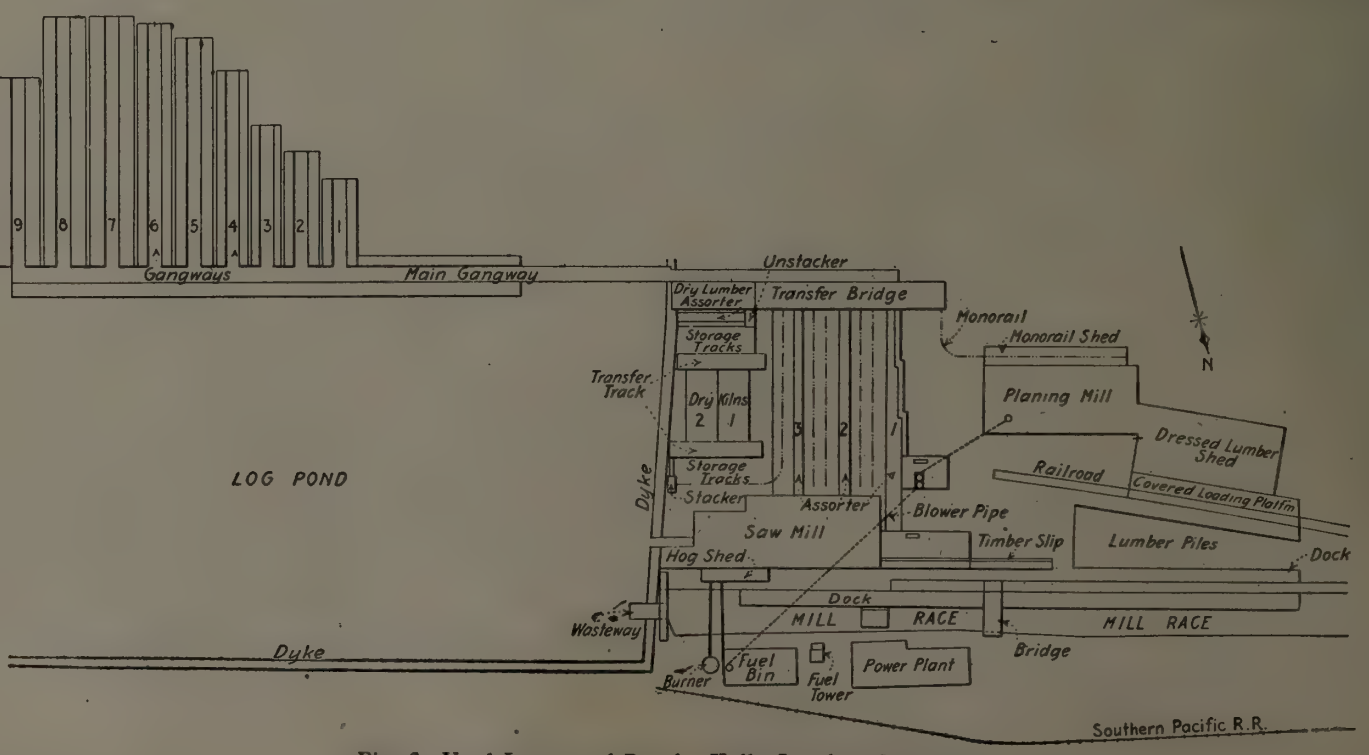


Fig. 3—Yard Layout of Booth—Kelly Lumber Company.

Fig. 4—Log Saw on Log Deck in Mill. Control for Log Haul and Conveyor Chains Shown at Right.

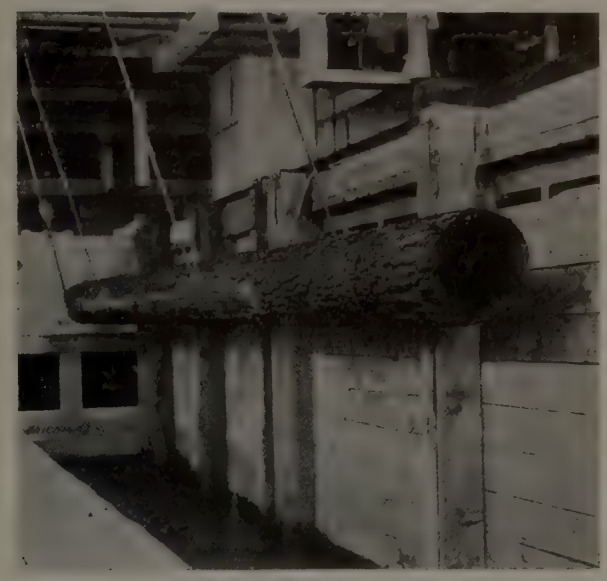

Fig. 5—Log Lift with Log at Half Elevation.

running continuously. The load factor is not more than 5 per cent. The peak when lifting the arm is approximately 12 h.p., while running the mechanism light requires 2 h.p.

The dry kilns universally follow the old principle of steam radiator construction. The steam legs of the radiator are made up of a large number of small pipes, one in. (2.54 cm.) to 1½ in. (3.81 cm.) in diameter, which run the length of the kiln and connect to steam exhaust headers at the end. A typical dry kiln layout is shown in Fig. 2. It is common practise to admit high-pressure steam directly to the pipe. Of late years the vacuum system, taking exhaust from the mill engines at 5 to 30 b. (2.2 to 13.6 kg.) gauge and exhausting into 20 to 25-in. (50.8 to 63.5 cm.) vacuum, has come into rather general use. Where high pressure steam is used directly, a reducing valve which cuts the pressure to approximately 50 lb. gauge is ordinarily inserted.

It requires about 72 hours for drying planing mill stock, and six days for drying bundles of shingles. After the kiln has once reached a constant temperature approximately 1,000 lb. (453.5 kg.) of steam per hour are required by the average kiln.

In green lumber, 30 per cent. to 40 per cent. of the weight is moisture. The dry-kiln operation reduces this to from 6 per cent. to 10 per cent. after drying. The process is not carried further as there is no necessity of furnishing lumber drier than the air at the locality in which it is to be used.

After drying, the lumber is unstacked and distributed to the finishing machines. The scheme for unstacking edge-piled lumber in most common use consists of an endess chain with hooks spaced about 10 ft. apart, running in vertical guides, these guides at the top being curved to direct the boards on to a transfer table, from which it goes to the sorting table and is classified and taken to the finishing machines. This unstacking device is driven by a 5 h.p. constant-speed motor and requires approximately 4 h.p. while lifting the stack and 1¾ h.p. running the lifting and conveying chains only. Its unloading capacity is approximately 60,000 ft. b.m. per day.

### Planing Mill

Operations in this mill consist of planing or finishing the stock, trimming, disposing of refuse, sorting, tying or bundling, and storing or shipping.

The product of this mill comprises the highest grade lumber and is consequently given close attention.

Before planing, it is often necessary to do a small amount of resaw work, but this is of a very light character, its purpose being to re-manufacture yard stock to supply the accumulation of orders for any one size of lumber. The refuse from this mill is the best fuel supply, since it is thoroughly dry.

Specialty mills are often valuable adjuncts in utilizing materials which would otherwise be thrown away as refuse. Very often they have no connection whatever with sawmills and must purchase their material in the open market. In the following, therefore, we have considered only those specialty mills which have a direct connection with sawmills.

### Lath Mills

Lath mills are always run in connection with sawmills and obtain their material from slabs and edgings which would otherwise go to the refuse burner or, at best, to the wood bins. The slabs are taken from the main refuse conveyor and go through the following processes; bolter; lath machine; trimming; bundling.

Bolting consists of sizing the slab to the dimensions necessary for putting through the lath mill. The bolter may consist of a number of saws, therefore making several bolts at one operation, and requires about 7½ h.p. per saw.

The lath mill consists of three saws, making four laths of each bolt, and requires approximately 25 h.p. The laths are then trimmed to 4 ft. (1.21 m.) lengths and tied in bundles of 50 or 100, after which they are ready for storage or shipment.

### Saw Mills

In saw mill operations the work consists essentially in manufac-

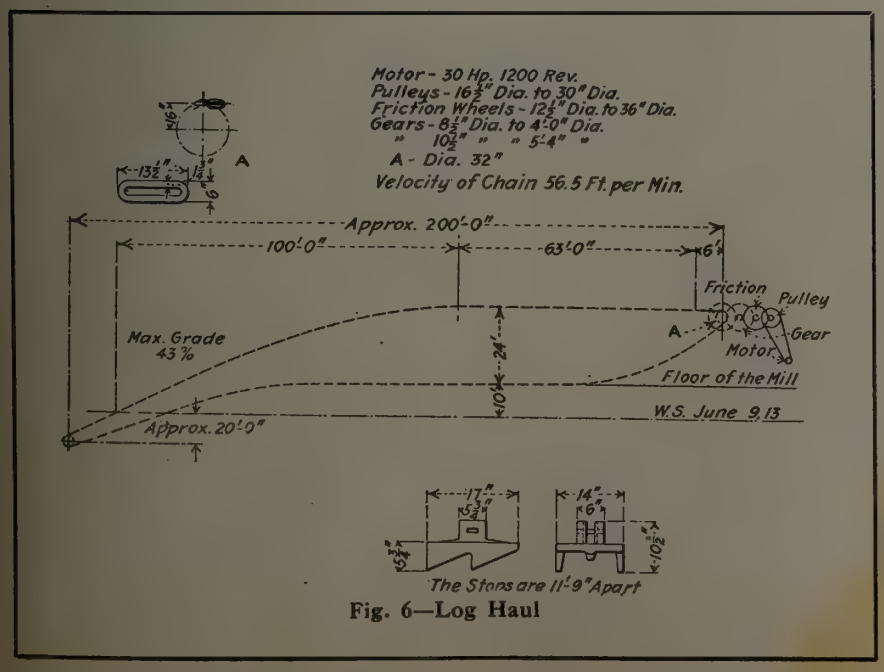


Fig. 6—Log Haul

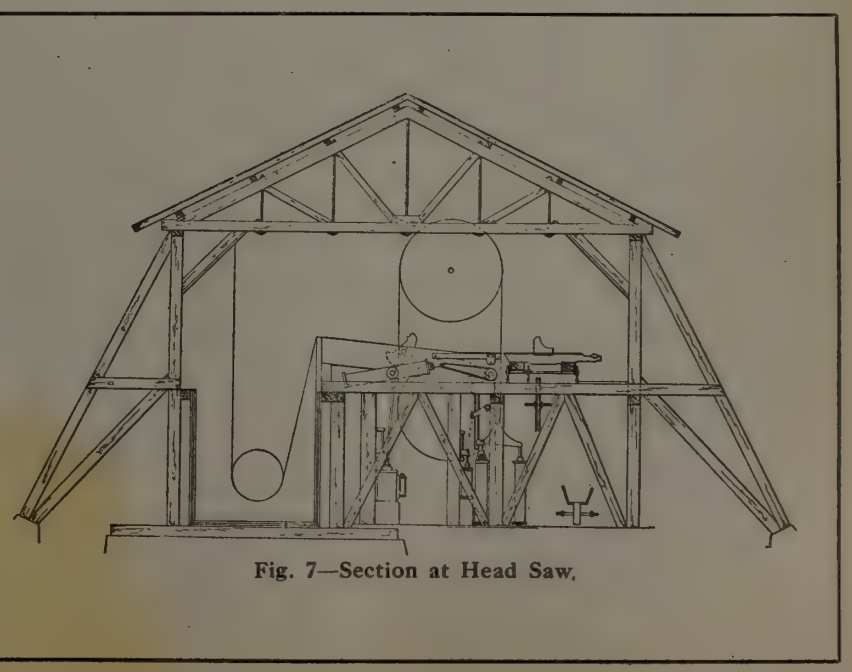

Fig. 7—Section at Head Saw.

turing a log to boards or timbers of a certain thickness, width and length, so in its elementary form only three machines to perform these functions are necessary. In the following, therefore, we will follow the progress of the work through the mill in its simplest form, afterwards returning to the auxiliary machines which have come as a natural result to increase production by performing some of the elementary functions faster or with greater facility than could be done with only the major machines.

In driving the mill machinery, squirrel cage motors are used wherever possible, because of their simplicity and strength. Unless specifically noted to the contrary, it will be understood that constant-speed, alternating-current induction motors are referred to. Practically all of the work is at constant speed, and in fact in sawing operations this of prime importance. In the first installations, individual drive for each device or machine was used without question, thus, at one step, past practise with line shaft and belting, with all group drives, was entirely reversed in an endeavor to do away with shafts, belts and transmission machinery entirely. To-day, semi-group drive is standard. All parts which work to the same end and are close together, are grouped. Groups usually embrace such devices as transfer rolls, transfer chains, conveyors, etc., which require a certain amount of transmission machinery in any event, and which require practically the same power when running idle as when working. The milling machines themselves are individually driven.

The power demands of the machines fluctuate so that it is practically impossible to plan for other than the maximum demand which might be encountered. For instance, an edger may run on narrow material with two saws cutting a two-in. board, and within five minutes, the same machinery may be called upon to handle a 6-in. (15.24 cm.) to 12-in. (30.48 vm.) cant, requiring four or five working saws, taking in the first place approximately 40 h.p. and in the second place 350 h.p.

In the following, wherever load factor is given, it is taken as load factor based upon the time of a working day. Some mills operate 24 hours, while others run 10 hours, and it is therefore obvious that unless the actual working time for each day is taken, the data will not apply universally.

Fig. 3 gives the general plant and yard scheme of a modern Pacific Coast mill. The logs as delivered to the pond are of various lengths and sometimes must be cut to accommodate the mill layout. This operation is performed more often when the logs are still in the water, but is sometimes done after they have been lifted to the log deck. Fig. 4 shows the saw used in the latter way. The driving motor is a squirrel cage type, 10 h.p., and is run intermittently. Its load factor is not greater than 6 to 7 per cent.

### Log Lift

The logs are carried from the pond either by the old arched log haul, or by the later log lift (Fig. 5). In the first case an endless chain with hooks spaced several feet apart runs in a groove in the arched log haul structure, at a speed of approximately 50 ft. (15.25 m.) per minute. The driving sprocket is driven by a constant-speed squirrel cage induction motor of about 35 h.p., through the necessary speed-reducing transmission machinery. See Fig. 6. The motor runs continuously and the load is thrown on or off by the friction device. The log lift is coming into more general use, because of the upkeep expense of the older scheme of log haul.

A canal leading from the log pond is built into the head end of the mill, paralleling the log deck. Cables are attached to the edge of the log deck and fixed to hoisting drums overhead, allowing the loop to fall below the surface of the water in the canal. The logs are floated in and then hoisted, the natural angle of the cable as it becomes taut at the end of travel rolling the logs on the deck. An intermittent-duty hoist-motor, with reversible controller, drives the mechanism. The average load hoisted is is 1,500 ft. b.m., weighing approximately 12,000 lb. (5,443 kg.). The maximum will hardly exceed 6,000 ft. b.m., weighing approximately 48,000 lb. (21,772 kg.).

The rate of hoisting with a maximum load is about 40 ft. (12.1 m.) per minute; length of hoist 10 to 35 ft. (3.05 to 10.76 m.). Common practise requires 37 to 52 h.p., depending upon the character of the logs handled. The load factor is approximately 6 per cent. See Fig. 7, showing a cross-section of the head end of a sawmill at the head saw.

The duty of the log carriage is very severe, as may be noted from the following typical cycle:

| | |
|---|---|
| Average speed during cut | 250 ft. per min. (86.25 m.) |
| Average speed of return ( assuming single cutting mill) | 650 ft. per min. (198.25 m.) |
| Total distance of travel one direction | 20 to 60 ft. (6.1 to 18.3 m.) |
| Average weight of carriage and log of 1,500 ft. b.m. | 38,000 lb. ( 17,237 kg.) |
| Maximum speed during cut | 350 ft. per min. (106.75 m.) |
| Minimum speed during cut | 100 ft. per min. (30.5 m.) |

From these we see that the retardation at the end of travel and the acceleration of return must be at very high rates in order to lose a minimum of productive time.

The adjuncts of a log deck, viz.: "kickers" and "niggers," used for turning the logs and pushing them on the carriage, as well as the log carriage itself, are usually steam-operated. These devices are uneconomical steam users, but their demands are not very great and they are very seldom a source of additional cost in boiler plant capacity.

The log after each cut must be moved up a definite amount in preparation for the next cycle. This is accomplished by the set works. A five h.p. constant-speed induction motor mounted on the carriage and running continuously provides the simplest means of driving this device.

With direct current available, a series motor will prove more economical in energy consumption and will run only when the set works is operating. Current is collected from protected trolleys or from a loop cable supported by rings carried on a rod attached to the side of the building. A back-geared motor on a rod fitted with silent chain drive proves most compact. The control mechanism must be arranged for reversing operation.

The canting gear, usually driven by a 15 h.p., constant-speed motor, is required only when a very irregularly shaped log is encountered. It consists simply of a drum with attached hook and cable for turning the log on the carriage. This operation is now performed by power machinery in all except the most extreme cases. The motor operates so intermittently that its energy and power requirements are of little interest.

(To be Continued.)

## The Uses of Hemlock

A bulletin recently issued by the United States Forest Service gives interesting information regarding eastern hemlock and its use for lumber and for pulp.

Hemlock, the bulletin states, has been lumbered for only a comparatively short time as compared with pine, but this exploitation, with waste and fire, has already greatly reduced the supply. If the present rate of destruction and use continues hemlock will before long be as scarce as old growth pine. Although of present importance, hemlock is not a tree of promise for forest planting, as white and red pine will yield better lumber in a much shorter time and on poorer soils and are less susceptible to decay and more easily grown. Spruce serves as well for the protection of watersheds and stream sources and produces better pulpwood and lumber. Hemlock is found in the New England states, New York, Michigan, Wisconsin, Pennsylvania, West Virginia and scattering in North Carolina and Kentucky, in the white pine region. About two-thirds of the total cut of eastern hemlock lumber in the United States comes from Wisconsin, Michigan, and Pennsylvania, in the order named, with West Virginia, New York, and Maine following. The other states within its range aggregate about 11 per cent. The stumpage value of hemlock is generally lower than that of the other important eastern trees. White and red pine, white ash, basswood, elm, oak, and hickory all considerably excel it.

Though hemlock first came into use because of the growing scarcity and increasing value of better trees, it can no longer be considered merely as a substitute for these species. In the three large industries to which it contributes—lumber, pulp, and bark—it has become practically indispensable. Small quantities of hemlock lumber were produced locally in the northeast during the early days, but not until the bulk of the pine had gone was it able to find a wider market. As long as the best grades of pine lumber could be had for very little more than the cost of production, hemlock could not be disposed of profitably. During the last five years hemlock has ranked fifth in importance among the lumber trees of the United States, being exceeded only by yellow pine, Douglas fir, white pine, and oak. In 1905 hemlock formed 11.8 per cent. of all the wood used for pulp. In 1906 and 1907 it supplied 14 per cent. of the total amount; in 1908, 17 per cent.; in 1909, 14 per cent.; and in 1910, 15 per cent. During the latter year its consumption was 50 per cent. greater than in 1908.

Hemlock pulp is used for news, wrapping, and other cheap grades of paper, and is manufactured chiefly by the sulphite process. In this process the wood is first chipped and then cooked in a solution of calcium sulphite, which frees the fibres by dissolving the substances that unite them. The dissolved substances comprise about half the original weight of the dry wood, without bark. Hemlock also furnishes a small amount of ground wood pulp, but the great bulk of this is spruce. Hemlock bark has been used in tanning practically ever since the beginning of the industry in America. Oak bark is softer, more pliable, and less permeable to water than does hemlock; but there is not as much of it, and for many years its annual consumption in tanning has been less than half that of hemlock. With the introduction of tanning extracts, hemlock and oak were the first native species to be used, but after the process by which extract could be made from chestnut wood was perfected, about 1900, the latter species became the leading source of supply.

# The Reader's Viewpoint on Trade Topics

## Balsam Fir an Excellent Wood for Box Material—Wholesaler Sounds Warning Regarding Prices After the War

**Articles or letters to the Editor of the Canada Lumberman, dealing with trade conditions, or discussing questions of interest to manufacturers, wholesalers or retailers of lumber are always welcomed by our readers. Here are a few that have been received lately:—**

### Balsam Fir a Good Box Material

Editor Canada Lumberman: Sault Ste. Marie, Ont., March 8th.

You have a query in your March 1st issue under the head of "Who Can Furnish Cheap Box Lumber for England."

I think that a few remarks on one of our native woods, little known outside of this country and some states of the American Union might be of assistance and interest to your "English Importer" as well as others.

The Balsam Fir (Abies Balsamea), commonly called "Balsam" by English-speaking, and "Spain" by French-speaking lumbermen, is essentially a Canadian tree, although it does not cross the Rocky Mountains, and its distribution extends into the Northern Lake States, New England, and the Allegheny foot hills.

The wood of this tree is very valuable for just the purpose of your enquiry; in fact there is none that can compete with it for food boxes, and it is probably the cheapest wood in the market to-day. When it is seasoned it loses 50 per cent. of its original weight, which is about 50 pounds per cubic foot green, 35 pounds half seasoned, and 24 pounds absolutely dry. It is thus lighter, and it is softer, than spruce. It is not quite so strong, but for box material it is sufficiently so. After a little seasoning it will hold nails well, and will not warp like spruce. Its special value, however, lies in the fact that it is tasteless, and will not taint foods; thus for sugar and fish barrels, butter boxes, cheese box heads, etc., it is the very best. This is doubtless due to the fact that it is not a gummy wood, contrary to the popular impression. The actual resin content is less than that of spruce, and it is one of the few conifers that lack resin ducts entirely. There are many uses that this wood can be put to, such as house sheathing, laths, fiddle tops, toys, etc., which need not be mentioned here.

This tree has been looked upon by many as almost a weed tree, useful only for first cover in reforestation. It has increased in proportion to other conifers in our forests, largely owing to the fact that it was left when the more valuable, pine, spruce and other trees were cut. Unfortunately trees of this species growing on side hills, if deprived of a proper water supply are defective and partly rotten, so that quite a percentage of certain stands of fir are not suitable for lumber, but a good many defects are permissible in rough crate shooks, and the knots are generally small and sound. By thus using the lower grades there is little loss in manufacturing this wood.

Fir is also good for paper pulp, but should be treated separately for this purpose, whether the pulp is ground or chemically made, and it should not, during the process, be mixed with spruce. The yield of fibre averages about two-thirds of that of spruce, and is the same average length as black spruce (picea brerifolia). It is however, only three-quarters the length of the fibres of the white and red spruce.

The gum obtained from the vesicles in the outer bark of this tree is called "Canada Balsam." All trees of this species do not produce this gum, nor is the collecting of it a pleasant or cleanly occupation in fly time, although profitable; each vesicle having to be pierced with the spout of a small tin can like a minature teapot, held by a man or boy climbing the tree for that purpose. The smudge fires of "Les Gommeurs" of the Province of Quebec have often been an extra care to the fire wardens.

A stand of "Balsam Fir" grows rapidly, and is mature after one hundred years or less, and produces under varying circumstances, in natural stands, from ten to forty cubic feet of wood per acre per annum. These trees grow, according to the district and other conditions, from fifty to eighty feet in height, and sometimes even longer. The diameter for the largest trees, breast high, would probably not be more than eighteen inches. A fifty-foot tree would usually be twelve inches in diameter, breast high. Thinings are necessary during the growth of the stand, are profitable, and can be used for many purposes making among other things good fence rails if peeled.

Surely this tree is worthy of further investigation by owners of forest tracts, lumbermen and food packers, as well as others.—W. J. V. Atkinson, Forester.

### Good Prices Whether War Ends Early or Late

Editor Canada Lumberman: Montreal, March 16th.

Boats! Boats! Boats! The "Bugaboo" of the Canadian lumber exporter. If we can't get them what happens to the lumber market? Prices have hardly ever been higher, but at the present time it is impossible to get space on the liners. Some of the concerns are offering deck space for next month, but all of it could not take care of 10 per cent. of the lumber shipments offering.

All kinds of boats, tramps and schooners are being requisitioned, and as the high freight rate existing of 125 shillings looms big on the horizon for boat owners, there will be, no doubt, great impetus in buying up or repairing obsolete affairs, and building new.

In spite of the high freights and the advanced price of lumber on this side, the European market is not as high comparatively, and this leads to a great deal of speculation.

Will the war last throughout the year, or will it come to an end with the summer months, as many seem to think? The contraband war England has declared will, no doubt, bring Germany and Austria to their knees, but they are a stubborn race and will suffer all kinds of hardships including starvation before giving in. With their own resources they can keep up for a long time yet.

There is no question at all of England's and France's requirements in lumber, and if any boats at all can be had, the seller will get his price, which he seems to be determined to get.

Cuts of deals running 60 per cent. sevens and eights, and 40 per cent. nines and up are now offering at $22, with many takers, at St. John, and Halifax, and there have been many turn-overs of two and three hundred thousand feet at $22.50. Some of the mill people say they will not move a stick of such lumber under $26, and it would look as if the market will be disproportionately high.

Of course, there is always the "little fellow" who is ready to cut the market and thinks he is doing a great stunt when he sells deals at $18, that he can easily get $22 for. Then he struts around and tells you that he knows all about the export market and that prices are very normal, and will no doubt drop.

But we are dealing with a "white man" proposition, where the mills ought to and will bet "value" for their lumber, instead of a mere turnover, that great discouraging element in lumber manufacturing. Present and future prices are only a fair return for the years of low and discouraging markets, that we have felt, and it is time to stick together and benefit by a little opportunity of laying a few dollars aside for the future rainy day, which declining years always bring us to.

On the other hand, supposing the war ends quickly. There will be a veritable landslide in prices, UNLESS WE KEEP OUR HEADS. In that event, there is all the more reason why prices should maintain themselves high.

Optimism is only long-headedness—the far-seeing policy of the modern operator, and even if we tie our deals to aeroplanes we'll get them to England somehow.

Keep your heads, and you need not fear any drop, but confidently count on right good prices, whether the war comes to end early or late.

J. Henry Poulin, Sales Manager,
Canada Lumber Sales Company, Limited, Montreal.

### Some Lumber Problems

One of the best conventions that have been held this year by lumber associations was the sixth annual meeting of the Northern Hemlock and Hardwood Manufacturers' Association, held recently at Milwaukee, Wis. The proceedings of the meeting have been issued in book form under the title of "Some Lumber Problems." In addition to the reports presented by officers of the association, the book contains all of the excellent and practical addresses which were delivered. One of the most interesting of these, from a Canadian point of view, was an address delivered by Enos Colburn, on "Birch for Interior Finish," which is reproduced elsewhere in this issue. The address of the secretary, Mr. R. S. Kellogg, upon "Some Troubles of the Lumber Industry," was also practical and timely. Some of Mr. Kellogg's conclusions are also reproduced in this issue. Among the other important addresses were the following:—"Camp Missionary Work," by Matt. Daly; "Lumber for Factory Trade," by W. W. Brown; "Better Business Methods," by Edward Hines, and "Cost of Carrying Timber," by C. H. Worcester. These are all included in the printed report and form a book which will be available to all lumbermen. Copies may be had from the Assistant Secretary, Mr. O. A. King, Wausau, Wis., the price being 50 cents each.

# Will Develop Shipping Facilities

## B. C. Government Taking Steps to Encourage Adequate Provision for Exporting Lumber to Foreign Markets

In the March 15th issue of the Canada Lumberman a report was published in regard to the proposal to send Mr. H. R. MacMillan, Chief Forester for British Columbia to Australia, to enquire into the market for Canadian lumber. In this connection it is interesting to note that Hon. W. R. Ross, Minister of Lands, recently made an announcement in the British Columbia Legislature upon this subject. In moving the second reading of the bill to amend the Forest Act, Hon. Mr. Ross gave an interesting review of the lumber industry in British Columbia and said that there was included in the estimates a sum not less than $50,000 to be used largely in an effort to secure shipping facilities or to promote the general object of extending materially the export lumber trade of British Columbia. Ship subsidies, in some form, the Minister said would be given to promote this purpose. The co-operation of the Dominion Government had been secured in the campaign which had been launched and Mr. H. R. MacMillan had been invited by the Department of Trade and Commerce to visit Australia and investigate every aspect of the problem of marketing Canadian lumber in that country. Mr. MacMillan had asked for leave of absence in order to undertake this work and the British Columbia Government had readily complied with this request. Hon. Mr. Ross said that the selection of Mr. MacMillan for this important duty had met with the unanimous approval of the lumbermen and had also been recommended by the Victoria Board of Trade. He paid a generous tribute to Mr. MacMillan's ability, saying that he was by all odds the best man available for the position.

"If we find, as a result of this investigation" said Hon. Mr. Ross, "that other action by this Government is necessary in the work of breaking into foreign lumber markets, then this Government will follow up the matter vigorously. The province once controlled one-third of the lumber export trade with Australia; it now handles only 5 per cent. of it. Rest assured that the Government is determined to do away with that unnatural situation. Futrher development of our timber resources depends entirely upon the wider markets into which our lumbermen are striving to push their way. It has now become the duty and business of the Governments to undertake the second stage of the programme and to give practical assistance to the marketing of timber. Payrolls, profits and public revenue alike depend upon the energy with which this broader policy is followed up.

"Consider for a moment how the export trade from the Northwest of this continent is shared at present. There was a time when British Columbia shipped 80,000,000 feet a year across the sea. Of late years our exports have shrunk to 35,000,000, while Washington and Oregon have been developing an ocean-borne trade of 700,000,000.

"We have, as the saying is, been backed almost off the map in nearly every market except one. The two states to the south of us control nearly all the timber shipments to Australia and over four-fifths of the business in Japan and China. United States mills provide ninety per cent. of the lumber supplied to South America, Great Britain and Europe from this continent. Only in South Africa has British Columbia secured and retained a market, and that solitary achievement has been due to a special reason—the tariff preference that South Africa has granted us. Now it is perfectly plain that this lack of success in foreign markets is out of all proportion to the very solid asset in the way of timber that British Columbia possesses. We have the timber and the mills to manufacture it. By every commercial test the province is entitled to play an important part in the world's trade in lumber. We are not doing so. Something is wrong somewhere. What is it?

"Complaints have been made that our lumbermen are to blame for the present situation: that they are not aggressive in pushing into the export market; that British Columbia timber is, therefore, unknown abroad. But investigation by trade commissioners in foreign countries show that this is not correct, for the reputation of British Columbia lumber stands high in many distant markets, and I am in a position to know that the greatest courage and persistency has been shown by local firms in seeking orders.

### Need of Vessels

"The timber is here, the mills are here, but we can not export our manufactured lumber. Why is this? The reason lies in a nutshell—we can not get the ships. Take as an instance a recent order from the Australian Government. Our mills are prepared to fill that order at once and at the lowest market price. That piece of business is ours by every right. But our mills can not touch it because there are no ships at their disposal; even though shipment after shipment of lumber to Australia is being made at the present time from California, Washington and Oregon. We can only deal with the sister Dominions of the empire through the agency and by the favor of American brokers, American lumber buyers, American shipping companies. I speak about our cousins across the line in no unfriendly spirit. Their competition with us is straightforward business. But naturally, they exercise their legitimate privilege of swinging business to their own people; and therefore the shipping and selling monopoly they have established in the export lumber business has become a lid that stifles the export trade of this province. When orders from other portions of the British Empire—from Australia, India, the United Kingdom—are subcontracted to British Columbia mills by San Francisco brokers, instead of being received direct; when other orders from the empire are filled on the American side without our even hearing of them; when, after strenuous efforts, our mills secure the chance of tendering on a few orders and find themselves condemned to let every one go past them to American mills because they can not get a single ship—well—in such untoward circumstances it is time for us to get busy and do something drastic to secure this trade that rightfully belongs to us.

"Transportation is what is needed. Already this Government has devoted itself heart and soul to providing transportation inland from the coast. The new transcontinental railways provide for that effectively. At the point where our wealth of timber and our splendid manufacturing equipment is made of no effect because it can not reach its markets—at the seacoast where transportation fails of a sudden, leaving our coast mills congested with millions of dollars' worth of lumber they can not ship—at this point it is the duty of this Government to extend the work it has been doing, and to secure transportation seaward for our lumbering industry."

Concluding, Hon. Mr. Ross referred to the lumber interests of the interior, and promised progressive measures for pushing the trade of the mountain mills in their legitimate markets, the prairie provinces of the Middle West.

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## B. C. Introducing a Workmen's Compensation Bill

A Workmen's Compensation Bill, which for all practical purposes is a duplicate of the act now in force in Ontario, has been introduced in the British Columbia Legislature by the Attorney-General. According to the draft form of the measure provision is made for an administrative board consisting of only one commissioner. The Canadian Manufacturers' Association who have been notified of the proposed measure, have written to the Government suggesting that the act be not put into force for a year or two, until it is seen how the Ontario Act works out.

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At a recent meeting of the Board of Trade at Grand Forks, B.C., a resolution was passed endorsing a resolution previously passed by the Mountain Lumbermen's Association, urging the Federal Government to impose an import tax of $2 per thousand feet upon lumber entering Canada, and to enforce the dumping clause in the act so as to prevent United States lumber from being sold in Canada at lower prices than those which are obtained for it in the United States.

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M. G. Buckley, general manager of the Canadian Lumber Yards Limited, with headquarters at Winnipeg, and W. J. Schusler, travelling superintendent of the company's yards, entertained the managers of the company's yards in the Swift Current district at a banquet in the Empress Hotel recently.


### Advertising That Pulls Business

Fort Frances, Ont., March 6th, 1915

Canada Lumberman & Woodworker:

Considering conditions in the lumbering business for the past few months, we feel that we were very fortunate to receive sufficient orders to keep our plant running full capacity during the winter months.

While our success is greatly due to the satisfactory operations of machines already in service, we also feel that **the advertisement in your magazine has been instrumental in leading up to these orders, as we receive inquiries daily from this source.**

It will perhaps be of interest to you to learn that we have just delivered a Shaw Motor Headworks to the Lakes Timber Company, Limited, which is to be used in their logging operations this season. This company have previously been using a steam tug for this work, but after watching the performance of our warping tug the past year, realized that they could reduce their operating expenses and handle their work to better advantage in every way, so have decided to lay up the steam tug indefinitely.

We might also mention that we are now completing another boat to be delivered in about ten days.

Yours very truly,

Russel Bros.

# Ocean Transportation the Key-Note

## Sir Richard McBride Says Dominion Government Should Consider Subsidizing Steamships

One of the most important of the regular meetings of the Victorio, B.C., Board of Trade was held recently, and a lengthy discusasion took place in regard to the lumber trade situation. Mr. C. H. Lugrin, vice-president occupied the chair and gave an address upon the work which had been carried out by the lumber committee of the board. The lumber committee had been formed he said, to enquire into the possibility of establishing on a firmer footing the export lumber trade with Australia and India in particular. The first step taken had been to make representations to the Provincial Government in regard to the demand for timber from India. The committee had next taken up with Sir Geo. E. Foster the question of securing reciprocal trade arrangements with Australia. Mr. Lurgin gave a brief outline of the negotiations conducted with Sir Geo. E. Foster in this connection which had resulted in the nomination of Mr. H. R. MacMillan of the Forest Branch as a trade commissioner to visit Australia on behalf of the Canadian Government.

Interesting addresses were also delivered by Sir Richard McBride, premier of British Columbia, Hon. W. R. Ross, Minister of Lands, E. J. Palmer, manager of the Victoria Lumber and Manufacturing Company, Chemainus, B.C., and J. O. Cameron, Cameron Lumber Company, Victoria, B.C. Each of the speakers emphasized the great importance of securing reciprocal trade arrangements with Australia and expressed a belief that once such an arrangement had been reached the lumber industry of British Columbia would be greatly improved.

Mr. E. J. Palmer gave an interesting survey of the situation, which included much valuable information. He considered that the cause of the present depression in the lumber trade was indiscriminate over-production in the face of a steadily decreasing per capita consumption owing to the steady inroads of substitutes and lack of combined effort to exploit British Columbia woods. Mr. Palmer laid emphasis on the disastrous competition with Canadian mills offered by United States mills, which, on account of their long establishment were able to carry on the export trade more efficiently. In conclusion Mr. Palmer dwelt at some length on the importance of securing better ocean transportation for British Columbia lumber. He thought that some of the German vessels condemned in Australia might be utilized in this trade. The chief obstacle in the way of operating the lumber business successfully in British Columbia was undoubtedly lack of sufficient ocean transportation facilities.

Sir Richard McBride said that the welfare of the British Columbia lumbering industry was a vital matter and nothing should be left undone that would tend to promote its welfare and to develop its over-seas trade. He referred at some length to the unfortunate lack of transportation facilities for shipping lumber to Australia and cited a case in which an arrangement had been completed to despatch an extensive and important shipment, when it had been discovered that there was no vessel to carry the cargo. This shipment would have attracted considerable attention to the province's timber if it had been carried out with delay. He said that the power and authority to improve this situation rested only with the Dominion Government and that the Government could consider advantageously a proposal for subsidizing steamship companies for the purpose of this trade. "If it is possible," he said, "for our vessels to carry lumber, pulp and paper to Australia and elsewhere, a vigorous campaign should be taken up to give British Columbia what she is entitled to, and we must bestir ourselves to secure the markets that are naturally ours."

Sir Richard pointed out that the reports of activity in the trade amounted to nothing unless the millions of dollars invested in the industry could bring forth profitable results. During the last two years the lumbermen had been hanging on until the arrival of better times, and they were now at the extreme end of their patience in looking for some remedy to assist in the betterment of conditions. There was three or four times as much money invested in the lumber business as in any other industry in the Province, said Sir Richard, and every dollar must earn a profit if prosperity was to be assured.

"When the mills are all in operation 70 per cent. of the pay-roll of the province is made up from the lumber business and its allied industries. Its prosperity affects practically every family of the community. The present depression has made us seek economy in all things and search out the trade routes that we should not investigate otherwise. We have lost neither our faith nor courage, and we shall emerge from this crisis all the stronger."

The Hon. W. R. Ross, Minister of Lands, stated that, while the lack of shipping which was being felt so seriously at the present time was caused very largely by war conditions, a great deal of it was due to the effect that American concerns had upon Canadian shipping. Time after time orders to Canadian mills had been given to American establishments because, on account of their longer organizations, they were better able to handle them. There had been hopeful signs already of the widespread foreign trade British Columbia would be able to carry on once the necessary shipping had been secured. "I am very glad," he said, "to have been able to give official assistance in starting what will develop in a few years into a flourishing trade with India and the East." The Minister called attention to the possible creation of a new industry by manufacturing creosote, an important by-product of coal. The main feature of the situation, in his opinion, was that British Columbia had got past the stage of talking and had really begun to do things. "With preferential tariff within the Empire and with a steady flow of shipping to and from our ports, the lumber industry of this coast will come into its own, and the reviving effects of its prosperity will be shared by every industry."

Mr. J. O. Cameron referred at some length to the inconvenience and loss of money due to the lack of steamships and the high rates of charter asked by the vessels that were available. He was of the opinion that New York would furnish a good market for British Columbia lumber and that by the completion of the Panama Canal another outlet for the trade had been created.

Mr. Chamberlain briefly described what was being done by the Lands Department in the matter of publicity by circulating samples and information. Mr. Griffiths contrasted the lumber industry as carried on in the East with the manner in which it was operated in the West, and he thought that the Eastern methods could be adopted with advantage. Mr. Palmer moved a resolution asking the Dominion Government to increase the base value of lumber from $7.50 to $10 per 1,000 feet in fixing the duty.

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## Birch For Interior Finish

**By Enos Colburn***

*An address recently delivered before the Northern Hemlock and Hardwood Manufacturers' Association.

As I stated last summer, you manufacturers are spending considerable money in advertising lumber and its products, especially birch as an interior finish. I am connected with an interior finish mill, where we come in contact with other woods for finish. We find that you are not putting up birch so it will work to advantage to such mills. I believe that you manufacturers should put up some of your birch in a dimension size or in some grade suitable, same as used by interior mills for finish. You put up birch 4-in .and wider, shipping your better grades 6-in. and wider, with the understanding that the wide is all in, but in many cases it is taken out and sold at a better price to some other party, because he wanted something better, and then, the party getting the car of 6-in. and wider, does not get what he is paying for, especially if it is a mill that turns out interior finish, because 1 x 6 will not make an 8-in. base, and a 1 x 8 will not make a 10-in. base or panel, and so on.

In order that any mill may figure on birch for interior finish they must buy and carry in stock much more birch lumber than if they could buy the stock they wanted. If they could buy birch in dimension sizes, 6, 8, 10 and 12 in., or stock suitable for finish, they would not discourage a birch job as they have in the past, for the reason that they know they can get their requirments and they also know what the stock will cost them.

Birch, we all know, is the coming wood. It is a hard thing to beat for interior finish. It will finish to natural state, or any other way you want to put it, and it is hard to beat, even with oak, although we figure oak much more costly. Even though oak is much more costly than birch, we find that a job of interior finish can be made up much more easily, because in buying oak, 1st and 2nds, it averages wide, and we find a very small percentage under 7-in. in width. It is an easy matter to get your casing, and other wide stock out, without much extra cost and waste. On birch it is just the contrary, the wide stock, or stock you could use to any advantage is not there, and the larger percentage of shipments of 4/4 in. 1st and 2nds, is 6-in. and 7-in. stock, saying nothing of the lengths and with occasionally a few wide boards to make it look good.

We find these shipments largely when shipments are made through some wholesaler, and in many cases where the wholesale jobber does the shipping. They insist in shipping 1st and 2nds, 5-in. and wider, and in this reduce the percentage of 6-in. and wider stock. The mill, handling birch for interior finish, finds it almost impossible to get what it can use to an advantage and for this reason figures it is money out, and, therefore, prefers to handle yellow pine, oak or other woods because it knows it can get what it wants and also knows it will make a fair profit, and can satisfy its customer.

Now, I do not propose that you put up all your birch in dimension size or a grade suitable for interior finish, but would advise putting up some and advertising it. Mills that use it then know where they can get it, and without any doubt you will find birch used for interior finish and in place of other woods now used.

There are furniture factories and other factories who do not

* An address recently delivered before the Northern Hemlock and Hardwood Manufacturers' Association.

wish their birch lumber put up in this manner, as they can use common and better and can use a 4-in. strip as well as wider stock. They use short cuttings, and by glueing they make their wide stock. On the other hand, mills turning out interior finish can not do this with narrow stock and therefore require wider or stock put up such as they can use to advantage.

In order to get some idea how the interior finish mills find birch as an interior finish, I sent out a list of questions, asking them to answer them, either for or against, stating what experience they had with birch, comparing the same with yellow pine. Most of these lists were returned, and looking them over, I find all say that they could and would use more birch, provided they could buy it in dimension sizes, or stock put up for this class of work.

They claim that in buying birch, random widths, same as you manufacturers ship, and comparing it with yellow pine dimension, they find that on birch the percentage of waste is from 20 to 40 per cent. more. On the other hand, they state if they could buy birch in dimension sizes, or stock put up for this trade, they would find a smaller percentage of waste, and this would be due largely to the milling. Birch put through the planer oftentimes does not plane smooth. You will find it more or less curly or somewhat cross-grained. It is also found that birch put through the kiln depreciates in value.

My opinion is that if interior finish mills could buy birch in wider stock, the percentage of waste would be much smaller, even if they put it through the planer or kiln, because they would get a better class of lumber from the manufacturers, or lumber that would be especially suitable for the finish trade.

I think that if you manufacturers would decide to put up your birch in this way, it will help to find a larger market for your birch, and will put birch into the homes instead of other woods now used, and through your advertising department you will find results. I would recommend that your advertising department take this up with the architect, general contractor, the retail lumberman, and the mill that turns out interior finish, stating to its customers that birch can be bought to an advantage for interior work, and ask them to recommend it, more than they have in the past. You can get out some booklets same as the yellow pine mills, stating that birch is the wood to be used, and I assure you that you will get results. I would also recommend that you handle this class of lumber direct for this reason, that on a shipment made through a jobber, he may not ship just what the order calls for, and in order to blame some one puts it onto the mill, and the party getting the stock believes the jobber, who sold him the stock, and blames the mill for not filling his order as they should. By this, in many cases, you may lose a good customer.

And, in many cases, it is the mill who is trying to help you birch manufacturers gets this kind of shipment and in this way discourages this kind of finish all they can because they believe that it is impossible to get the proper kind of birch or grades required.

On the thicker thicknesses of the birch, we do not find this trouble. The very best part of the log you cut into thicker thickness, thus leaving the class of birch 4/4 in., required for interior finish, the poorer type, narrow and largely stock taken from the outer part of the log, as to where, if stock was selected for interior finish same as the thicker thickness, you would find a much better market and a larger amount of birch used for interior finish.

Therefore, it is my opinion that if you want mills of interior finish to use birch, you must put up a class of lumber that can be used, or otherwise it is of no use to try to recommend birch for finish.

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The Dominion Board of Railway Commissioners have sent out to the Canadian Railway Companies notices drawing their attention to the requirement in connection with submitting reports on all fires originating within thirty feet of the track and burning over an area of 100 square feet or more outside the right-of-way, in forest sections. The notice instructs the railroad companies to submit these reports monthly from April 1st to November 30th inclusive.

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The Temiskaming and Northern Ontario Railway Commission is suing the Abitibi Power and Paper Company, whose plant is located at Iroquois Falls, Ont., to recover $7,000 damages for alleged wrongful flooding of the plaintiff's lands. It is expected that the case will be heard in Toronto at an early date.

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Timber inspector Geo. D. McKay, reports that the British Columbia lumber industry is reviving rapidly and that the shingle output today is larger than it was at any time during the past three years.

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Recent reports from St. John, N.B., state that the latest charter of a sailing vessel on English account was at 116s. per standard.

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P. J. Burns, Mayor of Bathurst, N.B., and prominent in the lumbering industry, died recently, aged 70.

# Over-feeding a Glutted Market

**Written specially for the Canada Lumberman**
**By Douglas Fir**

In reviewing the lumber business of the past few years, as one cannot help doing in these times which seem to be set apart for thought and reflection, we find many complications, upon which the average lumberman hesitates to comment. There is one thing though which will admit of discussion, and which I never could understand although I have spent my whole life in the lumber business; and that is our method of feeding and already over-fed, of glutted market. I have always been an ardent adherent to the theory that there is no part of the lumber business which requires more careful attention and good sound judgment in its management and handling than does the marketing of the manufactured product, and I think this theory is based upon a good logical foundation, for what would be the use of our watching every avenue in the manufacturing of stock to see that there are no leakages whereby profits may be leaking away if we do not keep up this same vigilance in the marketing? All the costs incident to the process of manufacturing and finishing the product together with those which may have started even before the trees were felled have now been added, and therefore it must be conceded that the product is of more value at this juncture than it has been in any other part of the process, and therefore should be subjected to correspondingly thoughtful and intelligent handling. But do we always find it so?

It is a pretty well established fact in manufacturing, that the minimum of cost is usually found in the maximum of output, all other things being consistent, and this is why a plant that is designed for, and capable of handling a certain output cannot be profitably operated at half that quantity. But even this theme of reducing manufacturing costs can be carried too far; even to the extent of reducing the cost at a loss. To the uninitiated this may seem queer, but it is a fact nevertheless, for just as soon as you concentrate all your thought and energy upon this one theme of reducing costs to the exclusion of all other consideration of detail, then look out for a slopping over, as it were, or a spilling of profits in different ways. This may occur on any of the machines or auxiliaries from the head saw to the trimmer, and may occur in various ways by lack of time to give proper attention to the work. In this way grades may be sacrificed, lumber may be slaughtered and wasted, stock may be sent to the refuse burner that, had it found its proper channel by way of more careful trimming would have gone with the finished product to the shed for high grades, and many pieces may be sent out during the day to swell the ever-increasing piles of dead stock in the yard that could just as well have been turned to good account in filling orders for immediate shipment; so that it is easy to see that even this laudable theme of trying to reduce costs to a minimum by the maximum of production method may, if carried too far reach the "Penny wise and pound foolish point." Like any other issue, it can be pressed to the limit of safety, but this limit should always be approached with discretion.

### Profits Not Always Dependent Upon Volume

This same reasoning, however, does not work out in the same way in the marketing of the lumber, and this seems to me to be where many good people err, for judging from observations in the past it would seem that in too many cases all hopes of profits in the marketing of our products have been hung upon the volume of business handled, and this has often been carried to the extent of going beyond the confines of our own mills in order to make delivery, when perhaps if we had used a little more discretion and shown a little less anxiety in taking this business we might have found that we could have realized more profit on half the order than we did on the whole of it, and then some one else would have had a chance to do likewise with the other half. It is a well-known fact with most of us, and should be known to any one who is entrusted with the important position of selling lumber that the more anxiety there is shown by the salesman, the less will be shown by the buyer, and this is what gives grounds for the theory which has been put forth recently that "The way to sell lumber is not to try to sell it." I cannot altogether subscribe to that theory myself, but I do say there is a limit beyond which we should not go in selling lumber, any more than we would in any other thing that had a point of danger, and the successful salesman will stop when he reaches that limit, while the unsuccessful, and unobserving one insofar as profits are concerned, will go right on and will gather in the volume, for it is volume only that he can see.

There is so much that could be said in this connection of volume versus profits that one hardly knows where to begin or where to stop. Let us imagine ourselves enjoying good times, and that trade is normal, and that we have enough of labor to operate comfortably, but none to spare, as we have all seen it in British Columbia, and suppose that from this period of prosperity our market is going into a decline,

and let us suppose for the purpose of this reasoning that I control one, two, or possibly three mills. I find that our sales are dropping off, and I decide to go and look over the situation leading up to or causing this condition. I arrive on the ground, and after looking about I conceive the idea that by taking some of my competitors' territory from them I can get almost any amount of business, but in order to do this I must offer some inducement, and we all know what that means. You may clothe it as you will, and paint it with the most artistic touches of the adept at such work, and yet when you have exhausted every effort to try to conceal its disagreeable features it stands out there in its true nature and in all its ugliness; it is price cutting! But it must be remembered that I am greedy, and to me it does not look so ugly as it does to those with less ambition, and then by a little mental calculation I figure out that I can make good any loss that I may sustain from reduced prices by running my mill, or mills double shift, and I will just go into this territory and will quote prices that will secure enough business to enable me to do this and I will make up the loss by the reduction of my fixed charges, consequent upon the results of this double operation and perhaps make a dollar or two per thousand feet to the good, for after all you know a dollar per thousand is not much to make, and can easily be gained in this way, and in the rapid turnover, and as to the other fellows whose territory I have invaded, well it does not matter much about them, they never were any good anyway, and so I take a night raid into their territory. If past history reveals anything, this is where the actual fighting begins, and pretty soon I find that these "no good" fellows can play at the game of cutting prices as well as I can, and as the slaughter goes on I begin to wonder if I am really going to get as much of that coveted trade as I had expected, for do I not find those same men whom I had expected to find busy making out orders for me now sitting back laughing and enjoying to the fullest the merry fight between myself and my competitors, their faces seeming to be all aglow with the knowledge that there are better things in store for them than what I had at first offered them, and now it dawns upon me that perhaps they encouraged me with this very object in view. Well this thing goes on until we have trimmed a couple of dollars or more from our profits, and still it is not settled, nor is there any more business than there was before.

### Persistency Wrongly Applied

I am going to start my mills night and day now, and I have wired instructions to that effect, because when I undertake to do a thing I am persistent, and I will just show those fellows that I will give them a good run for their money anyway, for what I lose in selling, I will make up by keeping my machinery in motion nights while their's is standing idle, and you'll see a bunch of fellows who will be sorry that they ever started in to run me. I now return home to see how they are progressing at the mills. "What! Cannot get men? Why how many do you lack? (It may be two hundred, and it may be five hundred, or even more). Well I had not thought of that difficulty, but as I said before, I am persistent. You just pass the news around and you'll get the men. Just let the men working for those fellows who are trying to run us out of the market know that we want men, and offer them some little inducement and you'll get them." Now this brings the battle right home, and in the face of such a conflict, if we cast aside during the struggle all rules of business propriety who can blame us? Pretty soon we find that we have forced our operating expenses for labor up far in excess of what we have forced our fixed charges down, and the only consolation we have is that we have forced our competitor's operating expenses up correspondingly, while his fixed charges have remained the same.

This kind of thing goes on until at last we find that if we are to continue to operate our mills we must look about for other markets, and it is then that we understand the full extent of our folly, for we now discover that we are operating under too great an expense to enable us to reach those other markets in competition with United States mills, and the increased cost of labor is considered by many as one of the greatest, if not the greatest of the composite parts in the formation of that alleged barrier. This obstruction however is being rapidly broken down, and in fact can already be said to be low enough to be surmountable, and now all eyes are turned in the direction of those markets from which we had almost wholly retired, owing perhaps, more to our unprecedented growth at home in the past few years, which has brought about the state of affairs herein described. Getting our feet upon solid ground once more however, and starting off from a new level, gives us renewed confidence, for it is confidently hoped that from this level we will be able to reach those markets to which we have heretofore seemed to have little or no access.

### Curtailment The Real Remedy

Now the proper thing to have done when we found the market weakening, and our costs of production so high that we could not reach those other markets would have been to curtail, and if necessary, take some concerted action for closing down for a period to let the market recover from its acute attack of sluggishness, caused from over-feeding, because we may make all the apologies we like, yet he would be a bold man who would came out and make the statement that we are not suffering more from an over-production in times gone by than from any other cause. I know that there are other causes which contribute to our present difficulty, but I am speaking of the chief cause, and one of the reasons why British Columbia is doomed to suffer from this malady is that God in His wisdom did not see fit to make it impossible for us to operate twelve months in the year as was done in the east. Perhaps the day will come when we will be able to get some kind of regulations here, in lieu of climatic conditions making it compulsory, whereby we can control the situation better, but at the present time it would appear that the seed has yet to be planted and the tree grown that will cast the shadow of that coming event.

## Practical Work for the Retailer

**By Julius Seidel**

My introduction to lumber was on February 1st, 1882, in the St. Louis yards of the Eau Claire Lumber Company, a Wisconsin corporation. The methods of that time, then considered practical in the successful conduct of a lumber yard, are in the main, obsolete in this day and time. In order to show the difference between business methods and business requirements of then and now, and, as a consequence, have the contrast appear strongest to you, I have drifted back to the eighties for comparison.

At that time the buyer went to the business house to trade, whereas now, thanks to our modern training, he has the business man come to him. Quite naturally the proprietor in those years came into personal contact with his customers. The customer to-day does not take his time, as a general proposition, to look up the yards when he needs supplies, but gets into touch with the several competing concerns of his city, and they are more than pleased to bring their store of samples and prices to him. Of course, as to overhead expense, business could then be done cheaper than now. There's quite a difference in your cost of operation if your customer calls with the real cash and is willing to be a beast of burden, as compared with having the cost of a solicitor, wagon delivery, collectors and incidentals added to your percentage of doing business. When your customer calls on you, your terms and conditions can be fixed and rigid, but if you solicit him they need to be flexible. There is a wide latitude between a man wanting your goods and your wanting his trade. Some sales managers will not agree with me—surely not the office trained manager who is in over his ears in system—but the manager who has been over the road and been brushing up against human nature, thus gaining practical experience, will agree with me in my conclusions.

This brings me up to one of the greatest practical issues: The motor truck delivery system in the country towns, the great thought of lumber merchants being leaders in serving their trade by a modern delivery system. Many of our lumbermen believe that the public wants cheap lumber—and the cheapest of service. This, too, when efficiency is the goal of every competing line. I contend that the larger percentage of buyers want good goods and good service, can afford to and wish to pay for both. The public in normal times does not talk of "high cost," because everybody is making money. It is only in the panicky days that it seeks bargains of us, the auctioneers of lumber. This because we have educated the public to the thought that lumber prices are unstable and fictitious in value. Thus do we proceed to pay back our hard earned profits on the installment plan when times are what is termed "hard." A great many dealers are foolish enough to think they encourage building when they cut the price, when the direct opposite is the result of our insane merchandising methods. The man who bought gets sore because he did not wait a "leetle" longer. You do not find labor cutting its price for you, do you?

### The Public's Idea of Service

In this evolution of service we cannot help but think of the delivery system as the issue that should have gotten, but did not get, the lumber yard's support at the time when the call was made for it. The old system of delivery had to be revolutionized. Why? Simply because there was absolutely no sense in any man owning a horse and wagon for which he had just one day's work per week. So business decided to deliver its goods, for even when the cost was added it spelled economy to the public. The inclination of the lumber yard has generally been to refuse to haul at all—or to do it under protest, like giving away a prize package. This idea prevailed to such an extent that the Parcels Post propaganda of the Government produced a nightmare. This, too when the clamor of the people for a Parcels Post became more and more aggressive and pronounced. We shivered to think of its coming—it would crush us as an avalanche covers the small village. We heeded not the public demand to deliver the goods to their doorsteps for a compensation. Now let me give you one practical thought on this subject.

Here were Government and state spending millions of dollars on "good roads," paving the way to get ready for Parcels Post delivery, and we asleep at the post. For whom are the good roads and what are they for? Why, for the benefit of all the people and the people

are the government. Parcels Post was for buyer and merchant—to bring them in closer contact. The lumber yard of the country believed, however, that our good Government was installing the Parcels Post for the purpose of downing the small merchant. No, the fact was, he was downing himself by being asleep or indifferent to the changing conditions of the times. The Government was simply going into the hauling business. Contrary to general competitive business principles, it threw its cards on the table and told you the scheme in advance.

Then it was that the country yard and all the merchants of the town should have incorporated a "Hauling or Service Company." It could have been started with little money by buying a motor truck of 1½ to 2½ tons. The farmer would have raved about it. Instead of talking about Parcels Post, they would have talked about you, and that, by the way, would have been great advertising. The lumber yards would have been leaders in the delivery service by uniting with other merchants to haul out lumber and supplies: Groceries, dry goods, hardware, implements, etc., and by bringing the farmers merchandise back.

This service company could haul by auto trucks cheaper than the farmer or the Government could do it, on account of the back tripping of farm products to your home town on the return and shipping them to the cities either in car loads or less, just as might be found practicable. Waiting, however, you let your competitor the Parcels Post get there first; yes, and you are letting the buyers scour your section of the country, your very own domain, as it were, for the farm products—be the latter butter and eggs, poultry, hay and grain, horses and mules—let them ship them past your door, instead of holding them for the old home town.

The Government is systematic and thorough, hence not cheap, and on this plan you could easily compete with its prices for service. The Government never did things by halves, and good service demands a good price. Inasmuch as the Government is being paid for its Parcels Post service, a drayage or service company as I have outlined, charging the Parcels Post rates for delivery, would prove a money maker from the outset.

If the Government, with its high-priced overhead, can make good money in the Parcels Post business, why can't you on short hauls? If you go in business you assume a responsibility not only to yourself, but to your community. You must rise to defend it and either be equal to emergencies or surrender to a better general.

### Brains to the Front

There are some who may think that this plan would encroach upon somebody's zone. I am for a live and let live policy, but nature does not limit the zone of a progressive mind. We cannot continue to be influenced by the "stand-patters," but must break away from traditional lines and push our business, even though some may step aside in the onward progress.

The "stand-patter" finds consolation in what is still left him, but "stand pat" means nothing less than retrogression in business. For some the lumber business may have no especial fascination and my remarks would touch them as does the rain drop that strikes the pane of glass and flows away, but leaves no impression. Those, however, who are in the lumber business and helping to perpetuate it, building for keeps; with a desire that their sons shall continue their work, must heed the failure attending their practical shortcoming.

### Moulding Public Opinion

We are using such slogans as. "Use lumber—more beautiful—costs less." "Use wood, where wood is best." But pray tell me, what are you collectively or individually doing to educate youth, or the public, in the use of wood? Have you ever conceived that the impressions made on the mind of the child from its eighth to its fourteenth year are very lasting, you might say indelible? What are you doing to impress youth with the beauty of woods and inspire a love of them, and what time have you devoted in teaching him the correct use of species?

At Christmas time last year, or any other year, did you buy your boy a wood block building set, or a steel "Mechano" or "American Model Builder" set, the one impressing him with the idea of construction with wood, the other one with steel? Did you buy him a set of wood working tools, or did you buy him sand forms and putty novelties? When you bought a checker board was it of wood, or was it of paper board?

Don't you know that the purchase of a good scroll saw is the best educator for a boy to use, plan and construct in wood? It teaches him the characteristics of the wood he cuts, whether it is long or short fibred, dense grain or spongy. He will learn the species, where the tree grows and the nature of it. He will acquire a little manual training and learn the art of sawing and gluing, nailing and varnishing. The inspiration he gets will lead him on to ask questions. Those questions will be of trees and woods. Why, you could afford to give away a few scroll saws yearly to the best boys at school. What training are you giving him in drawing, either freehand or architectural? Are you giving him the chance to learn building construction?

Did you ever conceive the idea of getting the boys of the graduating class to your yard, extending them the courtesy of showing them around and giving them a pleasant and instructive afternoon?

Now for the household. Do you buy wooden or galvanized buckets? Do you use a wooden coat hanger or one of wire? A wooden bench or one of wire, or cast iron? A wood body baby buggy with artillery wheels or one of steel frame and wire wheels? A wood match or one of wax or paraffine?

### Practicing What You Preach

And now for yourself: Do you use advertising signs of wood or of paper, tin or cloth? Is your office railing one of wire or of wood? Do you spend a little money for artistic office furniture, so as to inspire others to use it, or did you build it yourself with Bill, the teamster boss, using twenty penny spikes? Is your filing case of metal or of oak, the paper waste basket of wood or wire, the rulers of steel, or rubber, or wood? I very much fear that some of our good friends are like the minister who preaches the Ten Commandments and then does a little flirting with the wife when the husband is away on a trip. Then again, do you patronize the man who is for wood products? Gentlemen, we must be not only practical, but also consistent in our merchandising. The beauty of the situation is this: If we are really lumbermen, who are "for lumber," we can be enthusiastic as well as sincere in our promotion of wood.

When we consider the fact that the United States census of 1910 showed 784,989 persons engaged in lumber and lumber manufacturing industries, there ought to be little anxiety about the perpetuity of such industries, but, alas, we are reft apart in our departments, and the lumber industry as a whole lacks leadership in consequence thereof. You can be as ardent in defending your local, state, or manufacturing association as you wish, but the condition appertaining to promotion of the lumber industry in all its manifold ramifications is the real and paramount issue. You can be strong in defense of your town or your city, and equally loyal to your state, but you owe allegiance to your country above all. So, I say, set aside the material question and be self-sacrificing and lend your influence to accomplish the greater things that tend to help in perpetuating your industry.

The per capita consumption of lumber in the United States averages 260 feet. I have always considered it a God-send that the country has been endowed with this great asset. Foreign countries would use more lumber if they had it available at the low cost at which we sell it to the people in the states. Germany, France, Switzerland, England, Belgium, Holland and Italy use each year the total annual growth, not to speak of their imports. When countries import lumber it shows that they prize it far more highly at a greater value, than we do at a low value. Should our per capita use decrease? Certainly not, if we do the educational work that we should.

### Developing the Demand for New Woods

New species are coming into the market and why should the public not have the benefit of God's choicest wood products, no matter in which state they grow? Where California gives us her choicest fruits and grapes, other states reciprocate by exchanging with her, and us, those products of farm, forest, or mine with which they are blessed and of which they have an abundance. The same spirit exists when each state offers the public its choicest products of lumber. The education necessary to successfully conduct the lumber business in the future will have to be so broadened as to include a greater knowledge of species and their adaptability than is now current. Furthermore, a course in architecture and building construction will be a necessity in the large towns and cities.

It's up to the lumbermen to tell the trade what to use, where and how to use our material. Do not expect a builder to have a greater knowledge of your goods than you possess, and do not expect him to be a promoter of lumber or advocate its use to the owner.

We have entirely drifted away from the architect and engineer, owing to the sub-contracting system, and must now arrange a way to get our product before the owner, his architect or builder. For cities I suggest employing a building engineer by joint co-operation of yards. We must also get directly in touch with the public and present our goods in a manner that appeals to their understanding.

Thus we are brought right up to the latest issue in our business, the "ready made house." Oppose! Why? The writing has been on the wall for ten years and you could not see it. It took men outside of the lumber business to figure out its success. Year after year the price of carpenter labor has been advancing, thus making the cost of lumber higher when in position. Because of our shortcomings substitutes have had a chance to compete against what was and can yet be the cheapest of building material.

The cut stone business is an example of what hand labor, added to even a low-basis price, will do to put you out of business. Too late

it began the use of saws, planers and pneumatic tools, thus helping the terra cotta works to gain a foothold for keeps.

To say that a joist costs only $20 per thousand does not signify a low cost by any means—not any more than does the price of timber at the mill convey its ultimate cost in a yard taking a 24-cent rate. You can trim a 2x10—12 to exact length for 4 cents a piece and you can size it for 2 cents a piece. Instead of advertising this fact, you go the way of least resistance by selling the lumber in the crude. It is trimmed by high priced hand labor and the cost brought up to the danger line.

The objection of the builder to short lengths in lumber is not due to the fact that it cannot be used successfully, but mainly because of the high cost of trimming for position by high priced hand labor. It adds very materially to the cost, when you trim the ends of 1,000 feet of 10-foot flooring with three hundred cuts, or 1,000 feet of 16-foot with only one hundred and eighty-eight cuts.

The records show positively that 80 per cent. of yellow pine, 80 per cent. of fir and 90 per cent. of hemlock enters into building construction. The lumber yard and the manufacturers of these woods must consider this problem jointly.

The mills' attitude of forcing odd lengths on the yards, without consent, was an arbitrary act and not to their credit. The mills should work with their family and not disrupt it. Framing material will eventually have to come to the building trimmed to length and I fail to understand why this fact is not more generally realized. The piece stuff of the future will be furnished to the building ready for position. This thing of cutting and cutting with a hand saw at the building site until it fits is too costly. The dilatory lumberman, by not proposing this method long ago, created a new competitor and opened the way to the seller of "Ready Made Houses." Of course, you feel bady about it, but that fact does not change the matter at all. Again, I say to the progressive: Do not wait for the "stand patter," but blaze the path for the newer method of merchandising.

### Pushing the Sale of the Ready-Made House

Come out boldly and offer the home town the latest thing and last word in lumberdom: "The Ready-Made House"—on short notice. Handing him a plan book is only the introduction to the next move—the practical work. The cost of machinery, consisting of a universal machine, ripping table, small band saw and jointer, will be the biggest money maker you ever had in your business. The saw mill will find an outlet for its shorts. Low grades will have a value, because you do the trimming-out by machinery and furnish neat lengths. The demand for desirable lengths like all 16-foot will cease.

Lumber trimmed to the next odd length will stop the complaints on "waste in cutting." Dead stocks will be a past issue with the retail dealer, as he will cut up and trim out such stock and turn it into money. I am sure you can see the wisdom of being progressive. The saw mills may not be able to handle this proposition. It is the retailers' problem and it is my opinion that a retail yard can, by "going to it" in this matter, make a substantial profit and justify the investment. Let me expand upon the thought that any retailer has a duty to perform in the promotion of that business, and that it is your duty to learn the practical needs of the lumber business. I am free to say that if the manufacturer of lumber should shoulder all the cares of the business from stump to finish, namely develop, promote and defend it in order to sell his output, he would need no retailer, but would do that work of retailing himself. We, as retailers, are the ones to encourage that belief.

Our industry as a whole lacks leadership and its about time that petty jealousies between individuals and associations are relegated to the rear chairs. It is lack of leadership that has given the substitutes the start. While we scramble amongst ourselves to make sales, they are busy moulding public opinion to believe their product is it.

I am certain that associations in the future will have to do more constructive work than they have in the past, and the incentive to help must come from the persons so associated. The annual meetings of many of the bodies are arranged for pastimes and pleasure and are made a Chamber of Commerce for buying. While this is praiseworthy and may be pleasing to some, it should have its limitations. These annuals should be more matters of an executive character, namely, a caucus of practical men of the line to decide upon practical things to do. While we may not number oratory amongst our accomplishments, we do know how to talk business in plain old democratic fashion.

Gentlemen, I have prefaced my remarks with the title "Practical Work—The Lost Chord in the Lumber Business." Genius is inspired, invention is the gift of the dreamer, but its the practical men who run the current of affairs through the transformer and bring them to the people. Too many confuse the idea of movement with that of advancement. A hobby-horse has movement, but never progresses from the spot. In conclusion, I would say that we can solve our problems. We do not lack in ability. Religions have their brotherhood. Why not the woodmen of the world? May the day be not far distant when the practical men who do things receive the recognition due them for trying to solve the daily problems of our life's work.

# Combating the Dry Rot in Timbers

## Branding and Better Grading Proposed as Only Practical Method of Protecting Consumer Against Loss

Although it is probable that, on account of the duty recently placed upon lumber entering Canada, the volume of imports of yellow pine will be considerably lessened, Canadians are, and will continue to be, interested in everything regarding the important problem of preventing dry rot in this species of timber. Recently several exceptionally interesting articles have appeared in the Canada Lumberman upon this subject, written by Mr. Fred J. Hoxie, Insurance Engineer who has made investigations for the inspection department of The Associated Factory Mutual Fire Insurance Companies. We are indebted to the American Lumberman for a more recent discussion of the subject by Mr. Hoxie who is about to issue a report upon yellow pine grading and dry rot in structural timber, for the Associated Factory Mutual Companies.

Mr. Hoxie's study has covered thoroughly all phases of the subject, from the standing timber in the pine forests of the South to the occupied buildings insured and inspected by the companies he represents. He has travelled thousands of miles in the course of his investigations, visiting logging camps, sawmills, lumber yards and factory plants of all types of construction, both in the United States and in Canada, including a number where conditions favoring the growth of dry rot fungi have caused great damage. He has conferred with scores of prominent architects, construction engineers and scientists. His data have been verified in many instances by experts at the Forest Products Laboratory and in the Forest Service, with whom he has consulted.

### Purpose of the Investigation

First of all, he wanted it distinctly understood that no sentimental or other interest in the lumber business had had any part in his work or his report. The sole concern, he explained, that the Factory Mutual Insurance Companies have with yellow pine grading and the problem of combating dry rot is to make certain that their insured risks secure the very best possible construction in their plants, thus reducing the fire liability to the lowest possible minimum. Said he:

The mutual companies have for many years favored the slow-burning type of mill construction, and we still heartily believe in it if the lumbermen will give us the right sort of lumber. When the lumber that is put into the factory is right the economy and efficiency of this type of construction are not to be excelled for many purposes. But within the last few years we have not been getting the right sort of lumber. There has been a remarkable increase in the prevalence of dry rot. That it is the quality of the lumber which is at fault can not be doubted. Serious loss has resulted from dry rot in buildings put up within three or four years, while in the same vicinity there are other factories used for similar purposes and constructed of the prime grades of long-leaf pine such as were sold a dozen or more years ago which are still in perfectly sound condition.

This is a grave problem for us and for our factory owners. And I assure you that it is going to be a graver problem for the lumber trade of this country. When a man buys and pays for what is sold him by a lumber merchant as the best grade of long-leaf southern pine, and puts it into his factory only to have it to go to pieces on his hands in two or three years you can be pretty sure he won't take any chances of getting stung again. He will insist on concrete construction the next time no matter what the architects tell him.

It is a well-known fact that wood infected with dry rot ignites more easily than sound wood. It has been proved by experience that mill timbers with rotten ends fall quickly under fire, while when the timbers are all sound a building of the slow-burning type of construction will stand up better under fire than a steel frame building and give the fire extinguishing apparatus a chance to get into action and prevent any serious damage. That is one important reason why the mutual insurance companies are deeply interested in this serious problem of the proper grading of lumber and of getting rid of dry rot.

### What the Lumbermen Should Do

The officers and engineers of our companies believe it is quite practical and possible largely to eliminate the threatening danger of dry rot in mill timbers and in this way save many thousands of dollars for our members. It can easily be done with the co-operation of the lumbermen themselves. First of all they should completely revolutionize their unscientific method of grading yellow pine. The real long-leaf heartwood, whose resistance to decay naturally is great, should be sold at a premium and the factory owners would gladly pay the bonus if they knew they would get what they were paying for. All the rest of the lower grades should receive some preservative treatment right at the mill where the lumber is manufacturd before it has had a chance to become infected.

My investigations and experience have thoroughly convinced me that the first lumber manufacturer who will thus revolutionize his methods will make a fortune. There would be big money in it even

right here in the North for a lumber merchant. Let him adopt a trade mark and grade his lumber right in the yard, selling only the very finest heartwood long-leaf untreated, treat all the rest, putting his trade mark on everything that leaves his yard and guaranteeing each stick of wood to give satisfaction. Even with the limited knowledge we now have of the causes and best methods of preventing dry rot, such a merchant would be safe in guaranteeing his lumber for ten years. And a lumberman who will guarantee his lumber for ten years can make a fortune selling only a small fraction of the factory owners insured with the mutual companies.

The ideal practice would be for the manufacturer and the lumber yard to work together. As quickly as the log is sawn the lumber should be dipped in a 1 per cent solution of corrosive sublimate. During my investigations in the South I found that some logs at the mill had become infected with dry rot fungi even before they had been manufactured. It commonly happened that manufactured lumber awaiting shipment showed the characteristic lace-like growths of fungi. The infected lumber infects more timbers and so the infection spreads until the lumber arrives at the wharf in the North, where it is piled and usually exposed to the dampness in which the fungi thrive. Then when the wholesaler sells the lumber he runs it through a planing mill, which is provided for that very purpose at the wharf, takes off the weather-stained exterior surface and sells it in a freshened condition that would deceive anyone but an expert. It is possible, however, to detect this infected lumber. When it dries out you will find little brown spots that betray the presence of dry rot fungi. This is not infallible, though, for the fungus sometimes has penetrated to the inside of the timber where it may lie dormant for long periods until conditions are again favorable for its growth.

The best practice then is for the manufacturer and the lumber yard to work together, the manufacturer sterilizing the lumber at the mill before shipment and a more thorough treatment being given in the yard before the lumber is sold. When the timber is cut to fit its position in the factory the cut surface should receive a preservative treatment. This can be done with a brush dipped in the corrosive sublimate solution if it be not practical to dip the timber itself in a tank at the scene of construction. Recently, at some of our factories, the corrosive sublimate method of preservation has been used at the job. The expense is only about $3 a thousand board feet and sometimes it is less. This includes the cost of the tank on a fairly large sized construction job. The tank may be either of concrete or of wood. A metal such as iron should not be used, because it is affected by the solution. Where the tank is for permanent use, such as in a lumber yard which intends to adopt the method I have suggested, I should recommend concrete, but for a single job on the scene of construction a wooden tank is quite satisfactory and inexpensive.

Of course, if your lumber is deeply infected with living rot fungus when you decide to treat it there may be difficulty in thoroughly protecting it from decay, because the solution may not penetrate to all the spots inside the wood where infection exists. But with proper grading and handling at the mill there won't be even that danger. One fertile source of infection even of fairly good grade lumber I found in the retailers' and wholesalers' yards where it is piled on wooden sticks laid directly on the ground, or where infected pieces are used over and over again in building up the piles. I believe that the best method woud be to provide concrete or masonry supports upon which to pile the lumber awaiting sale or delivery. Lumbermen should overcome their prejudice against concrete for the purposes for which it it best suited. I found a few yards which have now adopted this method of piling lumber on concrete supports. Lumber, even small pieces, which shows any signs of infection with dry rot should not be allowed to come in contact with sound lumber under any consideration. That is as dangerous for the sound lumber as it would b for your children to allow them to play in a contagious hospital.

If the cement people had $100,000 they wanted to spend for advertising they couldn't spend it to better purpose or more profitably than by paying it to the lumbermen of this country to go ahead conducting the lumber business just as they are now.

### Reason for Investigation at This Time

This last striking statement Mr. Hoxie reiterated as an absolutely practical business proposition. He said that unless the methods of handling and selling lumber are completely revolutionized he believes that before long there will be no market for it whatever in factory construction.

Mr. Hoxie was asked why, with such a pessimistic outlook for the lumber business, the factory mutual companies should go to such great trouble and expense in the present investigation. He answered.

Because we heartily believe in lumber and that the intelligence and business sagacity of the lumbermen will convince them that their methods now in use are wrong, I am confident that the lumbermen will eventually see that they are hurting their own business by using grading rules which permit short-leaf and loblolly pine to be sold as "commercial long-leaf." As things are to-day they are getting for their best lumber the price for the poorest. It has been the custom to pick out the best stuff for export to other countries, in some instances, especially to Germany, as the German buyers at the mills won't have anything but the best and they are willing to pay for it. But even here the lumbermen are hurting themselves by ringing in poor stuff, as I am informed that American lumber which has gone to some foreign countries in late years has been the subject of complaint. When a domestic buyer orders long-leaf the mill ships him everything from loblolly and North Carolina pine and short-leaf to real long-leaf, all that will get by the obsolete grading rules. Now if they picked out the real prime long-leaf they could get just as much for the rest as they do to-day. And there are a lot of users of lumber who would be glad to pay a premium for the best of the long-leaf.

I am satisfied after my investigations in the South and visits to the mills and the timberlands where they are cutting that there is plenty of good long-leaf left. The trouble is that we can not get it unless we will take a lot of comparatively worthless stuff with it. The right place to grade the lumber is where it is cut, not where it is frequently necessary to employ cumbersome tests to be positive what you are getting. It is easy to tell long-leaf when it is growing, from loblolly or short-leaf, but the manufactured lumber often looks very much alike. You can be sure enough, though, of the difference after you have put the stuff in your factory and the short-leaf and the loblolly have begun to go to pieces. Why not brand the true long-leaf as soon as it is cut? There will be no trouble then. And it will be money in the lumberman's pocket in the end.

There was a recent instance where a paper manufacturing plant required new room planks. We advised the paper manufacturer to write a yellow pine manufacturer who was cutting in a district where there was plenty of good long-leaf. He did. He distinctly explained he wanted good long-leaf with plenty of rosin in it, because anything else will go to pieces quickly from dry rot in the excessive humidity of a paper mill. He paid the price he was quoted without question. And he got lumber whose density varied from 47 pounds per cubic foot to 26 pounds per cubic foot, and with resinous content varying from 1.2 per cent. to 7.9 per cent! And yet that is about the average, I understand, of the all-heart grade of "long-leaf" that will get by under your present grading rules. Even lumbermen themselves will admit, I am sure, there are not many purposes for which lumber of such a wide range of density is equally well suited. If this lot had been sorted out properly all of it would have been worth more.

### A Better Grading System Required

What is required is a system of grading which is based on the actual physical and resistent qualities of the wood and not on the number of rings per inch or similar distinction. We don't know as yet all the reasons why some woods will resist dry rot better than others; we do know that resinous woods are more resistent than woods that are less resinous.

There are different species of dry rot fungus and all of them require moisture in some degree to develop. The rosin in the wood waterproofs it to some extent, thus keeping out the fungus, and it is very possible that there are other elements that exist in highly resinous woods which increase its resistent power. Experiment has shown that at least 3 per cent of rosin in the wood is necessary to prevent fungus from growing, but probably 4 per cent. would be the safer margin to insure the wood's resistent quality. That is why heartwood is to be preferred to sapwood. Long-leaf pine shows a wide variation in the resinous content, from the bark to the heart of the tree. This fact is recognized in the present system of grading which makes the proportion of heartwood the guarantee of durability. But there may be heartwood from some trees with less resinous content than lumber from another tree that would be excluded by the present grading rules as having too little heartwood. What we want is a system of grading rules based on the proportion of rosin in the wood to fix its durability, and on the density of the wood to fix its strength. All wood would weigh about the same and be equally strong if it were equally done If the lumber were "all wood"—that is, if there were no air cells—it would weigh about 100 pounds per cubic foot. The best long-leaf pine weighs around 40 pounds, and so it is stronger than short-leaf, which weighs around 30 pounds to the cubic foot.

### A Suggetsed Grading System

An excellent system of grading would be something like this:

Density.—No part of the material shall have a density of less than 30 pounds per cubic foot when tested by boring 1-inch holes in the ends of the stick, drying and weighing the borings and computing the density from the volume of the hole.

Durability.—Heartwood shall show in all four faces of every stick and sapwood shall not extend more than 2 inches from the corner at any place measured perpendicularly to the corner along the face.

None of the heartwood shall show less than 4 per cent. of rosin when borings are taken with a 1-inch bit, dried and extracted with benzole, the extracted rosin evaporated until it is not soft or sticky when touched with the finger at 70 degrees Fahrenheit.

Specifications such as these would require selected long-leaf pine

from the butts of trees, and the lumber passed would command a much higher price and it would be well worth a higher price than the "commercial long-leaf" sold to-day.

Testing for resinous content is quite a simple process. Any lumberman could do it. You merely require a little benzole, a wide-necked bottle to contain it and a bit to bore the lumber, and finally scales for weighing. After testing a few of the different appearing kinds of yellow pine a man accustomed to handling lumber ought to be able to judge very closely by the apearance the percentage of resinous content of any given specimen. The greasy appearance of the end of the grain of lumber containing a large percentage of rosin is characteristic.

I recently tried an experiment which demonstrated quite convincingly that resinous wood is more resistant to fungus than non-resinous wood. I dissolved the rosin out of a piece of long-leaf pine heartwood and then infected the specimen with merulius eachrymans, the more common form of dry rot fungus. A piece of the same stick of long-leaf from which the rosin had not been extracted was also infected and both specimens were allowed to remain together for a year. At the end of that period I found that the weight of the specimen from which the rosin had been extracted had been reduced four times as much as the original wood, thus clearly proving that the rosin had a very powerful preservative action.

I found another instance proving the resistent quality of resinous wood in the case of a factory from which a number of rotted timbers had been removed. Actual tests showed that the parts of the beams which had resisted the fungus contained much more rosin than those parts which had been invaded by dry rot.

The lumbermen talk of a more efficient utilization of our forests. They have just held a great conference at Chicago to form a federation to promote the larger use of forest products. All this is very commendable, but the utilization of the forests should be permanent if it is to be of real value economically. Utilization should not consist of passing the loss on from the manufacturer of lumber to the man who puts it in a building.

**Founding of Laboratory by Forest Products Federation Suggested**

The idea was suggested of the new Forest Products Federation founding a laboratory to fix standard methods of handling lumber and to find the purposes for which the various woods are best suited. Replied Mr. Hoxie:

A most excellent idea! It is quite probable that the lumbermen would be more disposed to support and listen to such an institution founded by themselves. Of course, the very best experts in the various lines such a laboratory would follow in its investigations should be secured to make their findings authoritative. Another interesting and important feature of such an institution would be that, alhough they would be working from a different viewpoint, the lumbermen's scientists would check up their investigations with the experts working in the Government's Forest Products Laboratory at Madison, and this friendly rivalry would undoubtedly stimulate the knowledge of lumber, its preservation and its most efficient utilization.

But we already have the Federal laboratory at Madison and the lumbermen should support more heartily the important work being done there. With their limited equipment the Government experts have already added considerable to our general knowledge of dry rot and of wood preservation. For the coming year they have outlined some very important lines of investigation which, if carried through successfully, would be of great benefit to the lumber trade.

**Where Wood Could Hold Its Own**

It had been so pleasant to hear an insurance man speak favorably of wooden construction that the interviewer took a chance and asked this question:

If you could get the so-called fireproof construction of steel, concrete, brick, etc, at the same cost, or even less, than you can get wood to-day, would you not drop wood at once and recommend the concrete, etc?

Mr. Hoxie's answer was prompt and emphatic. He said:

No, I should not use concrete entirely, even at a less price than wood. There are some purposes for which wood is more suitable than anything else we have available to-day. Take the roof of a paper or cotton mill, for example. Where the necessarily high humidity of the atmosphere in the mill promotes quick destruction from dry rot of the sort of lumber we are getting to-day, it might be best, if the question of cost be eliminated, to build the mill of concrete, but even then, to get the best sort of building, you should have a wooden roof. Moisture will collect on any other kind of roof in cold weather and drip on the product being manufactured beneath, causing serious injury. Wood is a poor conductor of heat and hence makes the best kind of roof for such a plant. It is not even necessary to buy high grade lumber for the roof if you use a suitable preservative treatment. The cheapest stuff, with knots, shakes, etc., is quite satisfactory if you sterilize it. A good thick roof of 4 inches or so of plank is just about the best mill roof there is. Of course, the exterior should be properly waterproofed.

Care should be exercised in choosing a proper preservative method. The use of some of the oily substances employed in preserving wood might seriously increase the fire hazard. The fire might spread across the roofs faster than the sprinkler heads could open and cause considerable damage, even though the oil had a high flash point, because a thin film on wood, which is such a poor conductor of heat, would heat quickly. A corrosive sublimate solution would be the best preservative. True, the corrosive sublimate is poisonous, but there could be no objection to a weak solution of 1 per cent. in which the roof planks should be soaked before they are laid. In several instances good results have been obtained by using this preservative on an old roof which has already become infected with dry rot fungus. For this purpose about one pound of corrosive sublimate should be dissolved in 12 gallons of wood alcohol. It can be applied to the surface with whitewash brushes and injected into holes bored in the larger beams.

Mr. Hoxie gave some very interesting information about the curious living organisms which cause dry rot in wood. Originally, it was supposed that wood rotted just as iron rusts, and that the strange lace-like plants growing on rotted parts of a wooden beam were attracted by the decayed wood. Now scientists have positively established that it is these delicate appearing plants or fungi which cause the rotting process. Mr. Hoxie believes there is also some strange chemical action caused in the wood besides the life progress of the fungus through the cells of the wood. If fungus is cultivated on a block of sound wood and then removed, for a time the piece of sound wood appears as bright and sound as ever, but after being exposed for a time to a dry atmosphere the wood begins to shrink and the characteristic brown, cracked, powdery appearance known as rotted wood develops. According to Mr. Hoxie's theory, the fungus ceases to make any vital progress as soon as the drying begins, but certain organic enzymes are now present in the wood cells and oxidation in the air is rapid.

**Cause of Destruction of Mill Timbers**

Destruction of mill timbers is caused by two different kinds of fungus. One thrives in moist air and the other prefers a climatic relatively dryer. Two of the most frequent species of the so-called dry rot group are Merulius lachrymans and the coniophoria. Mr. Hoxie has found specimens so widely distributed it would appear that there is no climate which is immune. The other, or damp rot, group is the Polypidous family, including the Trametes serialis and the Fomes roseus. Damp rot requires plenty of moisture and thrives best in a place such as an unventilated basement. Mr. Hoxie has found that heating a mill to about 115 degrees for a length of time occasionally, such as over Sunday, will often arrest the growth of fungus through the drying out of the moisture from the timbers on and in which the plants live. But this will not affect some kinds of fungus, such as those which thrive on the inside of roofs in mills where the temperature is normally high. Nothing will discourage these latter organisms from existing but complete dryness, which is not possible in some mill plants, or sterilizing the wood where they are growing with some chemical preservative, such as corrosive sublimate, sodium fluoride, etc.

In the course of his experiments Mr Hoxie demonstrated that wood has a certain photographic activity which varies with different woods. He was unsuccessful in proving that this strange property has anything to do with the susceptibility of the different woods to decay, but he believes the phenomena have some significance in that connection. He found that oak and Scotch fir were very active in their effect on a sensitive photographic plate, cedar, cherry, maple, birch, spruce and locust were moderately active, and ash, elm and horse cehstnut only slightly active. This activity is increased if the wood be exposed to sunlight before it is brought in contact with the photographic plate. Mr. Hoxie found that in the case of southern pine the activity of the heartwood is much more increased by exposure to light than is the sapwood. He exposed a specimen to the sunlight for two hours, then placed it in contact with a sensitive photographic plate for a week in total darkness.. At the end of that time the image of the heartwood grain bands had made a strong impression on the plate, while the sapwood was not nearly so clear. He found that exposure of the wood before photographing to a moderately increased temperature had the same effect as the sunlight, which would suggest it is the heat which effects the photographic property rather than the light. To a certain extent the woods which are photographically active in the highest degree are also proportionately resistent to fungus, thus suggesting there is some fungicidal power in the elements that cause the activity.

While in the South Mr. Hoxie prepared a list of mills operating in districts where there is plenty of real long-leaf pine, and some of the manufacturers agreed to brand the lumber if the purchasers desired it. A list of these progressive manufacturers is to be supplied to the members of the factory mutual companies, and they will be encouraged to buy their future supplies of structural lumber thus branded.

# WANTED & FOR SALE DEPARTMENT

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 15 cents per agate line (14 agate lines make one inch.) ($2.10 per inch) each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word net. Cash must accompany the order. Minimum charge 50 cents.

Advertisement must be received not later than the 10th and 26th of each month to insure insertion in the subsequent issue.

## Wanted–Lumber

### Basswood Wanted

No. 2 Common and Mill Cull. Winter cut preferred. Apply Firstbrook Brothers, Ltd., Toronto, Ont. 7-tf

### Wanted to Buy

Birch, Oak, Maple, Ash and Elm. Apply by letter, stating prices, thicknesses, lengths, average widths, quality, also name point of shipment, to Robert Cox & Company, Hope Building, Ottawa, Ont. 7-10

### Wanted

Cedar Posts, straight, sound, 16 ft. long by 5 in. at small end, and, 25 ft. to 30 ft. long by 5 in. at the small end. In Car Lots, F. O. B. Montreal. Need not be peeled. Address The Meyer-Thomas Co., Limited, 230 Coristine Building, Montreal. 7

### WANTED

For early spring shipment
10 cars 4 ft. white pine lath No. 3.
10 cars 4 ft. white pine lath No. 2.
2 cars 4 ft. white pine lath No. 1.
10 cars 4 ft. hemlock lath No. 2.
5 cars 4 ft. hemlock lath No. 1
AMERICAN LUMBER & MFG. CO.,
5-8 Pittsburg, Pa.

### Wanted To Buy

50,000 ft. 1-in. Cull Pine.
50,000 ft. 1-in. Cull Basswood
50,000 ft. 1-in. Cull Hardwood.
1,000,000 ft. 1-in. and 2-in. Hemlock.
200,000 pieces 1½-in. lath.

Apply Box 139, Canada Lumberman, Toronto. 4-7

## For Sale–Lumber

### For Sale

For shipment May 1st car lots Cheese box, Veneer. G. R. Jones, Eldorado, Ont. 6-9

### We Have a Full Stock

of Hardwood, Hemlock and White and Norway Pine Lumber, Norway and White Pine Piling, up to 60 ft. Keenan Bros., Limited, Owen Sound, Ont. 3t.f.

### For Sale—Timber

30,000 feet first grade maple squares for axles and bolsters; 12 ft. long, 4 in. x 5 in., 4½ in. x 5½ in., 5 in. x 6 in.; price $35.00 per M., f.o.b. Alvinston, M. C. R. R. Apply The R. Stirrett Co., Petrolea. 7

### FOR SALE
### Norway Pine—Mill Run

| | |
|---|---|
| 1 x 4/5 x 10/16 ft. | 1,000,000 ft. |
| 1 x 6 | 500,000 ft. |
| 1 x 8 | 85,000 ft. |
| 1 x 10 | 14,000 ft. |
| 2 x 4 | 165,000 ft. |
| 2 x 6 | 220,000 ft. |
| 2 x 8 | 320,000 ft. |
| 2 x 10 | 218,000 ft. |
| 2 x 12 | 65,000 ft. |
| Norway Pine Culls | |
| 1 x 4 and up x 10/16 ft. | 1,500,000 ft. |

DEVON LUMBER CO.,
5t.f. Ottawa, Ont.

### Lumber For Sale

200 Pieces 1 x 15 and up 22 ft. Cypress.
375 Pieces 1 x 15 and up 24 ft. Cypress.
Clear for boat building, in stock at Montreal.
GEO. C. GOODFELLOW,
c Montreal, Que.

## For Sale–Machinery

### Wanted

Second-hand Band Re-Saw. Send full particulars and quote best cash price to Savoie & Company, Manseau, Que. 7-8

### For Sale

One Whitney 50-in. scraping machine, complete with knife grinder. It has been in use about one year. Will sell on easy terms. Address

AMERICAN COMPOUND DOOR CO.,
4-7 21st and Morgan Streets, Chicago, Ill.

### Woodworking Machinery For Sale

1 No. 51 Crescent universal woodworker; 2 24-in. planers and matchers; 3 12-in. buzz planers; 1 12-in. four-side moulder; 1 No. 802 Canada Machinery Corporation shaper; 5 30-in. Ideal pedestal bandsaws; 2 No. 619 Canada Machinery Corporation saw tables; 1 36-in. double drum sander; 1 20-in. American wood scraper.

H. W. PETRIE, LTD., Toronto.

### Rebuilt Veneer Machines

We have the following rebuilt Coe veneer lathes and clippers ready for immediate shipment:

Lathe, 50-in. swing, 88-in. knife, 6-in. spindles.
Lathe, 50-in. swing, 64-in. knife, 5-in. spindles.
Lathe, 50-in. swing, 76-in. knife, 6-in. spindles.
100-in. power clipper.
64-in. foot power clipper.

These machines are decided bargains and carry the same guarantee as we give our new ones. Prices on application.

THE COE MANUFACTURING COMPANY,
23t.f. Painesville, Ohio.

## Wanted–Employment

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents

Position wanted as band saw filer, double or single cut. A1 references. Address Box 140, Canada Lumberman, Toronto. 4-7

Experienced Hardwood Lumber Inspector open for engagement. Best of references. Road or yard work. Box 175 Canada Lumberman, Toronto. 7

Lath Mill Man wants position to run a lath mill by the day or per thousand. Will go anywhere. Ten years' experience. References. Box 151, Canada Lumberman, Toronto. 5-7

WANTED situation as sawmill Foreman. 29 years' experience in high capacity Mills. Expert Mechanic, Band Mills a speciality. Thos. Sissons, 234 Liverpool Street, Montreal, P.Q. 5-7

Position wanted as saw mill foreman or millwright. Can give best of references. Age 44. Address Box 141, Canada Lumberman, Toronto. 4-7

Mill or General Superintendent wants position. Eastern and western experience. Splendid record. References. Box 131, Canada Lumberman, Toronto. 3-7

A1 Band Saw Filer wants position. Double or single cut. Will go anywhere with good season's cut. Best references. Box 138, Canada Lumberman, Toronto. 4-7

WANTED to get into communication with lumber firm who can offer position of responsibility. Good general knowledge, having filled positions from mill hand to paymaster. Preference for work at mill, hard worker, good references, age 31 years, married, sober. Box 168, Canada Lumberman, Toronto. F

Expert Band Saw Filer wants position. Fourteen years' experience on single and double cut saws. No proposition too large. Guarantee satisfaction in hard or soft woods. Strictly sober. A No. 1 reference. Address Saw Filer, P. O. Box 592, Memphis, Tenn., U.S.A. 6-10

Practical lumberman and mill constructing engineer, thoroughly experienced in the designing and constructing of mills and wharves for deep water transportation vessels with several years experience as manager of large lumbering operation from stump to market, now open for a position. Pulp wood operation a specialty. Best of references. Apply Box 176, Canada Lumberman, Toronto. 7

Position wanted by manager. Have learned the business by practical experience, east and Pacific Coast. Managed all branches: expert on manufacturing, also mill designing and building. Good organizer and cost reducer. References guaranteeing efficiency and character. Box 130, Canada Lumberman, Toronto. 3-7

Position wanted by factory superintendent. Have learned the business by practical experience in large factories. Managed all branches. Expert in the manufacture of veneer and veneered cabinet work. Special knowledge of planing factory construction and equipment. Good organizer and cost reducer. Best credentials. Box 397, St. Jean, Que. 6-8

A Forest Engineer who studied at the best American Universities—actually in Government employ—with many years of practical experience in all branches of lumbering in East and West previous to receiving technical training, and possessing equally well both languages, is desirous to enter employ of some large firms or lumber association. Best references from past and present employers. Box 173, Canada Lumberman, Toronto, Ont. 7-9

### MILL HELP WANTED

We want some good mill men—an edger man, a saw marker, a resaw man, a double-cut band sawyer, and a double-cut filer—Quebec province. Reply immediately, full particulars. Box 174, Canada Lumberman, Toronto. 7

## Wanted–Employees

**Advertisements under this heading two cents a word per insertion. Minimum charge 50 cents**

WANTED—An experienced shipper to ship and inspect lumber in Ontario. Apply Box 135, Canada Lumberman, Toronto. 4-7

WANTED—First-class man for travelling and selling lumber in Ontario. State age, experience and salary expected. Apply Box 136, Canada Lumberman, Toronto. 4-7

Experienced man wanted to take charge of planing mill. Must be capable of taking full charge of machine, grinding knives, etc. State references and experience. Box 153, Canada Lumberman, Toronto. F

### Wanted at Once

Master Mechanic for Logging Railroad and Saw Mill. Must have A1 References, Ability and Character. Good position for right man. Davison Lumber Company, Limited, Bridgewater, N.S. 7

## Business Chances

WANTED practical man to take third or half interest in Lumber, Stave and Heading Mill, well equipped, well situated, and making good money. Box 169, Canada Lumberman, Toronto. 6

### Wanted

Log contract by reliable party with good outfit of horses and shanty plant. From four to eight million yearly. Apply Box 161, Canada Lumberman, Toronto, Ont. 6-7

### Timber Limits For Sale

Can be quickly and profitably disposed of by advertising them on this page. This is where buyers of timber property look for opportunities to invest. If your "ad" is here the investor will see it. Canada Lumberman, Toronto, Ont. tf

### Wanted

Salesmen selling supplies to Lumbermen and Contractors to handle as a side line Dr. J. M. Stewart's Veterinary Remedies, now being used by the greater number of Lumber Companies in Canada. Liberal commission.

PALMER MEDICAL CO., LTD.,
7-t.f. Windsor, Ont.

## Good Location Wanted

**for Well Equipped**

**Sash, Door and Planing Mill**

Would like to operate small sawmill in connection. Give full particulars in first letter. Box 170 Canada Lumberman, Toronto. 7

### FOR SALE

The Lumber Yard of the Estate of D. Dupuis, situated on St. James Street, Hull.

The property comprises a valuable block of land, having frontages of 254 feet on St. James Street, 221 feet on Leduc Street, 142 feet on Wellington Street, and 210 feet deep between St. James and Leduc Streets.

The yards are stocked with a large quantity of valuable lumber of all kinds.

The business is a good going concern, having a large trade, and was established in 1890. It can be purchased en bloc, or the lumber and rolling stock can be bought separately and the land rented.

The property is a valuable building site, suitable for subdivision into city lots, and is situated right in the heart of the business section of the city.

For particulars apply to P. H. Charron, 142 Champlain Ave., Hull. 7-10

## Timber Limit

**Berth No. 6 (Sale of 1885) lying between the Township of Mowat and the Georgian Bay and East Channel of French River, exclusive of Indian Reserve.**

The undersigned invites offers for the Timber on Berth 6 as covered by Government License.

Quantity about 7,000,000 feet, mostly White and Red Pine. These estimates are not guaranteed in any way.

Government License can be inspected at my office.

BRYAN PONTIFEX, Liquidator,
Ontario Lumber Company, Ltd.,
6-7 2 Leader Lane, Toronto.

## Miscellaneous

**For Sale**

Copies of "The Preservation of Structural Timber," by Howard F. Weiss. Published in 1915 by McGraw-Hill Book Company. 312 pages, illustrated. Price $3.00. Canada Lumberman, 347 Adelaide Street West, Toronto.

**Tug Boat For Sale**

Wooden hull, strongly built. Length 54½ ft., beam 15 ft., depth 5 ft. 9 in. Compound engines 8 in. x 16 in. x 12 in., condenser, steam winch, Jenckes Marine boiler 7 x 7 ft., two corrugated furnaces. All in good condition. Apply to

J. RICHARDSON CO., LTD.,
5-8 Matane, P.Q.

**Do You Want to Buy or Sell?**

If you wish to purchase or dispose of a particular stock of lumber or logs, a mill property or timber limit, or some second-hand machinery, the CANADA LUMBERMAN AND WOODWORKER will bring quick returns. Use our "Wanted and For Sale Department"

**Saw Mill Machinery For Sale**

Sawmill near Sellwood, Ontario, daily capacity 60,000 feet. All machinery including:—Log Ladder, Bullwheel, Steam Kicker, Log Loader, Stationary Steam Nigger, 42-in. Steel Carriage, 10-in. Steam Feed, 8 ft. Double Cutting Bandmill, Cast Iron Lumber Table, 5-Saw Slab Slasher, 48-in. Big Champion Edger, Trimmer, Transfers to Edger and Trimmer Tables, Sorting Tables, etc. Also, Independent Lathmill, Filing Room Outfit and Power Plant complete. This machinery is of the latest design, practically new and in excellent condition. Offers will be accepted for all or any part of this machinery, where it stands or F.O.B. cars Sellwood.

The Waterous Engine Works Company,
22-t.f. Brantford, Canada.

### The Bathurst Lumber Company's New Pulp Mill

The annual report of the Crown Land Department of the Province of New Brunswick which has just been issued contains an interesting reference to the Bathurst Lumber Company's operations in connection with the erection of its new pulp mill at Bathurst. This report was written on December 2nd, 1914, by the manager of the Bathurst Lumber Company, and is as follows:—

During the year, The Bathurst Lumber Company, Limited, owning limits tributary to Bathurst, in both New Brunswick and Quebec, has started construction of a modern pulp and paper plant, within the limits of the town of Bathurst, in Gloucester County. This plant will constitute the highest development of this industry within the province, and will greatly augment its industrial activities and prominence, particularly in the lines of forest products.

The buildings will be completely closed in before the end of the year. They are a fine type of factory construction, built in a substantial manner and according to the modern engineering practice. Fireproof construction of steel and concrete is employed throughout. All buildings are daylight construction; the whole sides of most buildings being glass in steel sash. The building progress holds the record for paper mill construction in Canada. The first sod was turned June 27, and buildings all closed in by December 31.

The plant is advantageously located on Bathurst harbor, with both rail and deep sea shipping facilities, and enjoys many exceptional economic advantages.

A number of unique features are embodied in this new mill. The supply of raw material will not, as is usual with pulp mills, be a menace to the future lumber supply, by denuding timber lands. The entire supply will be obtained from what is now wasted in the company's lumbering operations. The waste to be employed will be both the logging and manufacturing waste. The first class of waste will comprise tops of the trees cut for saw logs, small trees cut in clearing roads, skids and camp logs. The objection many pulp mills have to using knotty tree tops is overcome at Bathurst, where their new methods use knotty wood as well.

The second class, that is, mill waste, will be obtained from the company's sawmills on the harbor, and from outside mills as well. This is the first mill in America to use mill waste for making high class pulp, or anything but sulphite pulp. This is possible by employing entirely new methods of barking, such as have been introduced about a year ago in Sweden. They have been perfected and adapted by the company's own engineers, and constitute a decided advance in the manufacture of wood products.

The additional waste of sawdust and bark will temporarily be employed to produce power, but eventually it is proposed to destructively distill this waste, giving wood alcohol, acetone, acetate of lime and charcoal.

The company have designed a new dutch oven for burning this wet waste, which will have very high efficiency with water soaked bark and sawdust, thus giving the maximum amount of power therefrom. Then instead of this mill refuse being an expense to eliminate, it will be an asset to conserve.

The products, too of this plant are unique in Canada. The mills at present under construction provide for an output of twenty-five tons of bleached mitscherlich sulphite pulp, and sixty tons per day of extra strong container board.

The sulphite pulp to be manufactured here will displace a German product in Canada. The manufacturers of high grade papers have brought all this pulp from German mills, since it is not made in England, where they have no wood supply, and are buyers instead of manufacturers of pulp. The two plants in the United States, making a similar product are confined to the west, and do not sell in the Eastern States or Canadian market. New Brunswick will have the honor of supplying a pulp, which is sorely needed at the present time by the Canadian paper trade, since the German supplies are cut off.

The container board will be used in making paper boxes, cases, pails, and for heavy containers of all kinds. It will be extra strong and waterproof.

### The First-Class Filer

I often wonder what constitutes a filer of the first class. Take bench work, for instance, says J. W. M., in the Woodworker. I have always found that to regulate the back is the one part of the job that savors of magnitude. Once one has the back, the rest follows in quick time. Often I have seen articles about rolling, and they generally say that to roll nearer than 1-in. from the edge will change the back. This is true, but I wish to tell the novice that in 75 per cent. of cases, anywhere on the back half of the plate the roll will lengthen the back some if the saw is appreciably fast; and the front half is susceptible in a like manner. This, I wish to make clear to the beginner, would not apply when there is a pretty good tension.

Suppose, for instance, a section of the plate fitted the tension gage so nicely that no light came through. Then one could roll all but an inch strip on each edge and not change the back. Sometimes the back is snaky. By the time the back is true, parts or sections are open enough or too much, while other sections have become fast, either a little in front or behind the centre. Then is when one must needs go carefully, or get a lot of extra work on his hands.

Another thing: Often, in stretching a short place on the back, say 7 or 8 ins. long, there will be a place on each side of this place where the back will be too long. So it is usually safe, first, to roll the short place out to the gage, then mark off a like distance each side of it in front, and roll that lightly in front.

I have had this brought home to me very forcibly at times, especially in the case of a very thin saw, say 22-gage. And that reminds me that I asked The Wood-Worker's readers to enlighten me on very thin saws. I saw but one answer, and that contained but little satisfaction, the writer saying that the 22-gage tried to go out of the mill.

I have done very well with a 22-gage, and think others might with perseverance. It took me some time to get the saw into good condition. Finally I succeeded in getting the saw to make good lines in soft, air-dried stock of not too fibrous a nature; then, with a little more fussing, it would cut almost anything. The best I have been able to do with a 22-gage was the resawing of ¼-in. teak wood veneers, 12 ins. wide. I obtained two veneers 3/32-in. in thickness, but had to sharpen the saw after every cut. The saw would go through but one veneer, and stay in the line. I have resawn mahogany up to 28-in. width, and sawn it well, and I must say that while a 22-gage is a ticklish proposition, it will saw very well indeed, but requires a lot more care than a 19-gage saw.

### Lower Freight Rates Needed For Eastern Export Trade

In connection with the application of the railroad companies for permission to increase their freight rates between points east of Port Arthur, the following quotations from a letter which we have received from E. B. Foss & Company, Bay City, Mich., who operate the Hope Lumber mill at Thessalon, Ont., is interesting and important:—"We think that the export trade of Canada could be increased to a large extent," they say, "by lowering all freight rates into eastern and central traffic association territory in the United States, which would allow mills, especially in the Georgian Bay district, to compete with wholesale yards in the Tonawanda district. The bulk of the lumber from the Georgian Bay district is going into the United States anyway, by water, but with lower freight rates, this lumber could be shipped direct from the mills in car shipments."

**WASTE ELIMINATION**
IN LOGGING OPERATIONS
My reports show where the waste is, and how it may be eliminated.
**D. E. LAUDERBURN,** Forest Engineer
1 Madison Ave., NEW YORK, N.Y.

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# Review of Current Trade Conditions

### Ontario

Although there is really nothing definitely new to report in connection with the lumber trade in Ontario, the feeling of confidence in the outlook for gradual improvement continues. The actual volume of trade shows no increase of importance, but enquiries indicate a widening of the demand in the course of the next month. The money market, which has so much to do with activity in lumber, is somewhat easier. People desiring to build are finding it a little easier to obtain loans, not so much from loan companies, as from private parties. Those who can secure money for building purposes are wisely deciding to go ahead, as lumber and many other materials are at their low point in price. The speculative builder is still out of the market and probably for all concerned it is best that he should remain so for some time.

Reports from the country yards are fairly encouraging, more so than those from the cities. Retailers in country districts are expecting a much larger spring business than they had last year. Farmers have plenty of money now, and as they can secure both labor and materials at low prices they are commencing to plan new building operations more extensively than usual. Hardwoods continue active in the cheaper lines and there is a fair movement also in the upper grades for sorting up stocks. The factory demand is still quiet. Ottawa dealers report an improved enquiry and a more encouraging outlook.

### Eastern Canada

As in most parts of Ontario and Quebec, the lumber trade of Montreal is feeling encouraged over a slight but quite definite improvement in the volume of business. Conditions are reported to be favorable for increased activity as the season advances. No one is looking for extensive building operations, but the country districts will undoubtedly show a fair amount of construction work. It is expected that the export trade to Great Britain will be extensive, providing, of course, that vessels can be obtained. Spruce prices continue to rule high. The Montreal trade is finding the new tariff on lumber entering Canada a favorable factor, as it is increasing the consumption of domestic lumber. At present there is no change to report in the freight situation. It is expected that the rates when navigation opens will be around 125s for deals and 150s for timber.

The demand for eastern spruce at Boston continues to show improvement and prices are firm. Quotations have been marked up on frames from 50c. to $1. The lowest quotation today for frames 8-in. and under, Boston rate, railroad shipments, is $23.50. Some firms are expecting a further advance before long. Eastern spruce dimension stock is quoted as follows:—8-in. and under, $23.50 to $24; 9-in., $24.50 to $25; 10-in., $25.50 to $26; 11-in. and 12-in., $26.50 to $27. Prices asked for random also show a better tone. The current range is, 2 x 3, $21; 2 x 4, $22; 2 x 5, 2 x 6 and 2 x 7, $20.50 to $21; 2 x 8, $22 to $22.50; 2 x 10, $23 to $24; 2 x 12, $24 to $24.50. There is a little more business in shingles at Boston, building operations having shown an increase. Prices, however, are still weak, on account of the persistent attacks of "the fire prevention" campaign. Some of the best white cedar extras are offered at $3.40. Very good extras can be had at $3.30. White cedar clears are offering at $2.80 to $2.90 and second clears at $2.50 to $2.60. Red cedar quotations show a wide range varying from $3.65 down to $3.30 for extras. Arrivals of lath are plentiful and prices are still low, although the trade is increasing. For 1⅝-in. $4.10 to $4.15 is being quoted. Prices of 1½-in. are a little firmer, ranging from $3.75 to $3.90.

### Great Britain

The financial market in Great Britain continues unchanged. Money is very cheap and discount rates are low. Lumber buyers are taking advantage of this and paying cash for their purchases as much as possible, thus securing the contract discount rate which is never less than 5 per cent. per annum and in some cases touches a much higher figure. Latest reports indicate that there is still no immediate prospect of white sea stocks being available, and also state that Canadian spruce deals and battens, apart from the limited output from the Lower ports, can scarcely be looked for until the end of May. Consumers of white wood therefore are largely thrown back on Norwegian and Swedish shippers for their next three months' requirements. The result of this situation is that prices of white wood continue to advance and the packing case trade in particular is feeling the shortage greatly. Messrs. Churchill & Sim in their latest reports state that New Brunswick spruce deals continue to be imported at the prevalent high figure, the rates of freight being partly responsible for the increase. London prices stiffened a little during the month, but did not result in importers agreeing very readily to the present c. i. f. quotations. Extensive quantities of pine deals which have been held in London for some time awaiting the naturally slow demand, have been sold at prices satisfactory to sellers. A freight fixture was recently arranged at 120s from Miramichi to United Kingdom—Ireland, for 160 standards of deals f.o.w. The same rate was fixed from St. John or Halifax to the West Coast of Great Britain or the East Coast of Ireland for a cargo of deals. Arrivals of sawn and planed wood for February were, in spite of the war, higher than during February, 1914. The arrivals of pitwood were about the same as a year ago. Arrivals of hewn timber show a decline. In general, the figures show that although less wood is being imported from Russia a much increased quantity is coming from Sweden and Norway and also from Canada.

At London, the demand for white wood for the packing case trade continues very strong. Most of the mills and works have only orders in hand to last them for several months, but the supplies of suitable wood are very limited. There are scarcely any fair quality deals and battens in spruce or white wood which can be purchased at less than £15 per standard in docks. Such goods as city cut St. John spruce battens are usually sold at £15 to £15 10s c. i. f. according to specification.

No noticeable change is reported in market conditions for soft woods at Liverpool. Enquiries are plentiful, but importers are unwilling to take the risk of fluctuations in the freight rates. The spot situation also continues unchanged, prices in every direction being fully maintained. Practically the whole of the limited import is going direct into consumption and stocks are all depleted. The spruce market shows no change. Transport difficulties have resulted in confining the trade to small consignment lots, for which agents have found a ready market at strong figures. Manchester importers are commencing to look to the north of Europe again for arrivals. Freights are showing no signs of easing off. Spruce has been sold to Liverpool and below on the Manchester Ship Canal at £15 10s c. i. f. with a fair percentage of 7 in. and 8 in.

### United States

The lumber trade in the United States is coming definitely to a belief that during the present year it is reasonable to look forward with confidence to a steady buying movement from dealers and consumers. There is an equally unanimous belief that 1915 will not see anything in the nature of a business boom. Taking everything into consideration a steady movement would be the most satisfactory for everyone concerned. Reports which have been received from eastern points are more favorable than they have been for some time past. New England building operations during the last six weeks show an increase of 20 per cent. in volume over those of January. Builders report that they are not meeting with any trouble in persuading the banks to assist them financially in connection with legitimate propositions. Many lines of industries are running steadily. Among the railroad companies it is noticeable that there is a much more general tendency to restore conditions where economies had resulted in impairment. The general situation in connection with the retail yards is that a fair amount of business, even though not up to normal, will result in heavy deliveries from manufacturers' stocks, which in its turn should bring about stronger prices. Weather conditions in general have been favorable for spring crops.

Manufacturers on the Pacific Coast are a little more cheerful than they were a month ago. Slight improvement is shown in the demand from the Middle West. There is a heavier movement of yard stock and the outlook is brighter. Curtailment also is commencing to have a strengthening effect upon the situation. Prices are steadier and firmer. Enquiries which have been received indicate that the railroad companies can be counted upon to take a large amount of the coast products in the future. California trade is expected to consume a large amount of stock this year. There is a fair foreign demand, which would be much more extensive if sufficient tonnage could be secured at more reasonable rates.

The hardwood business is reported to be improving slowly and steadily, the demand from consuming factories having picked up materially. An indication of this is afforded by a report from the Illinois Central Railroad to the effect that there is a heavy increase in the movement of lumber, especially northbound. Northern pine and hemlock continue to make only a fair showing. Hemlock dimension and boards are slow, but improvement is looked for when the build-

View of Mills in Sarnia.

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ing situation becomes more active. A few fair-sized orders for northern pine have been reported lately. Prices of both northern pine and hemlock are soft, largely on account of competition from other woods, but both lines are expected to improve with the broadening of the spring demand. The greater part of the buying of northern pine at North Tonawanda is limited to immediate requirements. Prices are irregular, especially on some lines that are more plentiful than others. Six inch box is weaker than it has been for two years past, selling for from $21 to $22. Eight, 10 and 12-in. box are in good demand and stocks are decreasing, so that prices are firm. A little improvement in hemlock is reported from North Tonawanda on account of mild weather and the placing of contracts by prospective builders.

# Market Correspondence

**SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD**

## Montreal Trade More Promising

Montreal, March 25th (Special to the Canada Lumberman):—Although nothing to boast about, there is a little revival in the lumber trade. The turnover is still far from satisfactory, but as the season advances the chances are favorable to more pronounced activity. No large amount of building may be expected in the city, for the accommodation in offices and houses is ample, but there is hope of a fair amount of construction work in the country districts, which have not been affected to any extent by the commercial set-back. Reports to hand indicate that many mills in the province have been manufacturing for the British market, and, providing that vessels can be obtained, there should be a very substantial amount of lumber sent to that quarter. The great demand is for spruce, with prices ruling high. The new tariff is a favorable factor in the general position, as it is certain to make for the increased consumption of domestic lumber, replacing to a certain extent wood which has been dumped on this market at a very low rate.

Very little change is to be reported in the freight situation in connection with shipments to Great Britain when navigation opens. There are reports that space for 5,000 standards has been booked on account of one firm. The probabilities are that rates will be about 125s. for deals and 150s. for timber, although the steamship companies state that much will depend upon the ships available and the cargo offering. Sir George Foster is hopeful of securing additional boats, and he announced that negotiations are in progress with the British Admiralty by which it is expected that by May 1st the old fleet will be back in the subsidized postal service. This is good news for lumbermen, as it will give partial relief to the freight service.

An Ottawa River mill, manufacturing about fifteen million feet of spruce per annum, has sold its entire cut for 1915 at very much higher prices than last year. Part of the cut is for the British market.

The Railway Commissioners on the 18th inst. held a very long sitting in this city, and did not finish until 6.30 in the evening, when the entire schedule of commodities objected to was cleared up. The arguments over lumber occupied more time than any other commodity; the case for the trade was very strongly and ably put by Mr. F. Hawkins, Mr. S. W. Tilston, Mr. A. H. Campbell, and Mr. W. A. Filion. The reply of the railway companies was, briefly, that they needed more money; that the rates to Montreal were comparatively low, and that the proposed increases were reasonable. A vigorous protest was made against the proposal of the companies to increase the export rates pending a decision on the general case, it being urged that this was unfair in view of the contracts that have been made ahead, and the Chairman intimated that, having regard to the conditions, it was only natural that the exporters should have made contracts on the old rate basis. The chairman put some very pertinent questions to those arguing for and against the rates, and once or twice his questions proved rather embarrassing to the speakers.

## Ottawa Trade Prospects Improving

Ottawa, March 22nd (Special to the Canada Lumberman): Prospects are improving as spring draws nearer for considerable activity in the lumber trade in Ottawa and district. Inquiries for low and medium grades are increasing from buyers in the United States and there is a fair movement from here to that country, where business generally seems to be good. Work in the woods is practically over and log-driving will commence as soon as the lakes and rivers are clear of ice. Conditions were never better in the bush for getting out logs, than they were last winter. The lumbermen along the Ottawa and its tributaries plan to open their saw mills as early as possible this year so that if trade does not improve as the summer advances, they can shut down early in the fall. Prices remain the same and are not likely to alter for some time to come.

Local lumbermen are watching with interest the progress of the inquiry which is being conducted by the Railway Commission into the application of the Canadian railways for a general increase in their freight rates on all lines east of Port Arthur. Another protest was lodged against the application at the resumed hearing in Montreal by Mr. Frank Hawkins, Secretary of the Canadian Lumbermen's Association.

Senator Lougheed announced in the Senate recently that since the Grand Trunk Pacific have refused to take over that part of the line from Winnipeg to Moncton, N.B., the line will be operated by the Government. The district through which the line runs includes many well-timbered areas and one of the best pulpwood districts in Canada. Senator Lougheed said that the Government would operate the road in a limited way before spring came.

## Liverpool and Manchester Stocks

The following report upon Liverpool and Manchester stocks for the month ending March 1st, 1915, is furnished by H. W. Lightburne & Company, Liverpool, and their St. John, N.B., representatives John E. Moore & Company, Limited.

**Spruce and Birch**

Month Ending, March 1st, 1915.

**Liverpool**

| | Import. | | | Consumption. | | | Stock. | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1913. | 1914. | 1915. | 1913. | 1914. | 1915. | 1913. | 1914. | 1915. |
| N.B. & N.S. Spruce & Pine, Stds. ... | 1,800 | 1,540 | 2,980 | 1,380 | 2,550 | 2,330 | 3,010 | 5,730 | 3,580 |
| Birch Logs, Loads | 240 | 20 | 0 | 220 | 40 | 40 | 800 | 120 | 20 |
| Birch Planks, Stds. | 230 | 97 | 109 | 255 | 188 | 261 | 674 | 521 | 303 |
| **Manchester** | | | | | | | | | |
| Spruce, Stds. ... ... | 1,460 | 1,030 | 290 | 2,260 | 2,910 | 2,865 | 7,550 | 12,430 | 3,480 |
| Birch Logs, Loads | 0 | 20 | 0 | 100 | 80 | 120 | 340 | 240 | 380 |
| Birch Planks, Stds. | 6 | 55 | 30 | 36 | 97 | 158 | 479 | 436 | 364 |

**Stocks in Manchester and Liverpool Combined**

| | 1911. | 1912. | 1913. | 1914. | 1915. | |
|---|---|---|---|---|---|---|
| **Spruce** | | | | | | |
| Manchester ... ... | 8,080 | 8,240 | 7,550 | 12,430 | 3,480 | |
| Liverpool ... ... ... | 5,370 | 3,810 | 3,010 | 5,730 | 3,580 | |
| | 13,450 | 12,050 | 10,560 | 18,160 | 7,060 | Stds. |
| **Birch Logs** | | | | | | |
| Manchester ... ... | 0 | 60 | 340 | 240 | 380 | |
| Liverpool ... ... ... | 240 | 200 | 800 | 120 | 20 | |
| | 240 | 260 | 1,140 | 360 | 400 | Loads. |
| **Birch Planks** | | | | | | |
| Manchester ... ... | 0 | 12 | 479 | 436 | 364 | |
| Liverpool ... ... ... | 230 | 314 | 674 | 521 | 303 | |
| | 230 | 424 | 1,153 | 957 | 667 | Stds. |

## Barbados Market Report

S. P. Musson, Son & Company, Barbados, report under date of March 5th, as follows:—Lumberstuffs.—White pine—The Schr. "Mary Hendry" from Liverpool, has arrived during the fortnight with 267 m. ft., which had been previously sold to arrive at $34 and $26 for merchantable and second quality respectively. The market is lightly supplied and we value further receipts at around $33 and $34 duty paid for merchantable. Spruce—The market is heavily stocked and values are declining, a cargo having been offered at $26 duty paid, and refused, while further receipts are known to be on the way. Shingles—The position is the same as last advised. Stocks are heavy with no demand. Shooks and wood hoops—No receipts.

## The John D. Mershon Company's Change

In the March 15th issue of the Canada Lumberman an item was published in regard to the John D. Mershon Lumber Company, Saginaw, Mich., in which we regret to state that an error appeared. Instead of stating that Mr. John D. Mershon's interest in the business had been bought out, we should have stated that Mr. W. D. Mershon's interest had been bought out. The John D. Mershon Lumber Company are the exclusive eastern representatives of the Pacific Lumber Company, whose mills are located at Scotia, Cal., and who claim to be the largest manufacturers of redwood in the world. The company report an increased interest in redwood in Canada during the last few weeks.

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## Prescriptions for Present-day Lumber Trade Troubles

"Some Troubles of the Lumber Industry," was the title of an important address delivered recently by Mr. R. S. Kellogg before the Northern Hemlock and Hardwood Manufacturers' Association. After outlining and discussing the chief troubles from which the industry is suffering today, Mr. Kellogg drew the following conclusions:—

First—The lumberman should work in the dark no longer. He should establish clearly and scientifically exactly what it costs to manufacture and sell lumber. Until he does so, he will never have the courage to ask what his product is worth. This is by no means a simple problem. It means better accounting methods, and more appreciation of neglected factors than has heretofore been given in any but a few of the best managed operations. To begin with, there is stumpage. How many lumbermen know what the stumpage costs that goes through their mills in any one month or any one year? Suppose we bought stumpage averaging 7,500 feet per acre for $2 a thousand, or $15 an acre, ten years ago. Suppose, further, that the taxes on it have been only one per cent. of the cost price, or 15 cents per acre annually. What is that stumpage worth today? We are not justified in assuming a lower interest rate than 6 per cent., and foresters tell us that in long-deferred operations like forestry, we must figure compound interest. A well-known mathematical formula shows us that this acre today stands us in $28.74, or $3.83 per M., with no cost of fire protection or other carrying charge than taxes and interest. If, therefore, we have been lucky enough to escape fire and other damage, we are making no profit when we get $4 a thousand for this stumpage. We are simply getting 6 per cent. interest on our money, which we might have done with much less risk through other investments. There are not a few lumbering operations in this country which are backed by a 30-year timber supply. I wonder how many of their owners know the stumpage value of the last log that will be cut? The same mathematical formula as used before shows that this final value will be nearly seven times the purchase price. How many cost of production statements carry this yearly allowance for increment in stumpage costs?

In its long-time timber contracts, the United States Forest Service recognizes the propriety of allowing lumbermen a profit of 12 per cent. above all expenses of operation and interest on the investment in the manufacture of Government timber. Few lumbering operations in privately-owned timber can show as good a return as this.

SECOND—The utilization of timber tracts must become much more efficient and complete before the lumber industry can be put upon a stable basis. We mustn't have so many eggs in one basket. Ways must be found to market more than one-third of the volume of wood per acre. Much of this must be accomplished by scientific research—the rest by working up a market for diversified products.

The varied characteristics of species of timber and classes of logs will never permit the attainment of the human and mechanical perfection in manufacturing processes that one sees when he visits that acme of efficiency—The Ford factory. Yet I dare suggest that a proper classification of logs before they are sent to the mill would materially increase the efficiency of the operation. Moreover, there is opportunity for a further development of conveyor systems and coordination of processes than obtains in many mills. The possibilities of reducing logging costs are by no means exhausted and other savings can be made by the proper application of engineering and manufacturing principles.

THIRD—There should be a greater insistence upon honest grades of lumber. Too many times the lumber business has been discredited by juggling with grades and by the substitution of grades because the consumer was ignorant of the rules. The public today calls for honest goods, and more is to be made in the long run by selling a product strictly according to grade than by any temporary advantage secured through the substitution of poorer material, which can be made to pass through the ignorance of the buyer. Permanent success must be founded upon the bedrock of full measure and good quality. The mail order houses advertise "your money back if not satisfied" and this is a tremendous selling force. It has been well said that "you must make your business better if you want business to be better."

FOURTH—In many kinds of timber there should be a greater diversity of grades carefully framed to meet the needs of various classes of customers. The buyer does not generally object to being forced to take material which only partially meets his needs because its specifications are framed by someone who does not know his wants.

FIFTH—Forest products should be sold more intelligently. That is, upon much wider and more complete information concerning the requirements of all classes of consumers throughout the territory of profitable distribution. This sounds like an unnecessary statement, but the working of it out is no easy task. Since the foregoing was dictated, I have received a letter from a lumberman of widely recognized selling ability who writes:

"We have no system whatever for marketing our product. We, as manufacturers, know less about how to sell our lumber, whom to sell it to, how much is going to be needed and when, than manufacturers in any other industry. This is largely because the units of manufacture and control in the lumber industry are too small. We are thousands of local manufacturers with local points of view and local information trying to sell our product on a wide general market in competition with ourselves and everyone else.

"It is reasonable to suppose that this condition could be greately helped if the manufacturers of each separate kind of wood were more exactly informed as to the general market for their own product and the substitutes in competition therewith and would legitimately co-operate with each other in maintaining production at a point justified by the demand."

SIXTH—The lumber manufacturer should tell the consumer how his product can be used. In the words of a prominent sales manager—"Lumber used to be bought, now it must be sold"—and it must be sold in the face of strong competition. This phase of the business has been so well put from the standpoint of the man who specifies building materials that I quote as follows from a recent statement by a prominent architect in one of our largest cities:

"The substitutes for lumber which are becoming so popular, owe their success to the national advertising campaigns which have been conducted by the cement, brick and other fire-proofing material interests. If the lumbermen of this country would conduct a similar educational advertising campaign, which would show the legitimate uses of wood, there is no question in my mind but that lumber would hold its own as a building material. I can think of a great many ways in which the legitimate uses of lumber might be strongly emphasized.

"On the other hand, the lumber manufacturers, instead of improving their product as years have passed, permitted its quality to deteriorate. In contrast to this, the cement manufacturers have developed a uniform standard product, which can to-day be purchased in the open market without tests or inspection, and used with the certainty of regular and satisfactory results.

"The structural steel companies have issued hand books which instruct and facilitate the use of steel for every purpose. This applies to steel for every purpose in building construction. Hollow tile and brick manufacturers have developed systems of fire-proofing, of economical floor construction and other construction features, which enable the architect or the owner to figure accurately on uniform costs and results. This condition applies to all of the materials which you label 'substitutes for wood.'

"Looking at the reverse of this proposition, we find that the lumber interests have not done any special work toward the enlightenment of the public, beyond the issuance of a few pamphlets, which are sent to architects. The owner does not know the merits of the various kinds of flooring, for instance; and as an architect, I find a total ignorance on the part of the average man who builds, as to the uses to which different woods should be put.

"Take flooring for instance. Oak, maple and yellow pine are commonly used and it is difficult to get accurate information on the grading of these different woods as used for flooring, and the average owner knows little or nothing as to the relative merits. The same applies to lumber for finishing purposes, for interior purposes in general and for purely structural purposes.

* * *

"These are facts, as I know from personal experience, and if the contention of the lumbermen is true, that wood is still plentiful and low in price, there is no justification for this deterioration in quality. At least, if we have the poorer grades, we still should be able to get perfect quality, if we wish to pay for it. This is frequently impossible."

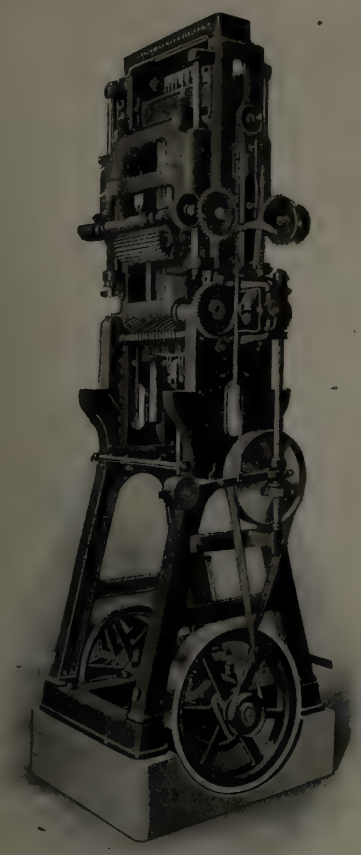
SEVENTH—Directly in line with the foregoing suggestions, the public must be educated to the real merits and uses of wood, and this education must be a continuous process—not spasmodic. This means intelligently planned, skilfully prepared and carefully placed advertising and other forms of publicity. It must be on a scale commensurate with the magnitude of the industry and it must be continuous because the public forgets quickly. The successful advertiser keeps everlastingly at it. When advertising stops, sales stop.

There is an organization called the American Society of Agricultural Engineers. It is composed chiefly of the men who teach farm engineering in the Agricultural Colleges and who are looked up to as authorities by farmers everywhere. The Society has a number of permanent committees. One of them is a Committee on Farm Structures, and another, a Committee on Farm Building Equipment. The Chairmen of both these committees are representatives of a large cement company. This same company also gives a free correspondence course in concrete construction to any one who asks for it. Comment is unnecessary.

EIGHTH—The lumberman must have more faith in his own product. No man ever sold goods long and successfully who didn't believe in them heart and soul. The lumberman who hasn't the courage of his convictions when he undertakes to sell lumber, better be selling something else. If he thinks that fir is better than pine, he shouldn't be a pine manufacturer. If he thinks that gum is better than birch, he should be selling gum. If he likes redwood better than the "Wood Eternal" he shouldn't be handling cypress. If he thinks that tile, cement and concrete are the only desirable building materials, he shouldn't be a lumberman at all.

NINTH—The only way to reduce the waste of forest resources equally deplored by lumbermen and conservationists, is to restrict the production of lumber to market demands. Unrestrained competition has never produced anything but wholesale waste of natural resources, nor will it do else in the future. Lumbermen and conservationists alike should work for the accomplishment of legislation and —still more important—the education of public opinion to see that it is much more desirable to have a regulated output of forest products

(Concluded on page 52)



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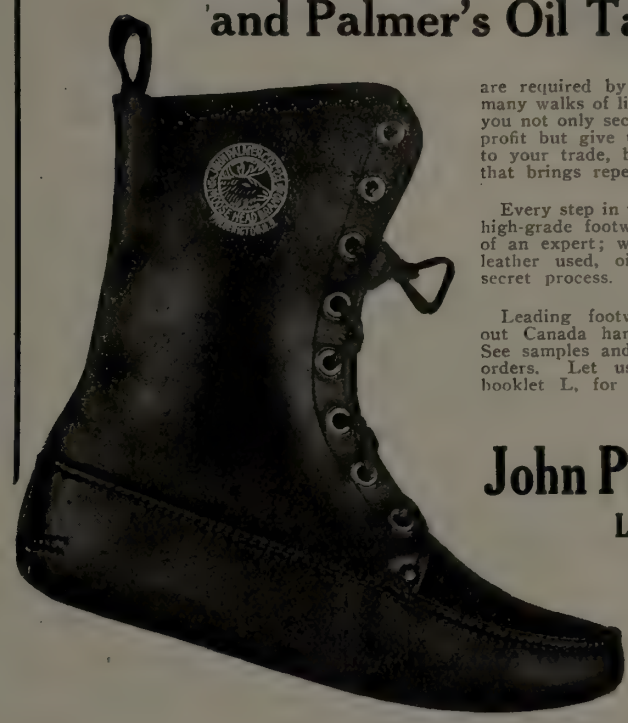

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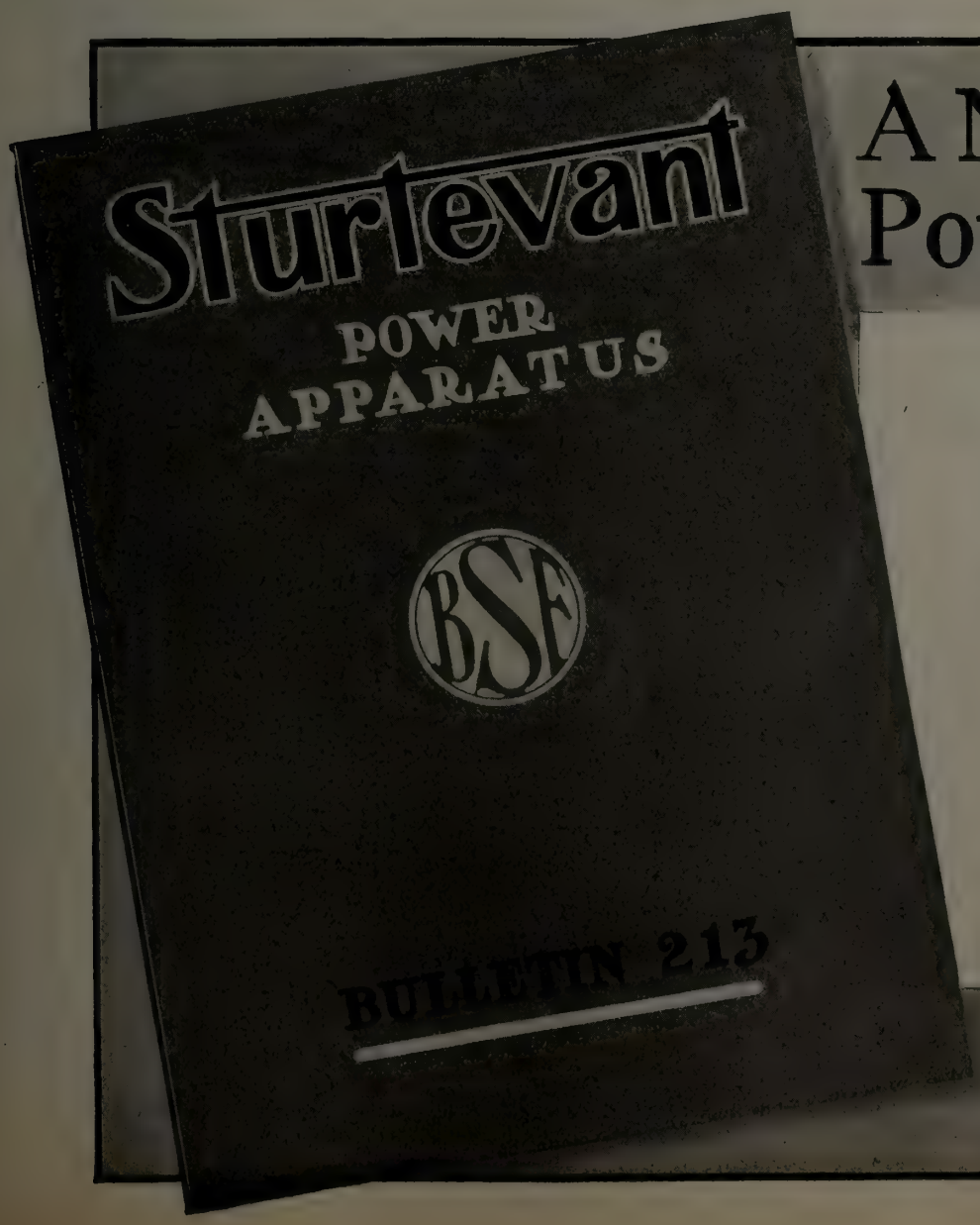


# A New Bulletin on Power Apparatus

YEARS ago we developed an engine in order to supply suitable prime movers for our fans. This was perfected and improved. Then a complete line was designed which proved so successful that Sturtevant engines are to-day used universally wherever high grade machines are required.

Since the original development more than 40 years ago we have broadened our field of manufacture. Other lines have been added one by one until the complete list of Sturtevant Power Apparatus now includes:

**Engines**
**Turbines**
**Motors**
**Generating Sets**
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**Fuel Economizers**
**Mechanical Draft Apparatus**
**Turbo-Undergrate Blowers**
**Mechanical Stokers**

Our new publication illustrates all of these lines and we have a copy for you.

Ask for Bulletin 213-E.

**B·F·Sturtevant Company**
**Hyde Park·Boston·Mass·**
**and all principal cities of the world**
**Selling agents for Sanford Riley Stoker Co·**
**The Riley Stoker**

## "Hipcoscope" Lumberman's Electric Lantern

**Always Ready. Can't Start a Fire. Cheaper to Use than Oil.**

This new searchlight (see illustration) will throw a strong light 300 feet. Operated on two No. 6 dry cells which may be secured anywhere in Canada for twenty-five cents each.

The "Hipcoscope" is the ideal light for your night watchman—he can search every alley. The "Hipcoscope" gives 200 hours light for fifty cents.

It is impossible for the "Hipcoscope" to start a fire no matter what you do to it. Used with the "Hardinge" Portable Watchman's Clock your plant and yard are practically safe from fire or theft. Owing to weight it does not pay to ship batteries. Delivered free without batteries, for $4.50 anywhere in Canada.

**Lintz-Porter Co., 27 Yonge St. Arcade, Toronto**

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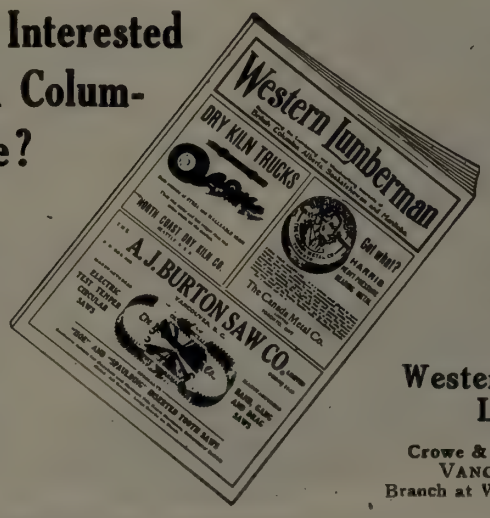


The immensity of the Lumber Industry will within a few years make this Province the most important in the whole Dominion.

There is undoubtedly a big market for Mill Equipment of all kinds. Let us Demonstrate our Advertising service. We please others, we can please you.

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Crowe & Wilson Chambers
VANCOUVER, B. C.
Branch at Winnipeg

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**Dressed and in the Rough**

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Limited

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**I offer the following Dry White Pine for prompt shipment:**

90,000 ft. 1 x 5, 10/16 ft., Mill Run, Box out.
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75,000 ft. 1 x 10, 12/16 ft., Mill Run, Box out.
105,000 ft. 1 x 4 and up, 6/11 ft., Shipping Cull Shorts.
125,000 ft. 1 x 4/6, 12/16 ft., Shipping Cull Strips.

Also a complete line of Mill Cull and Box Shorts, Strips and Sidings in White Pine.

**GOOD STOCKS PROMPT SHIPMENTS SATISFACTION**

## C. A. SPENCER

**Wholesale Dealer in Rough and Dressed Lumber, Lath and Shingles**
**Eastern Townships Bank Building, MONTREAL, Quebec**


# EDGINGS

### Ontario

Craik Bros., Crampton, Ont., sawmill operators, have dissolved partnership.

The sawmill belonging to Noel Page at Monetville, Ont., was recently destroyed by fire.

Work has been commenced upon the erection of a planing mill at Thorold, Ont., by Herbert Moisley.

The Port Dover Planing Mills Company, Port Dover, Ont., will install equipment for the manufacture of chairs, furniture frames, etc.

Geo. Freeman, Fergus Street, Mount Forest, Ont., has commenced work on alterations to his woodworking factory. The estimated cost is $2,500.

The Beach Cheese Box Company, Limited, Morrisburg, Ont., which was recently incorporated with capital stock of $40,000, is considering plans for the erection of a cheese box factory at Morrisburg. Mr. F. W. Beach, Morrisburg, is one of the incorporators.

J. E. Baechler, Goderich, Ont., reports that he intends to re-commence building operatins upon his sawmill on April 1st. This work was commenced last year and was not continued during the severe winter weather. Mr. Baechler expects that the plant will be complete about the middle of May.

Knechtel Bros., Limited, have been incorporated with head offices at Southampton, Ont., to take over and carry on the manufacturing businesses heretofore carried on by Solomon Knechtel at Southampton under the registered names of "The Knechtel Wood Turning Company" and "The Southampton Iron Works." The capital stock of the company is $50,000.

The Spanish River Lumber Company, Sudbury, Ont., recently purchased the sawmill at Cutler, Ont., formerly operated by Stone and Grant. They commenced repairing and remodelling the mill and had spent from $6,000 to $8,000 upon it when it was completely destroyed by fire on the night of March 11th. The cause of the fire is unknown, but it is supposed to have resulted from defective electric wiring. The mill and boiler house were a complete loss, and one or two boilers were slightly damaged. The loss amounted to $100,000 and the insurance was $30,000. The company intend to erect an up-to-date two-band mill with horizontal resaw, and are hard at work in connection with the reconstruction already. They hope to have the mill completed by July 1st.

### Eastern Canada

The saw mill at O'Leary, P. E. I., owned by Ira Clark, was recently destroyed by fire, the loss amounting to $4,000. Mr. Clark expects to rebuild.

Label & Fergues Company, Limited, 97 Van Horne Ave., Montreal, P. Q., are drawing up plans for the erection of a sash and door factory, two storeys, 150 x 155, to cost $5,500.

The Miramichi Lumber Company, Chatham, N.B., is applying to the Dominion Parliament for authority to construct piers for boomage purposes on the north side of the Miramichi River, in the parish of Newcastle.

The Scotstown Sawmill Company, Scotstown, P. Q., advise us that the report to the effect that their company has dissolved is incorrect. The change recently made in the company consisted of a change in personnel. Mr. J. W. Taylor and Mr. Wm. Taylor, bought out the interests of Mr. Jas. A. Jamieson. The business is being continued under the same name as formerly.

### Western Canada

W. G. Hopkins, Melfort, Sask., has sold his planing mill to W. McDougall.

The Farmer Lumber Company, Limited, Scott, Alta., recently suffered loss by fire.

The L. C. Parsons Estate, Maple Creek, Sask., lumber and implement dealers, have been succeeded by A. A. Meneley & Company.

The British Columbia Mills, Tug and Barge Company, Limited, has been incorporated in British Columbia with capital stock of $150,000 and head office at Vancouver.

The lumber yard, office and Automobile Sale Building belonging to Grest Bros., at Watrous, Sask., which was recently destroyed by fire, will be rebuilt. It is expected that the cost will be $20,000.

Raven & Mann, New Westminster, B.C., are considering the erection of a lumber mill on the Fraser River in the Mission City District. They intend to erect a plant if they find that they can purchase sufficient standing timber.

A partnership has been formed between Chas. E. Curtis and Delbert H. Sears, both of Qualicum Beach, B.C., as general partners, and Thos. Kinkade, of Little Qualicum River, as special partner, to carry on business under the name of the Curtis & Sears Lumber Company.

The Koprino Lumber Company has secured an extra-provincial license

to carry on business in the province of British Columbia with provincial head office at 509 Richards Street, Vancouver, and F. O. Brodie, Vancouver, attorney for the company. The head office of the company is at Phoenix, Arizona, and its capital stock is $1,500,000.

The Grant Lumber & Fuel Company, Limited, has been incorporated with head office at Winnipeg and capital stock of $100,000. The incorporators include John A. Grant, Wm. Grant, P. W. Grant, W. H. Grant and J. R. Frizell, all of Winnipeg. The company will take over and operate the lumber manufacturing business carried on at Riverton, Man., by the Grant Lumber & Fuel Company.

The Nairn Falls Power and Pulp Company, Limited, have been incorporated with Dominion charter to construct and operate pulp and paper mills. The head office of the company is at Malbaie, P.Q., and the authorized capital is $100,000. The incorporators include L. A. Martin, R. Pepin, L. E. Morin, L. G. Morin and W. E. Morgan, all of Montreal.

The Laminated Materials Company have been granted an extra-Provincial certificate to carry on business in British Columbia, with provincial head office in the Hart Block, Columbia Street, New Westminster. The head office of the company is at 35 Congress Street, Boston, Mass. The company's capital stock is $200,000. Its powers include the manufacturing, buying and selling of goods manufactured from wood or other veneers of any laminated material.

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The United States Consul at Catania, Italy, reports by cable under date of March 11th, that there are exceptional opportunities in the Catania district for lemon box shooks and pine lumber. Manufacturers should send samples and prices at once.

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The Peterborough Lumber Company, Peterborough, Ont., have received $1,000 damages in consideration of the damage done their northern timber limits last fall by a fire which broke out on the Government's property and spread to the private property.

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J. S. Daugherty, Houston, Tex., in a letter to the United States Consul, at Vancouver, states that British Columbia shingles would find a market in Texas. By means of the recently completed Houston canal, an all-water route by way of the Panama Canal could be used by shippers to Texas points.

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C. H. Ditewig, of Chandler & Ditewig, whoesale lumber dealers, Vancouver and Winnipeg, has severed his connection with this firm in order to engage in the lumber business in Seattle. Geo. R. Potter, former prairie representative of the Adams River Lumber Company, now has charge of Mr. Chandler's Vancouver office.

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United States exports of wood, lumber and their manufactures during January, 1915, amounted in value to $3,000,000. During January, 1914, the value was $7,500,000. For the seven months ending January 31, 1915, the exports were valued at $29,200,000, and for the seven months ending January 31, 1914, the value was $61,900,000.

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Wm. Bryenton, a well-known lumberman of Bryenton, N.B., died recently after an illness of about six months. The late Mr. Bryenton was manager of the south-west boom and also operated a mill at Bryenton. He gave up active business some months ago. Mr. Bryenton was 61 years of age and leaves a widow, a daughter and three sons.

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The board of trade of Nelson, B.C., at a recent meeting passed a resolution submitted by the Mountain Lumber Manufacturers' Association endorsing the action of that association in endeavoring to have the Dominion Government place a duty of $2 per 1,000 ft. on common lumber, rough or dressed, imported into Canada and to enforce the dumping clause.

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Chief Justice Hunter, of the Supreme Court of British Columbia, has decided that logs when towed are freight, and that owners of tugboats towing such logs failing to secure payment for their services and secure a carrier's lien have priority over a laborer's lien for wages, even though the latter may have been filed first. The decision was based on an English law, the court holding that provincial enactments could not supersede it.

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The Emerson Lumber Company and Roe & Abernethy are suing the National Finance Company, the North American Securities Company and Alvo von Alvensleben, Limited, and several persons in Nova Scotia, Newfoundland and Ontario for $11,188 due the former plaintiff and $59,607 due the latter. In 1910 the National Finance Company purchased water frontage at Port Moody, B.C., along with buildings, mill, plant, etc., and it is claimed by the plaintiffs that the amounts sued for are still owing on principal and interest.


**Blair & Rolland, Ltd.**

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**Montreal**

Main 5063

**White Pine—1914 cut.**
1", 1¼", 1½", 2" and 3".

**Strips and Sidings** Mill Cull White Pine
1", 1¼", 1½" and 2"

**O. Cull Pine**
1" and 3"

**Basswood Log Run,** Mill Culls and Dead Culls Out.
1" x 4" up 6/16
cut early 1914.

**Cull Spruce**
3 x 4/9 x 8/13

**Merchantable Spruce**
2 x 5/12 x 10/13
Lath Spruce Mill Run—4 x 1½ x ⅜
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which will be absorbed at remunerative prices, maintain a stable lumber industry, and permit the practice of forestry upon private lands, than it is to have lumber temporarily chap and later unduly high, because reckless competition has made conservation impossible.

TENTH—The lumber industry in the future must co-operate much more effectively than in the past through associations of producers. Alone the individual timberland owner or lumber manufacturer is helpless. United with his fellows in the same region or line of activity, he becomes a force which can do much.

No association of lumber manufacturers is accomplishing its legitimate purpose which among other activities, does not collect and publish complete, accurate, and detailed statistics upon production, shipments, stocks on hand, and market prices. Nor is a member of an association who neglects or refuses to do his part in supplying necessary reports of this character deserving of any sympathy when he complains—as he often does—that association membership is of no value. If he gives nothing, he is entitled to nothing.

Lumbermen must learn what other successful manufacturers knew long ago—that in order to make money, money must be freely spent for promotion. The cypress manufacturers recognized this law of business when they levied association dues of 25 cents a thousand for 1915. Experience has taught them that association dues are a profitable investment—not at tax.

The faithful observance of these ten prescriptions may not relieve all the troubles of the patient, but they are offered in good faith and it is believed that they possess sufficient curative properties to warrant a trial.

## The "Foster" Fan for Saw Mills

The accompanying illustration shows the "Foster" fan which has been placed on the market by the Toronto Blower Company. This blower is meeting with remarkable success. It is designed and constructed throughout upon scientific principles and the company state that it is the only non-centre suction fan in existence. It is covered by patents both in Canada and the United States.

The "Foster" blower handles any conceivable material without clogging, as the entering material does not pass through or around the wheel, as is the case in centre suction fans. In the "Foster" suction fan the material is at once discharged through the outlet duct which is adjacent to the inlet. The "Foster" blower shaft extends through the centre of the fan and is fitted with ball bearing on either side of the fan case, thus doing away with the over-hung wheel, so that there is no heating, clogging or shaking. These blowers are particularly adapted to sawmill requirements. Many of them have been installed in Ontario sawmills to blow the green sawdust which formerly was removed by means of a conveyor. The Toronto Blower

The "Foster" Fan.

Company manufacture a special heavy sawdust blower for this purpose. The fact that the "Foster" blower accomplishes all this with fifty per cent. less power than other blowers is creating a large demand for this machine, and has obliged the company to extend its plant. The Toronto Blower Company are rapidly outgrowing their present quarters, a fact which speaks well for their success and for the value of the "Foster" fan, during such times as the present, when general business is so greatly reduced.


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Mills: St. John, N.B. Blackville, N.B. Nanudogan, N.B. Marysville, N.B.

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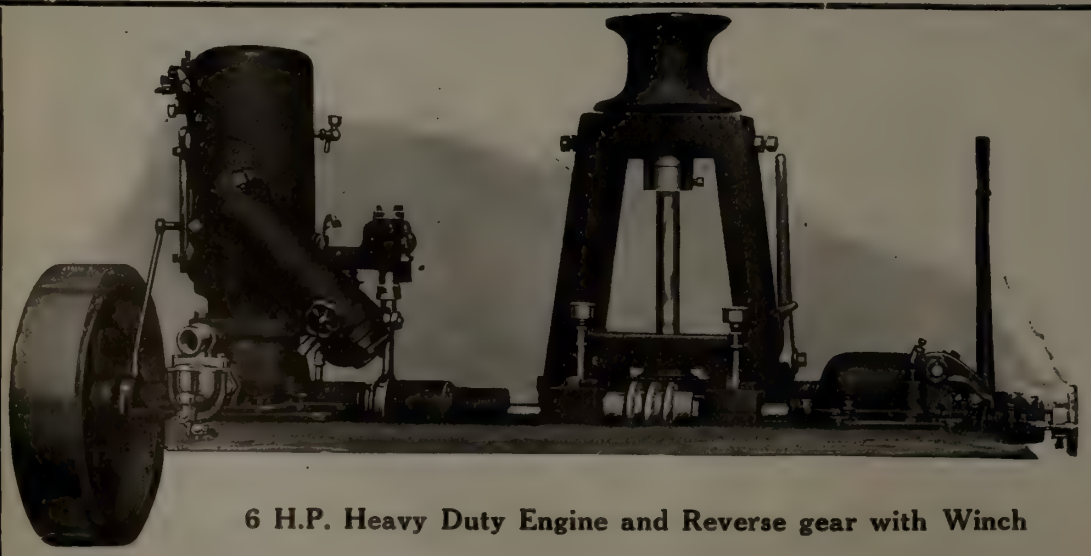

6 H.P. Heavy Duty Engine and Reverse gear with Winch

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will be decidedly lower this year if you use Adams Gasoline Towing Machinery in 25 ft. punts for carrying supplies and handling booms and logs. One man does the work of ten. We have both machinery and complete punts for prompt shipment. It will pay you to write us now. Gasoline engines all sizes, 2 to 25 h.p.

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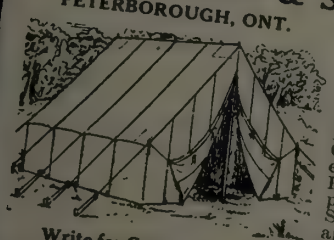

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ALGONQUIN STEEL RANGE.

**A good Steel Range for Camp Use**

Can be fitted to burn wood, coal or coke. Special price to lumbermen.

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TORONTO, CANADA

**BELTING**
of every description
**HOSE, AND MILL SUPPLIES**
We Guarantee Satisfaction
Write for Net Price List
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**Wing Screw Boot Calks**
Made especially for Lumbermen

No. 5.

Send for samples and prices.

**The Steel Co. of Canada, Limited**
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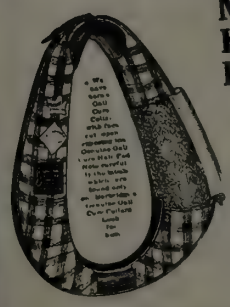

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The Moreau Barking Machine is something quite different from any other rossing device.

It has a capacity of from 2 to 3 cords per hour and only requires 6 H.P. to operate it, and it eliminates the time consuming and costly operation of boiling logs.

The Moreau Barker only diminishes the log 18 per cent. as compared with a loss of 25 per cent. to 30 per cent. by other barkers.

The Moreau is an Automatic Barker and its working efficiency is not dependent upon the operator. This feature is particularly advantageous when the logs to be barked are crooked.

Used in conjunction with a pulp wood plant the Moreau Barking Machine will show surprising results. A valuable feature of this outfit is that it is readily portable to any point in the woods—at the railway siding or wherever shipping facilities are offered. Its own weight is sufficient to hold it in place when in operation.

***Write us for literature and prices***

The
St. Simeon Lumber Co.
Limited

Doreil, P. Q. January 30, 1915

Mr. Chas. Manseau, Sales Manager
The Moreau Barking Machine Co., Ltd.
Drummondville, Que.

*Dear Sir:—*

*We beg to acknowledge receipt of your favor of the 20th inst.*

*We installed six Moreau barkers in May, 1907 and since that date we reckon that each of these machines has barked 15,000 cords of wood, costing on an average from 40 to 45 cents a cord, according to circumstances. Maintenance for each of these machines amounted to from $5 to $6 per year. We reckon the loss of wood through barking averages about 18%. These machines have proved so satisfactory to us that our firm, having decided to build a new mill, will install 8 or 10 of these Moreau barkers in it.*

*Yours very truly*
*The St. Simeon Lumber Co., Ltd.*
*Doreil*
*Per Alf. Garneau*

# The Moreau Barking Machine

## Company, Limited

## St. Hyacinthe, Que.

**Address all communications to C. Manseau, Sales Manager, Drummondville, Que.**

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Get a copy of the "Belting Manual" and be sure to preserve it. It's the "how" book on belting transmission, it tells:

—how to select belts.

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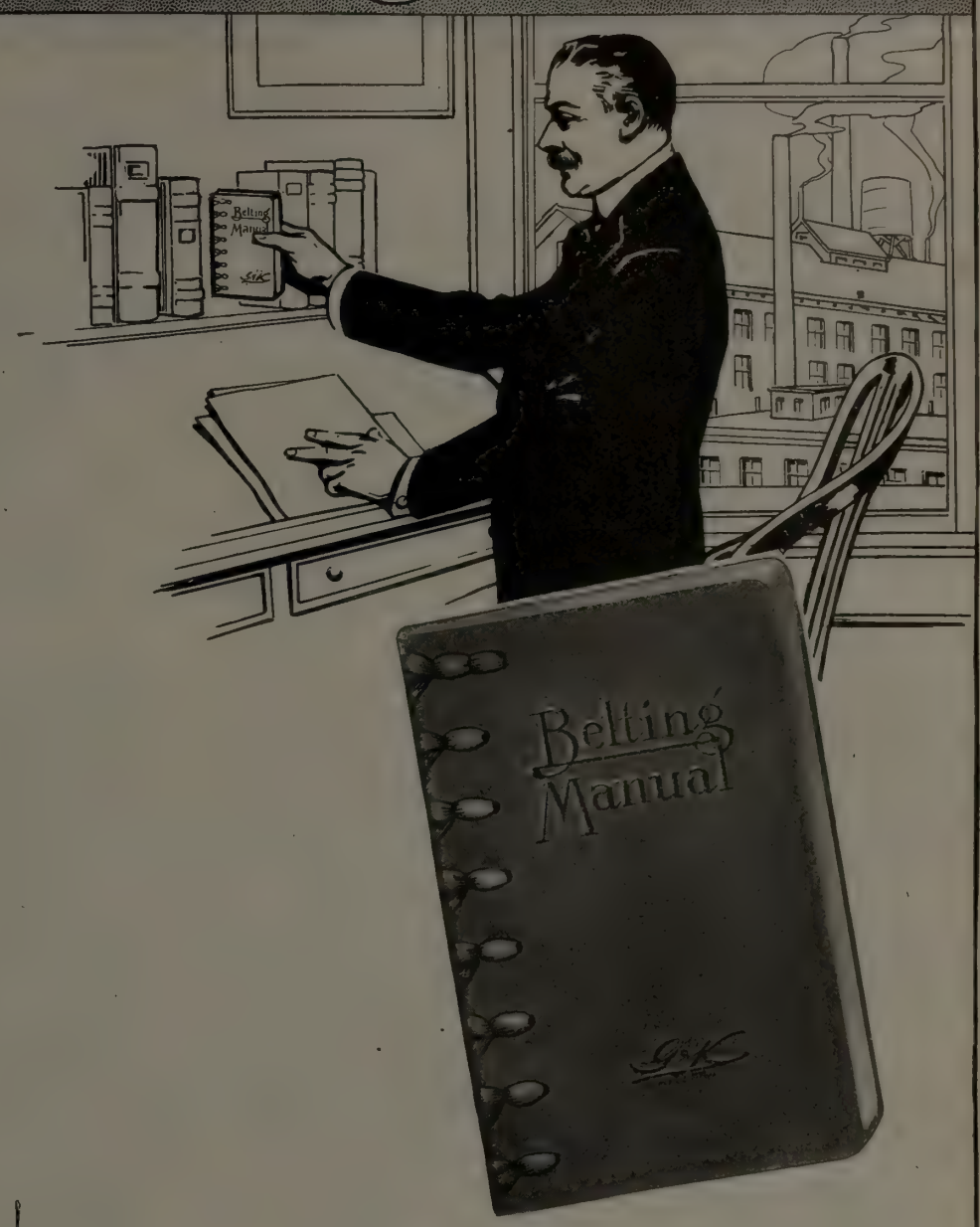


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Rimouski Industrial Company
Spencer, C. A.
Stearns Salt & Lumber Company
Webster & Bro., James

### HARDWOOD FLOORING
Canada Wood Specialty Company
Siemon Bros.
Wilson Bros.

### HEMLOCK
Anderson Lumber Company, C. G.
Bartram Bros.
Cameron & Company
Canada Lumber Sales Company
Elgie & Jarvis Lumber Company
Graves, Bigwood & Company
Haeberle Lumber Company
Hocken Lumber Company
McGibbon Lumber Company
Mason, Gordon & Company
Read & White
Spears & Lauder
Spencer, C. A.
The Long Lumber Co.

### HOISTS
Morris Crane & Hoist Company

### HORSES
Jacobs, J. W.

### HOSE
Canadian Consolidated Rubber Co.
Can. H. W. Johns-Manville Co., Ltd.
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited

### HARDWOOD VENEER DOORS
Wilson Bros.

### INTERIOR FINISH
Wilson Bros.

### KNIVES
Disston & Sons, Henry
Galt Knife Works
Peter Hay Knife Company
Simonds Canada Saw Company

### LATH
Austin & Nicholson
Bartram Bros.
Beck Mfg. Company, C.
Christy-Moir Company
Fraser Limited
Fraser-Bryson Lumber Company
Georgian Bay Lumber Company
Harris Tie & Timber Company
Graves, Bigwood & Company
McGibbon Lumber Company
New Ontario Colonization Company
Rat Portage Lumber Company
River Ouelle Pulp & Paper Co.
Spencer, C. A.
Victoria Harbor Lumber Co.

### LAUNCHES
Adams Launch & Engine Company

### LOCOMOTIVES
Canadian Locomotive Company
Climax Mfg. Company
Heisler Locomotive Works
Montreal Locomotive Works

### LOGGING CHAINS
Hingley & Sons, N.

### LOGGING & MACHINERY EQUIPMENT
Gerlach Company, Peter
Russell Brothers
Ryther & Pringle Company
Waterous Engine Works Co.

### LUBRICANTS
Dixon Crucible Co., Joseph

### LUMBER
Austin & Nicholson
Canada Wood Specialty Company
Dudley, A. N.
Fassett Lumber Company
Garrett Lumber Company, T. H.
Georgian Bay Lumber Company
Harquail, J. & D.
Harris Lumber Co., Frank H.
Harris Tie & Timber Company
Harrison & Sons, John
Laidlaw Lumber Company, R.
McLennan Lumber Company
Montreal Lumber Company
Newman, John P.
New Ontario Colonization Co.
Oliver Lumber Company
Parry Sound Lumber Company
Ritter Lumber Company, W. M.
River Ouelle Pulp & Lumber Co.
Victoria Harbor Lumber Company
Wilson Bros.

### LUMBER CRAYONS
Dixon Crucible Company, Jos.
Superior Manufacturing Company

### NORTHERN PINE
Anderson Lumber Company, C. G.
Beck Manufacturing Company, C.
Blair & Rolland
Cameron & Company
Canada Pine Lumber Company
Cleveland-Sarnia Sawmills Company
Donogh & Company, John
Fesserton Timber Company
Fraser-Bryson Lumber Company
Gordon & Company, George
Gillies Bros. Limited
Graves, Bigwood Company
Harris Tie & Timber Company
Hocken Lumber Company
Long Lumber Company
Mackarell & Company, Thos.
Mason, Gordon & Company
Quebec & St. Maurice Industrial Company
Rat Portage Lumber Company
Rideau Lumber Company
Sawmill Owners Sales Company
Spencer, C. A.
St. Gabriel Lumber Company
Watson & Todd, Limited

### OATS
Chisholm Milling Company
Dwyer & Company, W. H.
Fairweather, A. W.
National Elevator Co.

### OVERHEAD RUNWAYS
Morris Crane & Hoist Co., Herbert

### PACKINGS
Can. H. W. Johns-Manville Co., Ltd.
Garlock Packing Co.
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited

### PAINT
Dixon Crucible Co., Joseph

### PENCILS
Dixon Crucible Co., Joseph

### PLANING MILL EXHAUSTERS
Sturtevant Company, B. F.

### PLANING MILL MACHINERY
Canadian Buffalo Forge Co.

### PLATE CLAMPS
Morris Crane & Hoist Co., Herbert

### POLES
Harris Tie & Timber Company
Pink & Company, Thos.

### POPLAR
Dawkins Lumber Company, W. H.

### PULLEYS & SHAFTING
Waterous Engine Works Co.

# Dominion Timber Regulations

Licenses to cut timber on Dominion Lands in the Provinces of Manitoba, Saskatchewan, and Alberta, the Northwest Territories, within twenty miles on either side of the main line of the Canadian Pacific Railway in the Province of British Columbia, and in the tract of three and one-half million acres to be located by the Government in the Dominion in the Peace River district in the Province of British Columbia, lying east of the Rocky Mountains and adjoining the Province of Alberta, shall be disposed of by public auction at the office of the Dominion Timber Agent for the districts in which the berths are situated.

Before any parcel of timber is offered for sale it shall be surveyed by a duly qualified Dominion Land Surveyor into berths of an area not exceeding twenty-five square miles, and each of such berths shall then be thoroughly cruised by a duly qualified timber cruiser in the employ of the Dominion Government. The Minister shall then fix an upset price at which the berth shall be disposed of, and no berth shall be sold at less than the price so fixed.

Purchases to the amount of one thousand dollars or under shall be paid in cash at the time of sale. Purchases over one thousand dollars and not exceeding five thousand dollars shall be paid, one-half in cash at the time of sale, and a note or notes shall be given for the remaining half of the purchase price, payable in three months, with interest at the rate of five per cent. per annum. Purchases over five thousand dollars and not exceeding ten thousand dollars shall be paid one-third in cash at the time of sale, and notes shall be given for the remaining two-thirds of the purchase price, payable in three and six months, with interest at the rate of five per cent. per annum. Purchases exceeding ten thousand dollars shall be paid one-fourth in cash at time of sale, and notes shall be given for the remaining three-fourths of the purchase price, payable within three, six and nine months, with interest at the rate of five per cent. per annum. Notes shall be made payable at a bank in the city or town in which the sale is held or at a bank in the city of Ottawa. Cash payments must be made at the time of sale in legal tender or by an accepted cheque on a chartered bank, or by a draft issued by a chartered bank, payable to the order of the Deputy Minister of the Interior. If default is made in any payment required by this section the sale shall be forfeited and void.

The purchaser must also pay the cost or the estimated cost of the survey of the berth before a license is issued.

The licensee shall pay an annual ground rent of five dollars per square mile except for lands situated to the west of Yale, in the Province of British Columbia, in which case the yearly ground rent shall be five cents per acre.

The licensee shall pay the following dues on timber cut on his berth :—

Sawn lumber, 50 cents per thousand feet, board measure.

Railway ties, eight feet long, 1½ cents each.

Railway ties, nine feet long, 1¾ cents each.

Shingle bolts, 25 cents per cord.

And 5 per cent. on the sale of all other products of the berth.

# Timber Permits

Yearly permits are granted to settlers, mine operators and others on application to the Dominion Timber Agents, from whom further information can be obtained.

**W. W. Cory,**

Deputy Minister.

Department of the Interior, Ottawa,
December 20th, 1912.

**PULP MILL MACHINERY**
Moreau Barking Machine Co.

**PUMPS**
Smart-Turner Machine Company
Waterous Engine Works Co.

**RAILS**
Gartshore, John J.
Morris Crane & Hoist Co., Herbert

**REDWOOD LUMBER**
Mershon Lumber Co., John D.
Pacific Lumber Company.

**ROOFING**
Bird & Son
Can. H. W. Johns-Manville Co., Ltd.
Turner Bros. Canada, Limited

**RUBBER GOODS**
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited

**SASH**
Batts Limited
Haeberle Lumber Company
Heaps & Company, E. H.
Rat Portage Lumber Company
Rimouski Industrial Company
Tessier, Alphonse.

**SAWS**
Atkins & Company, E. C.
Disston & Sons, Henry
Gerlach Company, Peter
Hoe & Company, R.
Mereen Johnston Machine Company
Radcliff Saw Mfg. Company
Shurly-Dietrich Company
Simonds Canada Saw Company

**SAW MILL MACHINERY**
Berlin Machine Works
Gerlach Company, Peter
Hamilton Company, William
Huther Bros. Saw Mfg. Company
Long Manufacturing Company, E.
McLennan Foundry & Mach. Works
Mereen-Johnson Machinery Co.
Mershon & Company, W. B.
Morris Crane & Hoist Co., Herbert
Parry Sound Lumber Company
Payette & Company, P.
Waterous Engine Company

**SHINGLES**
Barclay Shingle Mills
Bartram Brothers
Campbell-MacLaurin Lumber Co.
Can. H. W. Johns-Manville Co., Ltd.
Christy-Moir Company
Fraser Limited
Gillespie, James
Harris Tie & Timber Company
Heaps & Company, E. H.
Larkin Lumber Company, C. A.
Long Lumber Company
McGibbon Lumber Company
North Shore Shingle Association
Rat Portage Lumber Company
Snowball Company, J. B.
Timms, Phillips & Company

**SHINGLE & LATH MACHINERY**
Gerlach Company, Peter
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Payette & Company, P.
Waterous Engine Works Co.

**SOUTHERN PINE**
Arkansas Soft Pine Association
Cameron & Company
Garrett Lumber Company, T. H.
Harris Lumber Co., Frank H.
Hobart & Company
Mason, Gordon & Company
Wilson Lumber Company
Wuichet, Louis

**SPRUCE**
Auger & Son
Bartram Bros.
Blair & Rolland
Cameron & Company
Canada Lumber Sales Company
Christy-Moir Company
Donogh & Company, John
Elgie & Jarvis Lumber Company
Fenderson & Company, John
Fraser Limited
Fraser-Bryson Lumber Company
Gillies Bros
Leak & Company
Mackarell & Company, Thos.
Mason, Gordon & Company
New Ontario Colonization Co.
Quebec & St. Maurice Industrial Co.
Rideau Lumber Company
Spencer, C. A.
St. Gabriel Lumber Company
Waterous Engine Works Co.

**STEEL CHAIN**
McKinnon Chain Company
Standard Chain Company

**SNOW PLOWS**
Pink Company, Thos.

**TAPS and DIES**
Pratt & Whitney Company
Waterous Engine Works Co.

**TELESCOPIC ASH HOISTS**
Morris Crane & Hoist Co., Herbert

**TIES**
Fesserton Lumber Company
Harris Tie & Timber Co.
Spears & Lauder

**TIMBER BROKERS**
Cant & Kemp
Farnworth & Jardine
Lacey & Company, Jas. D
Meier, F. R.

**TIMBER ESTIMATORS**
Lauderburn, D. E.
Meier, F. R.
Munson-Whitaker Company
Sewall, James W.

**TIMBER CRUISERS**
Campbell Lumber Company, L. E.

**TUGS**
West & Peachey

**VENEERS**
Dominion Mahogany & Veneer Co.
Hoffman Brothers Company
Webster & Bro., Jas.

**VENEER MACHINERY**
Coe Mfg. Company
Perrin, William R.
Philadelphia Textile Machinery Co.

**WIRE**
Steel Company of Canada

**WOODWORKING MACHINERY**
American Woodworking Mach. Co.
Berlin Machine Works
Canadian Buffalo Forge Co.
Fay & Egan Co., J. A.
Hamilton Company, William
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Waterous Engine Works

**WOOD PULP**
New Ontario Colonization Co.
River Ouelle Pulp & Lumber Co
St. Gabriel Lumber Company


# RUBBER GOODS FOR LUMBERMEN

**Belting** Our long experience in the making of Rubber Belts enables us to specialize on this line. "Monarch" "Red Strip" and "Lion" are our leading brands for power transmission. (Write for Booklet B-1.)

**Packings** "Redstone" High Pressure Sheet Packing has proved by test that it will outlast any other similar packing on the market. We make Spiral and Ring Packings, etc., that are equally reliable. (Booklet P-1.)

**Hose** for Steam, Water, etc., in various grades, made especially to give satisfactory and economical service under different conditions. (Booklet H-1)

**Fire Hose** One or more of our twenty brands of Fire Hose will be found, not only in the best equipped Factories, Mills, etc., but in almost every Fire Department in the Dominion. (Booklet H-1)

## Gutta Percha & Rubber, Limited

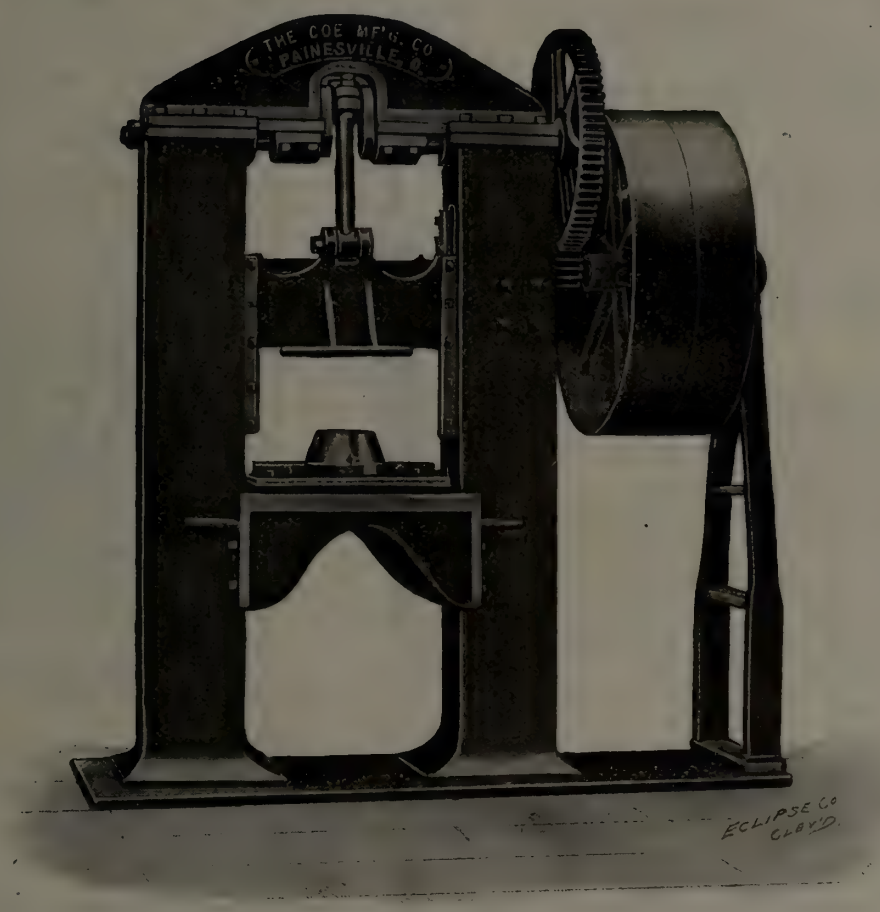
Successors to
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

# Veneer Coe Machinery

# Hollow Die Stamping Machine

**Heavy Strong Massive**




**Basket and Package Dies**

Style "B" Weight 4,500 pounds

This machine was especially designed for use in basket factories for making "Climax" bottoms and covers, taper peach basket staves, berry box patterns, grease and butter packages, bottoms and covers for other packages of any shape.

Its cutting capacity is from 50,000 to 400,000 pieces per day of ten hours, the output, of course, depending on the thickness of stock used.

We can equip the machine with any number of special dies to do your work. All we need are samples of the work you have to do, and we will make the dies to do it.

The machines are very heavy and strong, and with proper care will last a lifetime.

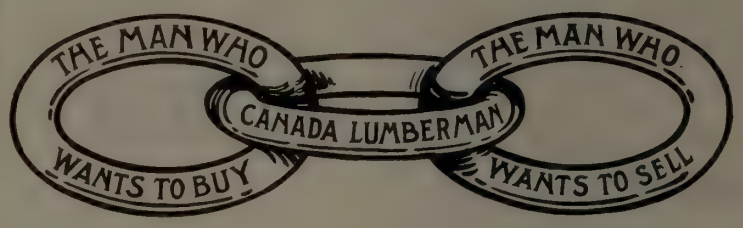
A line to us will bring full detailed description of all or any one of the Coe Machines, Rotary Cutter, Slicer, Drag Saw, Knife Grinder, Clipper, Wringer, Roller Dryer. ***Catalogue on request.***

# The Coe Manufacturing Co.

**Painesville, Ohio, U. S. A.**

*Established 1850*

***The oldest and largest manufacturers of complete veneer equipment.***




# The Connecting Link

Way back in 1880 the **Wanted and For Sale** columns of the Canada Lumberman and Woodworker were used extensively by the lumbermen of Canada for the purchase and sale of timber, lumber and machinery.

Time has but served to enhance the value of this medium, until to-day the **Wanted and For Sale Department** of the Canada Lumberman has become a national market.

Twice a month "the paper with the green cover" brings together buyers and sellers of lumber and machinery from all the principal lumbering centres of Canada and the United States. By covering this wide field, the percentage of waste circulation for advertisers has been reduced to a minimum.

For quick and satisfactory results, get your advertisement in the **Wanted and For Sale Department** of the

**Canada Lumberman & Wood Worker**

Published 1st and 15th of the Month

*The National Lumber Journal of Canada*

TORONTO - - - CANADA

Branch Offices:

Montreal Winnipeg Vancouver London, Eng.

United States Representatives:
W. D. Ward, 628 Tribune Building, NEW YORK.
E. I. Macintyre, 1155 Peoples Gas Building, CHICAGO.

# Do Your Men USE or ABUSE Their Files?

The correct USE of a file is to retain it on a certain class of work until its efficiency is impaired. When it reaches the point where it requires more effort to remove less stock, it should be promptly replaced with a new one.

The ABUSE of a file is its retention *after* it has passed the "impaired efficiency" point. It is no longer able to operate swiftly, accurately nor economically. The expensive time and labor it wastes more than offsets the costs of several new files.

Investigate filing conditions in your plant. See if your mechanics are *using* their files *to your profit*—or *abusing* them to *your loss.*

Insist that all files be replaced *promptly* —preferably with the

***Famous Five:***

**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**

**(Made in Canada)**

They have every advantage in their favor: 50 year's experience. 5 modern plants. Highly specialized factory equipment. Every manufacturing step controlled by us.

A 60,000,000 yearly output guarantees economical production. Numerous careful inspections and strenuous practical tests insure uniform efficiency in every one of the FAMOUS FIVE.

**Try them in YOUR shops. Their SERVICE is their best "salesman"**

**Nicholson File Company**
**PORT HOPE** Dealers Everywhere **ONTARIO**

***"File Filosophy"—a handbook on Files —sent FREE on request.***

# Pink's Lumbering Tools

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

**Long Distance Phone, No. 87**

Send for Catalogue and Price List.

**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**

## The Thomas Pink Company, Limited

*Manufacturers of Lumber Tools*

**PEMBROKE - - - - - ONTARIO**

**MADE IN CANADA**

It's a Pink anyway you take it, and it's the best Peavey made.

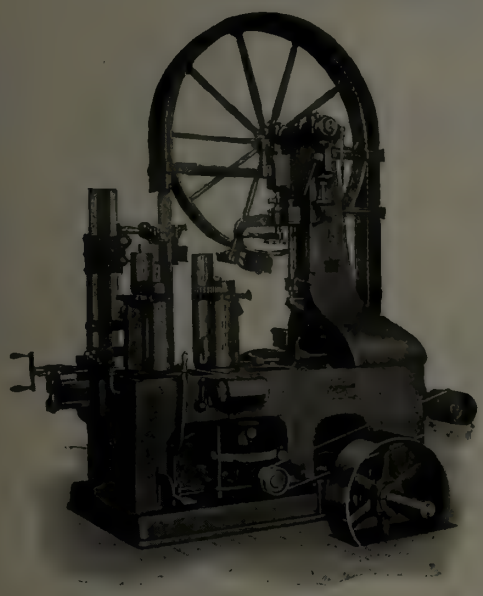


# PERFECTION

*a Specialty in the* BAND RESAWS *line*

SOUTHERN BRAZIL LUMBER CO.

Tres. Barras, Brazil,
Nov. 14, 1914



New Standard 60-in. Band Resaw.

Gentlemen,—

Replying to yours of October 8th, will say that the three Band Saws shipped by you and erected by us at this place are doing perfect work and giving every satisfaction — in fact, we would not think of duplicating this plant without duplicating the machines.

We further wish to state that among all the exporters that we have had anything to do with in erecting this plant, at this point, your shipments have been received by us in the most satisfactory manner.

Yours truly,
SOUTHERN BRAZIL LUMBER CO.

## Wm. B. Mershon & Company

**Saginaw, Michigan**



# Are your horses of use to you?

This seems an absurd question—and the answer is always **"Of course they are"**—In which case provide your stables with:

## Johnson's Reliable Veterinary Remedies

**Johnson's Horse Liniment, No. 1** (Alcoholic)

| | |
|---|---|
| 1 gal. jugs (Imperial) | $4.50 gal. |
| 1 lb. bottles | 8.00 doz. |
| 2 lb. bottles | 15.00 doz. |

**Johnson's Horse Liniment, No. 2** (an oil liniment)

| | |
|---|---|
| 1 gal. jugs (Imperial) | 3.00 gal. |
| 1 lb. bottles | 6.00 doz. |
| 2 lb. bottles | 11.00 doz. |

**Johnson's Horse Colic Remedy**
A sure and speedy cure for all kinds of Colic

| | |
|---|---|
| 1 gal. jugs (Imperial) 40 doses | 5.00 gal. |
| 1 lb. bottles 4 doses | 8.00 doz. |
| 2 lb. bottles 8 doses | 15.00 doz, |

**Johnson's Veterinary Healing Ointment** (Gall Cure)

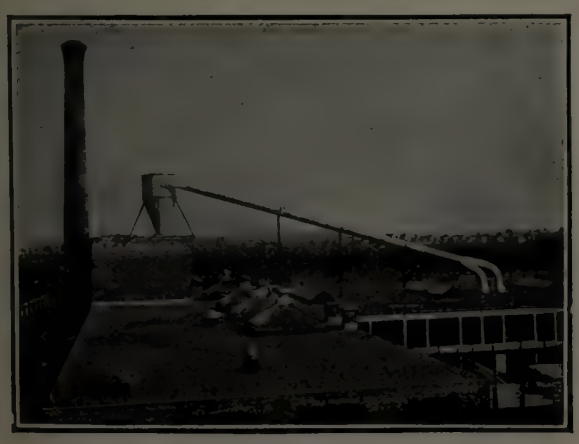
| | |
|---|---|
| 2 lb. tins | 2.00 per tin |
| 4 oz. tins | 3.50 doz. |

**Johnson's Condition Powders** (Concentrated)
1 lb. Packages 3.60 per doz.

**Johnson's Camp and Household Remedies,** such as Cough Syrup, Healing Ointment, Headache Powders, Big 4 Liniment, Stomach Bitters, Cathartic Pills, etc., etc., have stood the test of twenty-five years and are in use all over Canada, from the Atlantic to the Pacific. Prices are lower than those of all other manufacturers. Letter orders receive prompt attention.

**A. H. Johnson,** Wholesale Druggist, **Collingwood, Ont.**





# Exhaust Systems

We design and install Exhausting Systems for Planing Mills, Shoe Factories, Pulp Mills, Grinding and Buffing Plants, or for any business where it is desired to exhaust foul air or convey materials by means of fans. We will be pleased to have enquiries.

## Geo. W. Reed & Co., Ltd., Montreal

# CURRENT LUMBER PRICES—WHOLESALE

## TORONTO, ONT.

Car Lots

White Pine:

| | | |
|---|---|---|
| 1 inch No. 1 cuts and better | $50 00 | 52 00 |
| 1½ inch No. 1 cuts and better | 60 00 | 62 00 |
| 2-in. No. 1 cuts and better | 62 00 | 64 00 |
| 1½-in. No. 2 C. & B. | 45 00 | 47 00 |
| 2-in. No. 2 cuts and better | 47 00 | 49 00 |
| 4/4 No. 2 and 3 cuts | | 31 00 |
| 5/4 and 6/4 No. 2 and 3 cuts | | 37 00 |
| 8/4 No. 2 and 3 cuts | | 38 00 |
| 1-in. Good Shorts | 35 00 | 40 00 |
| 1 x 4 and 5 com. and dressing | 26 00 | 27 00 |
| 1 x 6 common and dressing | 27 00 | 29 00 |
| 1 x 8 common and dressing | 27 00 | 29 00 |
| 1 x 10 common and dressing | 31 00 | 32 00 |
| 1 x 12 common and dressing | 32 00 | 34 00 |
| 1 x 10 and 12 mill cull stocks | | 23 00 |
| 1-in. mill cull sidings | | 21 00 |
| 5/4 and 6/4 x 4 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 5 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 6 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 8 m.r., m.c. out | | 29 00 |
| 5/4 and 6/4 x 10 m.r., m.c. out | | 32 00 |
| 5/4 and 6/4 x 12 m.r., m.c. out | | 34 00 |
| 2 x 10 common | | 28 00 |
| 2 and 3 x 12 common | | 30 00 |
| 1 x 8 box and common | 23 50 | 24 50 |
| 1 x 10 inch box and common | 25 00 | 26 00 |
| 1 x 12 inch box and common | | 27 00 |
| 1-in. mill run sidings | 25 00 | 27 00 |
| 1-in. mill run shorts | | 22 00 |
| 1-in. mill run Norway | | 22 00 |
| 2-in. mill run Norway | | 23 00 |
| Norway, c and cf. 1-in. | | 32 00 |
| Norway, c. and cf. 1½-in. | | 32 00 |
| Norway, c. and c. 2-in. | | 32 00 |
| Spruce mill culls | | 20 00 |

Hemlock No. 1:

| | |
|---|---|
| 1 x 4 and 5-in. x 9 to 16 ft. | 17 00 |
| 1 x 6-in. x 9 to 16 ft. | 20 00 |
| 1 x 8-in. x 9 to 16 ft. | 21 00 |
| 1 x 10 and 12 in. x 9 to 16 ft. | 22 00 |
| 1 x 7 ,9 and 11 in. x 9 to 16 ft. | 19 00 |
| 1-in. No. 2, 6-ft. to 16-ft. | 17 00 |
| 2 x 4 to 12, 10 and 16 ft. | 20 00 |
| 2 x 4 to 12-in., 12 and 14 ft. | 20 00 |
| 2 x 4 to 12-in., 18 ft. | 24 00 |
| 2 x 4 to 12-in., 20 ft. | 26 00 |
| 2 x 4 to 12-in., 22 ft. | 27 00 |
| 2 x 4 to 12-in., 24 ft. | 28 00 |
| 2-in. No. 2, 4-in. and up in width, 6 to 16 ft. | 17 00 |
| Clear in B. C. cedar, kiln dried | 50 00 |

Douglas Fir:

| | |
|---|---|
| Dimension Timber up to 32 feet: 8x8, 10x10, 10x12, 10x14, 12x12, 12x14, 14x14, 14x16 up to 32 ft. | 31 50 |
| 6x10, 6x12, 8x10, 8x12, 10x16, 12x16, 16x16, 16x18, 18x18, 20x20, up to 32 ft. | 32 00 |
| 6x14, 8x14, 12x18, 18x20, up to 32 ft. | 32 50 |
| 6x16, 8x16, 10x18, 12x20, 14x20, 16x20 up to 32 ft. | 33 00 |
| 10x20, up to 32 ft. | 33 50 |
| 6x18, 8x18, up to 32 ft. | 34 00 |
| 6x20, 8x20, up to 32 ft. | 35 00 |

Timber in lengths over 32 feet take the following additions: 33 to 35 ft., 50c; 36 to 40 ft., $1; 41 to 45 ft., $3; 46 to 50 ft., $5; 51 to 55 ft., $7; 56 to 60 ft., $9; 61 to 65 ft., $12.50; 66 to 70 ft., $15; 71 to 75 ft., $18; 76 to 80 ft., $22.

| | |
|---|---|
| Fir flooring, edge grain | 36 00 |
| No. 1 and 2 clear 1-in. Fir rough | 39 00 |
| No. 1 and 2 clear 1¼, 1½ and 2-in. Fir rough | 41 00 |
| 1½-in. No. 1 4-ft. pine lath | 5 00 |
| 1½-in. No. 2 4-ft. lath | 4 75 |
| 1½-in. 32-in. pine | 2 65 |
| 1½-in. No. 1 4-ft. hemlock lath | 4 00 |
| 1½-in. mill run hemlock lath | 3 75 |
| XX B. C. cedar shingles | 2 25 |
| XXX 6 butts to 2-in. | 2 90 |
| XXXX 6 to 23-16-in. | 3 10 |
| XXXXX | 3 35 |

Hardwoods—Per M. Feet, Car Lots

| | |
|---|---|
| Ash, white, 1sts and 2nds, 1½ and 2-in. | 60 00 |
| Ash, white, No. 1 common | 45 00 |
| Ash, brown, 1sts and 2nds, 4/4 | 50 00 |
| Ash, brown, common and better | 39 00 |
| Ash, brown, 1sts and 2nds, 6/4 & 8/4. | 60 00 |
| Birch, 1sts and 2nds, 4/4 | 39 00 |
| Birch, No. 1 com. and bet., 4/4 | 30 00 |
| Birch, 1sts and 2nds, 6/4 and 8/4 | 42 00 |
| Birch, 1sts and 2nds, 10/4 and 12/4. | 45 00 |
| Birch, 1sts and 2nds, 16/4 | 50 00 |
| Basswood, 1sts and 2nds, 4/4 | 40 00 |
| Basswood, No. 1 com. and bet., 4/4. | 30 00 |
| Basswood, No. 2 and 3, common | 18 50 |
| Basswood, 6/4 and 8/4, 1sts and 2nds. | 44 00 |
| Basswood, 6/4 and 8/4, com. and bet. | 38 00 |
| Basswood. 4/4, No. 2 com. and bet. | 28 00 |
| Soft elm, 1sts and 2nds, 4/4 | 40 00 |
| Soft elm, No. 1 com. and bet., 4/4 | 28 00 |
| Soft elm, No. 2 and 3 common | 17 50 |
| Soft elm, 6/4 and 8/4, 1 and 2 | 42 00 |
| Rock elm, 1sts and 2nds, 6/4 x 8/4. | 55 00 |
| Rock elm, No. 2 com. and bet. 6/4 and 8/4 | 37 00 |
| Soft maple, 1sts and 2nds, 4/4 | 33 00 |
| Soft maple, com. and bet., 4/4 | 25 00 |
| Soft maple, 6/4 & 8/4, 1sts and 2nds. | 35 00 |
| Hard maple, 1sts and 2nds, 4/4 | 37 00 |
| Hard maple, common and better, 4/4 | 28 00 |
| Hard maple, 12/4 & 16/4, 1sts and 2nds. | 46 00 |
| Red oak, plain 1sts and 2nds, 4/4. | 59 00 |
| Red oak, plain 1sts and 2nds, 6/4 & 8/4 | 65 00 |
| Red oak, plain 1sts and 2nds, 12/4 and 16/4 | 75 00 |
| White oak, plain, 1sts and 2nds, 4/4. | 59 00 |
| White oak, plain, 1sts and 2nds, 1½ and 2-in. | 65 00 |
| White oak, plain, 1sts and 2nds, 12/4 and 16/4 | 75 00 |
| White oak, ¼ cut, 1sts and 2nds, 4/4. | 85 00 |
| White oak, ¼ cut, 5/4 and 6/4, 1sts and 2nds | 88 00 |
| White oak, ¼ cut No. 1 common | 55 00 |
| Hickory, 1sts and 2nds, 4/4 | 70 00 |
| Hickory, 6/4 and 8/4, 1sts and 2nds. | 75 00 |

## OTTAWA, ONT.

Manufacturers' Prices

| | | |
|---|---|---|
| Pine good sidings: | | |
| 1-in. x 7-in. and up | $52 00 | 54 00 |
| 1¼-in. & 1½-in. x 8-in. and up | 55 00 | 58 00 |
| 2-in. x 7-in. and up | 58 00 | 62 00 |
| No. 2 cuts 2 x 8-in. and up | 40 00 | 42 00 |
| Pine good strips: | | |
| 1-in. | 38 00 | 40 00 |
| 1¼-in. and 1½-in. | 50 00 | 52 00 |
| 2-in. | 52 00 | 55 00 |
| Pine good shorts: | | |
| 1-in. x 7-in. and up | 40 00 | 42 00 |
| 1-in. x 4-in. to 6-in. | 30 00 | 33 00 |
| 1¼-in. and 1½-in. | 50 00 | 54 00 |
| 2-in. | 52 00 | 54 00 |
| 7-in. to 9-in. A sidings | 25 00 | 27 00 |
| Pine, No. 1 dressing sidings | 30 00 | 33 00 |
| Pine, No. 1 dressing strips | 29 00 | 30 00 |
| Pine, No. 1 dressing shorts | 22 00 | 24 00 |
| Pine, 1-in. x 4-in. s.c. strips | 22 00 | 23 00 |
| Pine, 1-in. x 5-in. s.c. strips | 24 00 | 25 00 |
| Pine, 1-in. x 6-in. s.c. strips | 23 00 | 24 00 |
| Pine, 1-in. x 7-in. s.c. strips | 23 00 | 24 00 |
| Pine, 8 s.c., 12 ft. to 16 ft. | 25 00 | 26 00 |
| Pine, 1-in. x 10-in. M.R. | 27 00 | 28 00 |
| Pine, s.c. sidings, 1½ and 2-in. | 28 00 | 30 00 |
| Pine, s.c. strips 1-in. | 21 00 | 23 00 |
| 1¼, 1½ and 2-in. | 24 00 | 26 00 |
| Pine, s.c. shorts, 1 x 4 to 6 in. | | 20 00 |
| Pine, s.c. and bet., shorts, 1 x 5 | 20 00 | 21 00 |
| Pine, s.c. and bet., shorts, 1 x 6 | 20 00 | 21 00 |
| Pine, s.c. shorts, 6'-11' 1"x10" | 23 00 | 24 00 |
| Pine, box boards: | | |
| 1" x 4" and up, 6'-11' | 17 50 | 18 00 |
| 1"x3" to 6", 12'-16' | 19 00 | 20 00 |
| Pine mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up | 17 00 | 19 00 |
| Pine mill culls stock 1 x 12 | 21 00 | 22 00 |
| Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft. | 17 00 | 18 00 |
| O. culls r & w p | 15 00 | 17 00 |
| Red pine, log run: | | |
| mill culls out, 1-in. | 18 00 | 20 00 |
| mill culls out, 1¼-in. | 19 00 | 21 00 |
| mill culls out, 1½-in. | 19 00 | 21 00 |
| mill culls out, 2-in. | 22 00 | 24 00 |
| Mill culls, white pine, 1"x7" and up | 20 00 | 21 00 |
| Mill run Spruce: | | |
| 1"x4" and up, 6'-11' | 17 00 | 18 00 |
| 1"x4" and up, 12'-16' | 18 00 | 20 00 |
| 1"x9"-10" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x7" 8-9" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x10" and up, 12'-16' | 22 00 | 24 00 |
| 1½" & 2"x12" and up, 12'-16' | 25 00 | 26 00 |
| Spruce 1-in. clear (fine dressing and B) | 25 00 | 27 00 |
| Hemlock 1-in. cull | 13 00 | 15 00 |
| Hemlock 1-in. log run | 17 00 | 20 00 |
| Hemlock 2x4, 6, 8, 10, 12/16'. | 19 00 | 23 00 |
| Tamarac | 19 00 | 20 00 |
| Basswood log run, dead culls out | 22 00 | 24 00 |
| Basswood log run mill culls out | 23 00 | 26 00 |
| Birch log run | 19 00 | 22 00 |
| Soft elm, common and better, 1, 1½, 2-in. | 20 00 | 24 00 |
| Ash, black, log run | 25 00 | 28 00 |
| 1 x 10 No. 1 barn | 33 00 | 36 00 |
| 1 x 10 No. 2 barn | 23 00 | 26 00 |
| 1 x 8 and 9 No. 2 barn | 22 00 | 23 00 |
| Lath per M: | | |
| No. 1 white pine 1½-in. x 4-ft. | 4 25 | 4 50 |
| No. 2 White Pine | 3 80 | 3 95 |
| Mill run white pine | 4 00 | 4 25 |
| Spruce, mill run 1½-in. | 3 25 | 3 50 |
| Red pine, mill run | 3 60 | 3 70 |
| Hemlock, mill run | 2 75 | 3 00 |
| 32-in. lath | 2 00 | 2 00 |
| Pine Shingles | | |
| xxxx, 18-in. | 3 00 | 3 50 |
| Clear butt 18-in. | 2 50 | 3 25 |
| xx | | 1 75 |
| White Cedar Shingles: | | |
| xxxx, 18-in. | 3 75 | 4 25 |
| Clear butt, 18-in. | 3 00 | 3 50 |
| 18-in. xx | | 2 00 |
| Spruce logs (pulp) | 13 00 | 15 00 |

## QUEBEC, QUE.

| | cts. | |
|---|---|---|
| White Pine—In the Raft | | |
| First class Ottawa waney, 18-in. average, according to lineal | 60 | 65 |
| Oak—Michigan and Ohio | | |
| By the dram, according to average and quality | 60 | 70 |
| Elm | | |
| By the dram, according to average and quality, 40 to 45 feet | 70 | 75 |
| By the dram, according to average and quality, 30 to 35 feet. | 50 | 60 |

Ash

| | | |
|---|---|---|
| 13 inches and up, according to average and quality, per cu. ft. | 25 | 30 |
| Average 16 inch | 30 | 40 |

Birch

| | | |
|---|---|---|
| 14 inch, per cu. ft. | 20 | 22 |
| 15 inch, per cu. ft. | 24 | 26 |
| 16 inch, per cu. ft. | 28 | 30 |
| 18 inch, per cu. ft. | 32 | 35 |

Quebec Spruce Deals

| | | |
|---|---|---|
| 12 ft. and up x 3 x 9 and up. | $22 00 | 23 00 |
| Oddments | 17 00 | 18 00 |
| Boards, 1 and 2 in. | 16 00 | 18 00 |

Birch Planks

| | | |
|---|---|---|
| 1 to 4 in. | 16 00 | 18 00 |

## SARNIA, ONT.

Fine, Common and Better

| | |
|---|---|
| 1 x 6 and 8 in. | $54 00 |
| 1 in., 8 in. and up wide | 62 00 |
| 1¼ and 1½ in. and up wide | 65 00 |
| 2 in. and up wide | 70 00 |

Cuts and Better

| | |
|---|---|
| 4/4 x 8 and up No. 1 and better | 55 00 |
| 6/4 x 8 and up No. 1 and better | 65 00 |
| 8/4 x 8 and up No. 1 and better | 65 00 |
| 6/4 x 6 and up No. 2 and better | 52 00 |
| 8/4 x 6 and up No. 2 and better | 54 00 |
| 6/4 x 6 and up No. 3 and better | 46 00 |
| 8/4 x 6 and up No. 3 and better | 50 00 |

No. 1 Cuts

| | |
|---|---|
| 1 in., 8 in. and up wide | 42 00 |
| 1¼ in., 8-in. and up wide | 55 00 |
| 1½ in., 8-in. and up wide | 57 00 |
| 2 in., 8-in. and up wide | 60 00 |
| 2½ and 3 and 8-in. and up wide | 75 00 |
| 4 in., 8-in. and up wide | 85 00 |

No. 2 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide | 31 00 |
| 1¼ in., 6-in. and up wide | 42 00 |
| 1½ in., 6-in. and up wide | 44 00 |
| 2-in., 6-in. and up wide | 47 00 |
| 2½, 3 and 4 in., 6-in. and up wide | 62 00 65 00 |

No. 3 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide | 24 00 |
| 1¼ and 1½ in., 6-in. and up wide | 33 00 |
| 2-in., 6-in. and up wide | 33 00 |
| 2½, 3 and 4-in., 6-in. and up wide | 43 00 48 00 |

Common and Dressing Mill Run

| | |
|---|---|
| 1-in. x 4-in. | 25 00 |
| 1-in. x 5-in. | 25 00 |
| 1-in. x 6-in. | 26 00 |
| 1-in. x 8-in. | 27 00 |
| 1-in. x 10-in. | 29 00 |
| 1-in. x 12-in. | 34 00 |
| 1 in. x 13 in. and up | 34 00 |
| 1¼, 1½ and 2-in. | 30 00 |

No. 1 Barn

| | | |
|---|---|---|
| 1 inch | 31 00 | 45 00 |
| 1¼, 1½ and 2-in. | 36 00 | 45 00 |
| 2½ and 3-in. | | 45 00 |
| 4 inch | | 50 00 |

No. 2 Barn

| | | |
|---|---|---|
| 1 inch | 28 00 | 36 00 |
| 1¼, 1½ and 2-in. | 30 00 | 36 00 |
| 2½ and 3-in. | | 38 00 |

No. 3 Barn

| | | |
|---|---|---|
| 1 inch | 21 00 | 28 00 |
| No. 1, 1, 1¼, 1½, 2-in. | 20 00 | 25 00 |

Box

| | | |
|---|---|---|
| No. 1, 1, 1¼, 1½, 2-in. | 22 00 | 25 00 |
| No. 2, 1¼, 1½, 2-in. | 19 00 | 23 00 |

Mill Culls

| | | |
|---|---|---|
| Mill run culls, 1-in. | | 19 00 |
| 1, 1¼, 1½ and 2-in. | | 20 00 |
| No. 2 | 17 00 | 18 00 |

Lath

| | |
|---|---|
| No. 1, 32-in. pine | 1 75 |
| No. 2, 48-in. pine | 4 25 |
| No. 1, 48-in. pine | 4 75 |
| No. 3, 48-in. pine | 3 75 |

## WINNIPEG, MAN.

No. 1 Pine, Spruce and Tamarac

Dimensions, Rough or S. 1 S. and 1 E.

| | 6 ft. | 8 ft. | 10 ft. | 14x16 ft. |
|---|---|---|---|---|
| 2 x 4 | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 6 | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 8 | 17 00 | 17 50 | 21 00 | 19 00 |
| 2 x 10 | 18 00 | 18 50 | 21 50 | 20 00 |
| 2 x 12 | 18 00 | 19 00 | 23 50 | 21 50 |

FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

Dimensions

| | |
|---|---|
| 2 x 4-12 | 20 50 |
| 2 x 4-8-14-16 | 20 50 |
| 2 x 4-10-18-20 | 22 50 |
| 2 x 6, 8 to 16 | 20 00 |
| 2 x 8, 8 to 16 | 20 50 |
| 2 x 4-6 and 8-in.; 8, 12, 14 and 16 ft. | 22 50 |
| 2 x 4-6 and 8-in.; 10 ft. | 24 50 |
| 2x4-6 and 8-in.; 24,26,28, 30, 32 ft. | 26 50 |
| 2 x 10 and 2 x 12; 8-16 ft. | 23 50 |
| 2 x 10 and 2 x 12; 18, 20, 22 ft. | 25 50 |
| 2 x 10 and 2 x 12; 24, 26, 28, 30, 32 ft. | 27 50 |

No. 1 Common Boards

| | |
|---|---|
| 4 inch | 19 00 |
| 6 inch | 21 50 |
| 8, 10, 12 inch | 23 50 |
| Mixed widths | 22 50 |

Flooring

| | |
|---|---|
| 4 or 6 inch No. 1 | 33 00 |
| 4 or 6 inch No. 2 | 31 00 |
| 4 or 6 inch No. 3 | 25 00 |

Shiplap—Finished

| | |
|---|---|
| 4 inch | 19 50 |
| 6 inch | 23 00 |
| 8, 10 and 12 inch | 24 00 |

Siding

| | |
|---|---|
| 6 inch No. 1 | 33 00 |
| 6 inch No. 2 | 31 00 |
| 6 inch No. 3 | 25 00 |

Lath

| | |
|---|---|
| No. 1 Cedar, pine, spruce (not mixed) | 5 00 |
| No. 1 Cedar, pine, spruce (mixed) | 4 50 |
| No. 2 Cedar, pine, spruce (mixed) | 3 25 |

PINE—ROUGH TIMBER

| | |
|---|---|
| 3 x 6 in.; 8 to 16 ft. | 25 10 |
| 3 x 8 in.; 8 to 16 ft. | 22 00 |
| 3 x 12, 4 x 4, 6 x 6 in.; 8-16 ft. | 25 00 |
| 4 x 10 to 10 x 10, 8 x 8, 6 x 12 in. up to 32 ft. | 27 00 |

BRITISH COLUMBIA FIR

Dimensions, S 1 S, and E.

| | |
|---|---|
| 2 x 4 in.; 6 and 8 ft. | 17 50 |
| 2 x 4 in.; 12 x 14 ft. | 18 50 |
| 2 x 4 in.; 10 x 16 ft. | 19 50 |
| 2 x 4 in.; 18 x 20 ft. | 20 50 |
| 2 x 4 in.; 22 x 24 ft. | 21 50 |
| 2 x 4 in.; 26 x 32 ft. | 23 50 |
| 2 x 10 and 2 x 12 in.; 10 to 16 ft. | 20 00 |
| 2 x 10 and 2 x 12 in.; 18 and 20 ft. | 22 00 |
| 2 x 10 and 2 x 12 in.; 22 and 24 ft. | 23 00 |
| 2 x 10 and 2 x 12 in.; 26 to 32 ft. | 25 00 |
| 2 x 14 in.; 10 to 16 ft. | 25 00 |
| 2 x 14 in.; 18 and 20 ft. | 27 00 |
| 2 x 14 in.; 22 and 24 ft. | 28 00 |
| 2 x 14 in.; 26 to 32 ft. | 30 00 |
| 3 x 3 and 3 x 4 in.; 8 to 14 ft. | 21 00 |
| 3 x 3 and 3 x 4 in.; 8 to 16 ft. | 22 00 |
| 3 x 3 and 3 x 4 in.; 18 and 20 ft. | 23 00 |
| 3 x 3 and 3 x 4 in.; 22 and 24 ft. | 24 00 |
| 3 x 3 and 3 x 4 in.; 26 to 32 ft. | 26 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 6 to 16 ft. | 24 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 18 and 20 ft. | 24 50 |
| 6 x 6, 6 x 8, 8 x 8 in.; 22 and 24 ft. | 25 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 26 to 32 ft. | 25 50 |

FLOORING

| | |
|---|---|
| Nos. 1 and 2, 1 x 3 in., E. G. | 32 00 |
| Nos. 1 and 2, 1 x 4 in., E. G. | 31 00 |
| Nos. 1 and 2, 1 x 6 in., E. G. | 29 00 |
| Nos. 1 and 2, 1 x 4 in., or 6 in., F. G. | 23 00 |
| No. 3, 1 x 4 in. or 6 in. | 20 00 |
| No. 3 Edge grain $3.00 per M. extra. | |

SHIPLAP

| | |
|---|---|
| B. C. Fir, 6 in. | 21 00 |
| B. C. Fir, 8, 10, 12 in.; 8 to 16 ft. | 22 00 |
| No. 2 Shiplap, 6 in. | 19 00 |
| No. 2 Shiplap, 8, 10 and 12 in. | 20 00 |

FIR, COMMON BOARDS, S 1 S, 8 to 16 Ft.

| | |
|---|---|
| Mixed widths (may contain 30 per cent. 4 and 6 in.) | 19 00 |
| Common Boards, 8 to 12 in. | 20 00 |
| No. 2 Mixed widths | 17 00 |
| No. 2 Boards, 8 to 12 in. | 18 00 |

SHINGLES

| | |
|---|---|
| XXX B. C. Cedar | 2 75 |

LATH

| | |
|---|---|
| Fir lath, 3/8 x 1 3/8 in. x 4 ft., bundled in 50's | 4 00 |
| Cedar lath 3/8 x 1 3/8 in. x 4 ft. | 4 50 |

## BUFFALO AND TONAWANDA, N.Y.

White Pine

Wholesale Selling Price

| | |
|---|---|
| Uppers 4/4 | $94 00 |
| Uppers 5/4 to 8/4 | 92 00 |
| Uppers 10/4 to 12/4 | 97 00 |
| Selects 4/4 | 84 00 |
| Selects 5/4 to 8/4 | 82 00 |
| Selects 10/4 to 12/4 | 92 00 |
| Fine common 4/4 | 61 00 |
| Fine Common 5/4 | 65 00 |
| Fine common 6/4 | 65 00 |
| Fine common 8/4 | 67 00 |
| No. 1 Cuts 4/4 | 51 00 |
| No. 1 Cuts 5/4 | 57 00 |
| No. 1 Cuts 6/4 | 59 00 |
| No. 1 Cuts 8/4 | 61 00 |
| No. 2 Cuts 4/4 | 32 00 |
| No. 2 Cuts 5/4 | 43 00 |
| No. 2 Cuts 6/4 | 45 00 |
| No. 2 Cuts 8/4 | 50 00 |
| No. 3 Cuts 5/4 | 33 00 |
| No. 3 Cuts 6/4 | 34 00 |
| No. 3 Cuts 8/4 | 36 00 |
| Dressing 5/4 | 46 00 |
| Dressing 5/4 x 10 | 51 00 |
| Dressing 5/4 x 12 | 52 00 |
| No. 1 Moulding 5/4 | 58 00 |
| No. 1 Moulding 6/4 | 58 00 |

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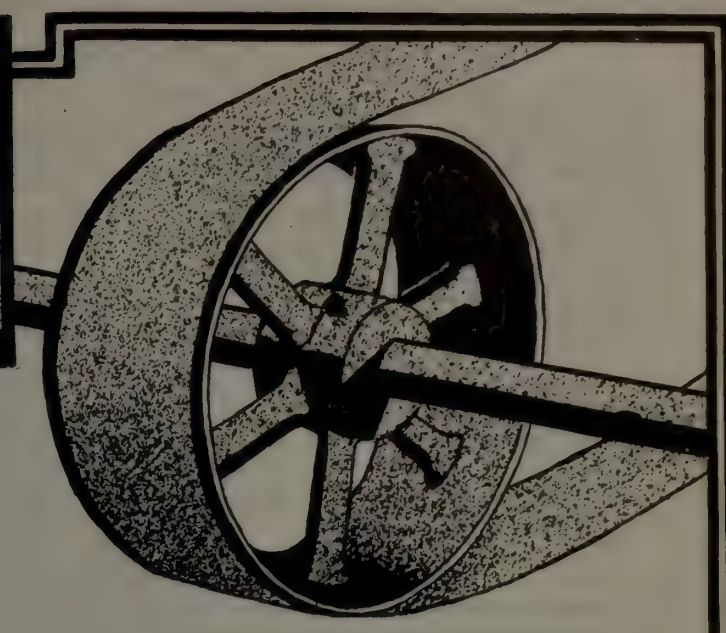
# "Wilson Bros." Flooring and Trim

"Wilson Bros." stamped on every piece of this flooring stands for Quality. Look for the name. Hardwood and Pine. **Interior Finish of All Kinds.** Also Hardwood Veneer Doors to detail. We are equipped to fill large or small orders on short notice. Write us for prices.

**Wilson Bros., Limited - Collingwood, Ont.**

When You Overhaul Install

GOODHUE BELTS



# "Acme Waterproof" Leather Belting

This brand is especially well suited to the wet places in a saw or pulp mill and will run true as long as it is in service. When you are overhauling your mill equip it with "Goodhue Belts" and you will never regret it. They are honestly made of solid leather—every inch a good belt and they won't stretch.

***Get our details and prices.***

## J. L. Goodhue & Company, Limited

DANVILLE - QUEBEC

OUR long experience with the particular requirements of the Lumber Industry of Canada places us in a position to give you exactly what you require for your particular work.

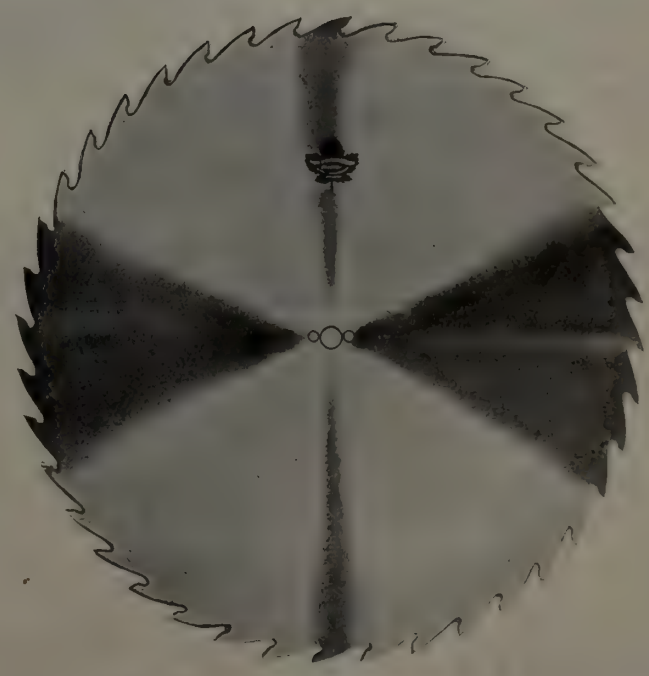
We have lately opened a branch at Hull, Que., where a full line of cross-cut saws, bits, holders, etc. is carried. A fully equipped repair department is in connection for the convenience of our many customers in that section of the country.

Our Vancouver Branch is similarly equipped.

You are assured ***Prompt Attention*** and ***Immediate Delivery.***

## "MAPLE LEAF" SAWS

**MADE IN CANADA FOR 50 YEARS**



## SHURLY - DIETRICH COMPANY, LIMITED

HULL, QUE. GALT, ONT. VANCOUVER, B.C.

## CURRENT LUMBER PRICES—Continued

| | | |
|---|---|---|
| No. 1 Moulding 8/4 | | 58 00 |
| No. 2 Moulding 5/4 | | 47 00 |
| No. 2 Moulding 6/4 | | 47 00 |
| No. 2 Moulding 8/4 | | 47 00 |
| No. 1 Barn 1 x 12 | | 48 00 |
| No. 1 Barn 1 x 6 and 8 | | 34 00 |
| No. 1 Barn 1 x 10 | | 36 00 |
| No. 2 Barn 1 x 6 and 8 | | 32 00 |
| No. 2 Barn 1 x 10 | | 34 00 |
| No. 3 Barn 1 x 6 and 8 | | 26 00 |
| No. 3 Barn 1 x 10 | | 27 00 |
| Box 1 x 6 and up | | 23 00 |
| Box 1 x 10 | | 25 00 |
| Box 1 x 12 | | 26 00 |
| Box 1 x 13 and up | | 30 00 |

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda:

MAPLE

| | 1s & 2s | No. 1 Com. | No. 2 Com. |
|---|---|---|---|
| 4/4 | 30 - 32 | 20 - 22 | 14 - 16 |
| 5/4 to 8/4 | 33 - 35 | 22 - 24 | 14 - 15 |
| 10/4 to 16/4 | 37 - 39 | 27 - 29 | 19 - 21 |

RED BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 41 - 43 | 27 - 29 | 15 - 17 |
| 5/4 to 8/4 | 43 - 45 | 29 - 31 | 17 - 19 |

SAP BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 23 - 25 | 17 - 19 |
| 5/4 and up | 37 - 39 | 25 - 27 | 17 - 19 |

SOFT ELM

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 24 - 26 | 15 - 17 |
| 5, 6 & 8/4 | 37 - 39 | 26 - 28 | 17 - 19 |

BASSWOOD

| | | | |
|---|---|---|---|
| 4/4 | 33 - 35 | 24 - 26 | 16 - 18 |
| Thicker | 35 - 37 | 26 - 29 | 19 - 20 |

PLAIN OAK

| | | | |
|---|---|---|---|
| 4/4 | 51 - 53 | 32 - 34 | 20 - 22 |
| 5/4 to 8/4 | 53 - 55 | 34 - 36 | 22 - 24 |

ASH, WHITE AND BROWN

| | | | |
|---|---|---|---|
| 4/4 | 45 - 47 | 27 - 29 | 18 - 20 |
| 5/4 to 8/4 | 52 - 54 | 29 - 31 | 19 - 21 |
| 10/4 and up | 61 - 63 | 41 - 43 | 21 - 23 |

BOSTON, MASS.

| | | |
|---|---|---|
| White pine uppers, 1 to 2 in. | 92 00 | 98 00 |
| Selects, 1 to 2 inch | 80 00 | 88 00 |
| Fine common, 1 in. | 68 00 | 70 00 |
| Fine common, 1¼ to 2 in. | 70 00 | 72 00 |
| No. 1 Cuts 1 in. | | 55 00 |
| No. 1 Cuts 1¼ to 2 in. | 60 00 | 64 00 |
| No. 2 Cuts, 1 in. | | 40 00 |
| No. 2 Cuts, 1¼ to 2 in. | 48 00 | 50 00 |
| Barn Boards, No. 1, 1 x 12 | 48 00 | 50 00 |
| No. 1, 1 x 10 | 37 00 | 38 00 |
| No. 1, 1 x 8 | | 37 00 |
| No. 2, 1 x 12 | 36 00 | 40 00 |
| No. 2, 1 x 10 | 34 00 | 35 00 |
| No. 2, 1 x 8 | 33 00 | 34 00 |
| No. 3, 1 x 12 | 31 00 | 32 00 |
| No. 3, 1 x 10 | 29 00 | 30 00 |
| No. 3, 1 x 8 | | 29 00 |
| Canadian spruce boards | 23 50 | 25 00 |
| Spruce, 10 in. dimension | 25 00 | 27 00 |
| Spruce 12 in. dimension | 26 50 | 28 00 |
| Spruce, 9 in. | 23 50 | 24 50 |
| Spruce, 8 in. and under dimen. | 24 00 | 25 00 |
| 10 and 12 in. random lengths, 10 ft. and up | | 24 00 |
| 2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 and 3 x 4 random lengths, 10 feet and up | 21 00 | 22 00 |
| All other random lengths, 7-in. and under, 10 ft. and up | 21 00 | 21 50 |
| 5-inch and up merchantable boards, 8 ft. and up, p 1s | 21 00 | 22 00 |
| 1 x 2 and 1 x 3 furring, p 1s clipped and bundled | 22 00 | 22 50 |
| 1½-in. spruce laths | | 4 10 |
| 1½-in. spruce laths | 3 70 | 3 80 |

New Brunswick Cedar Shingles

| | | |
|---|---|---|
| Extras | 3 40 | 3 85 |
| Clears | 2 85 | 2 90 |
| Second clears | | 2 75 |
| Clear whites | | 2 30 |
| Extra 1s (Clear whites out) | | 1 50 |
| Extra 1s (Clear whites in) | | 1 00 |
| Red Cedar Extras, 16-in. 5 butts to 2-in. | | 3 35 |
| Red Cedar Eurekas, 18-inch 5 butts to 2-in. | | 4 25 |
| Red Clear Perfection, 5 butts to 2¾ | | 4 80 |
| Washington 16-in. 5 butts to 2-in. extra red clear | 3 30 | 3 40 |

**Not altogether what we say but what users say**

"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

**West & Peachey - Simcoe, Ont.**

"To be, or not to be, that is the question.
Whether 'tis nobler in the mind
To suffer the slings and arrows
Of outrageous fortune,
Or to take arms against a sea of troubles." —Hamlet.

**Hamlet the Prince of Denmark is a character which**

every budding actor aspires to play. The late Sir Henry Irving certainly inspired many to study the works of Shakespeare and those who were privileged to hear him in Hamlet's famous soliloquy are not likely to forget it. Most of us have been in a state of doubt on many occasions and said to ourselves: The question is:

**TO BE, or not TO BE**

We can serve the interests of our customers who use Babbitt Metals and recommend without any hesitation.

**Harris Heavy Pressure**

*The Babbitt Metal Without a Fault*

**Engineers using H. H. P. avoid a sea of troubles. They know IT WILL GIVE EXCELLENT SERVICE**

*Manufactured and guaranteed by*

**The Canada Metal Company**
**Limited**

**Head Office and Factory, TORONTO**

**Branch Factories, Montreal, Winnipeg**

**AJAX**
**A Mark of Service**

In every field where strength and service are factors you will find AJAX Chain in daily use. It has proven itself by a score of years in active service as without an equal.

*90% of all the Lumbermen of the United States and Canada use AJAX. There's a reason.*

**Standard Chain Company**
**The World's Largest Chain Makers** **Pittsburgh**

# The Steam Tension Band Mill

It is called the steam tension mill because the tension is maintained by steam—the most sensitive form of tensioning which has been devised.

The result of this is a great saving in saws—**several users of the machine have run through an entire season without cracking a single saw.**

But in addition to raising and lowering the top wheel by steam, there is a separate cylinder for operating the top guide, and these two cylinders make ours an entirely steam-operated mill, and, therefore, exceptionally fast.

It is made with 8 ft., 9 ft. and 10 ft. wheels, and will stand thorough investigation.

Write for bulletin and list of users.

## William Hamilton Co., Limited

### Peterborough, Ontario

# SPUD

***for Bark Peeling, fills a long felt want.***

## Made of Forged Steel with substantial Sockets uniform in size.

Prompt shipments in any quantity desired.

The

## Thomas Laughlin Company

**Portland, Maine, U.S.A.**

We also manufacture a large line of CONTRACTORS' SUPPLIES and MOTOR BOAT FITTINGS.

If a dealer, ask for our 450 page catalogue.

## We make a Specialty of

# Conveyor Chains

## For Lumbermen

WE make them from carefully-selected iron, and every link is guaranteed ***strictly hand-made***—not the inferior machine-made.

The point is worthy of special emphasis.

We make the chains according to any dimensions desired, guarantee splendid workmanship; uniformity; dependability.

Prices are the lowest possible for the class of work we furnish, and Quality above criticism.

Let us quote for your needs.

**Send for catalogue giving estimated weights of various sizes of chain; prove test; breaking, straining and safe-working loads, and giving hints regarding the care of chain which will prolong a chain's usefulness.**

## Woodhouse Chain Works

*P.O. Box 525* **TRENTON, N.J.**

# INDUSTRIAL LOCOMOTIVES

**The designs of our small locomotives are the result of wide experience.**

**All details are accurately finished to standard gauges and are absolutely interchangeable on all locomotives of the same class and size.**

**This cuts out long delays when parts wear out, as parts liable to wear can be kept on hand or shipped promptly from our works.**

# MONTREAL LOCOMOTIVE WORKS, LIMITED

**DOMINION EXPRESS BUILDING, MONTREAL. CANADA**

**CLIMAX Improved Geared LOCOMOTIVES** FOR WOOD AND IRON RAILS

A 62-ton Climax Locomotive Designed Especially for Heavy Logging Work.

Climax Locomotives are successfully operated on steep grades and sharp curves. Any weight or gauge. Locomotives in stock for immediate shipment. Get Catalog "H."

CLIMAX MANUFACTURING CO., 313 W. Main Street, CORRY, PA.
VANCOUVER MACHINERY DEPOT, LTD., VANCOUVER, B.C.

**The Peter Hay Knife Co., Limited**
GALT, ONTARIO

MANUFACTURING WOODWORKING
**Machine Knives, Circular Cutters and Mortise Chisel**

On Your Direct Drives
**SCANDINAVIA BELTING**
will give you good results at a low cost.

Scandinavia Double Belting is from 30% to 40% cheaper than double leather belting and will transmit the same power.

The lasting powers of this belt on drives of this nature are enormous. We have published a book on belting which gives a lot of information on this. It is free.

FEDERAL ENGINEERING Co
LIMITED
TORONTO AND MONTREAL

**This engine is 13½ ins. x 18 ins. and weighs 35 tons.**

The knowledge and experience of fifty years in locomotive designing and construction is what you get in our Logging locomotives. They are specially constructed for logging operations and will stand up to the severe service in which they are expected to run. Oil or coal burning.

They are as carefully designed and built as our 200 ton locomotives. Repair parts may always be obtained on the shortest notice.

**Grey Iron Castings—any size or shape—ordinary or intricate—made promptly. New foundry, splendidly equipped. We would be pleased to quote on castings—singly or by contract. We also make drop forgings of all descriptions.**

**MAY WE SEND YOU SPECIFICATIONS?**

**Canadian Locomotive Company, Limited, Kingston, Ont.**
**Taylor and Arnold Ltd., Sales Agent, Montreal and Winnipeg**

***The Mark*** ***of Quality***



When you buy saw mill machinery, you use, of course, the same care and judgement as a woodsman in selecting an axe, or a carpenter a chisel.

A good workman demands good tools, and, as a rule, knows the reliable makers of his particular line.

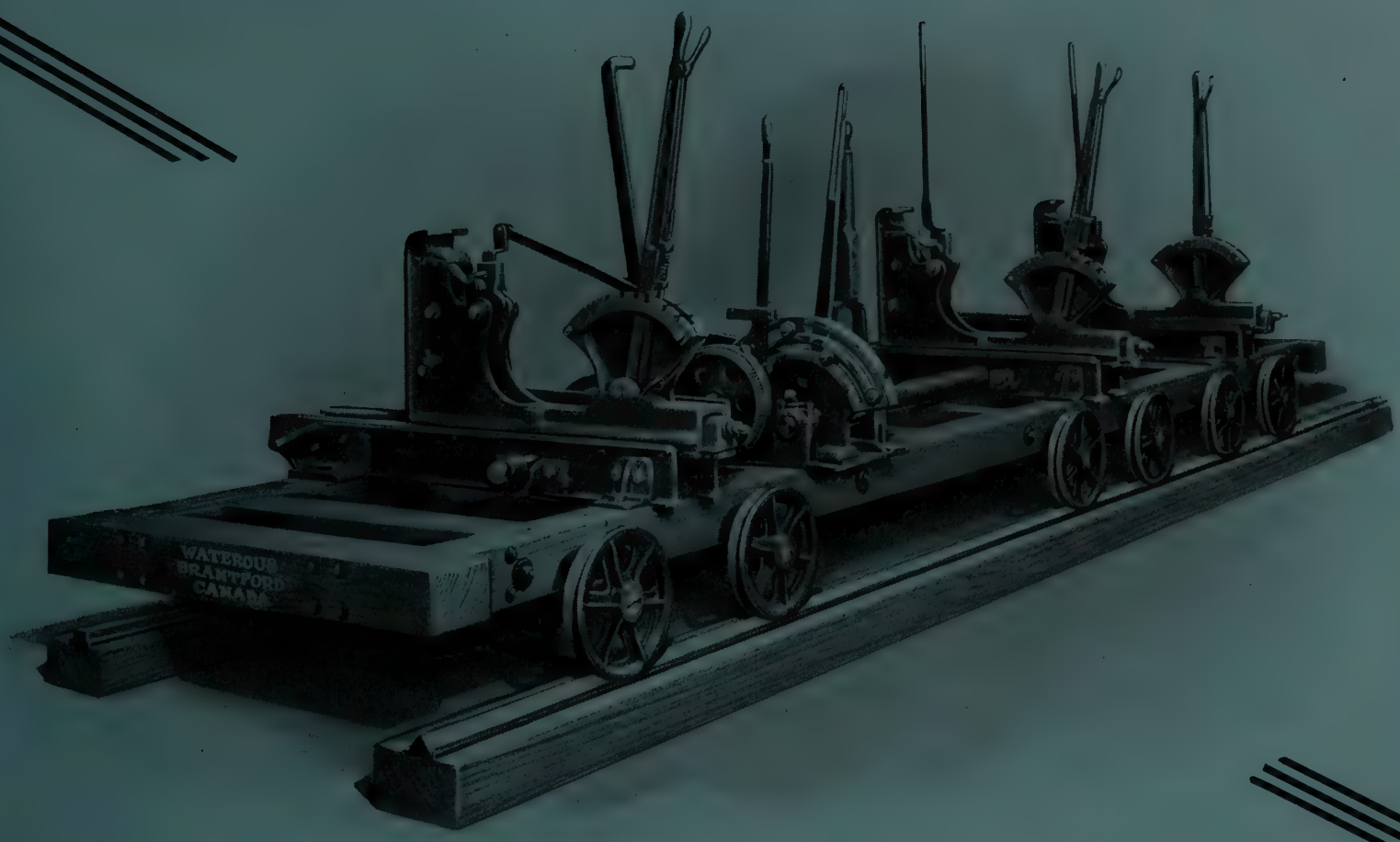
In 1915 we are doing "business as usual," and why not? Does it not stand to reason that saw mill machinery can best be built by those engaged in manufacturing this line exclusively, and in a shop ***built*** expressly for this service?

## The E. Long Manufacturing Co., Limited

**Orillia, Canada**

**AGENCIES:**

**Vancouver—Robt. Hamilton & Co.**
**Winnipeg—Stuart Machinery Co., Ltd.**
**Calgary and Edmonton—Gorman, Clancey & Grindley, Ltd.**
**Montreal—Williams & Wilson, Ltd.**




# Waterous Carriages

## Built In Every Size To Suit Every Size Mill

We build Sawmill Carriages of from 24″ to 96″ opening —for Portable Mill work or for use on the huge timbers of British Columbia and New Zealand.

In the construction of essential parts, strength and durability are combined. Equipment is modern in every respect—the dogs, setworks, and other accessories being selected to give results under all conditions of service.

Hundreds of Waterous Carriages are in use today. There is nothing experimental about them. Each is plainly marked "WATEROUS"—a guarantee of quality that applies to every part of it—whether you can see it or not. We stand behind our product.

***Bulletins 115, 111 and 107.***

# The Waterous Engine Works Co., Ltd.

**Brantford, Canada**

H. B. Gilmour,
**Vancouver, B. C.**

Branch—
**Winnipeg, Man.**

# "FROST KING" METAL

**$5,000,000.00**
**worth of mixed metal sold annually.**

Our thirty-five years experience in metal mixing enables us to place on the market a babbitt that we believe to be absolutely perfect. For high speed machinery and engine work it is without an equal. It is specially designed for saw-mills, planing mills, threshing engines, traction engines, pumps, rolling mills, pulp machinery, and all classes of stationary engines. It is a high grade metal made of the very best selected stock, and carefully compounded.

If your dealer does not stock FROST KING send us a money order for your requirements. **Price 30c per lb.**, Fort William and East; West of Fort William **35c per lb.**, delivered nearest railway station; packed in 30 lb. and 60 lb. boxes.

For extra duty, such as over-hanging saws, our FAULTLESS BABBITT will stand where all other metals will fail. Price, Fort William and East, **40c per lb.**; West of Fort William, **45c**, delivered to your nearest railway station; packed in 30 lb. and 60 lb. boxes.

**HOYT METAL CO., Toronto, Canada**

**Have factory and office at Eastern Avenue and Lewis Street, Toronto, Canada**

**Factories also at:— New York, N. Y. London, Eng. St. Louis, Mo.**

# "Maple Leaf" Brand

## Stitched Cotton Duck Belting

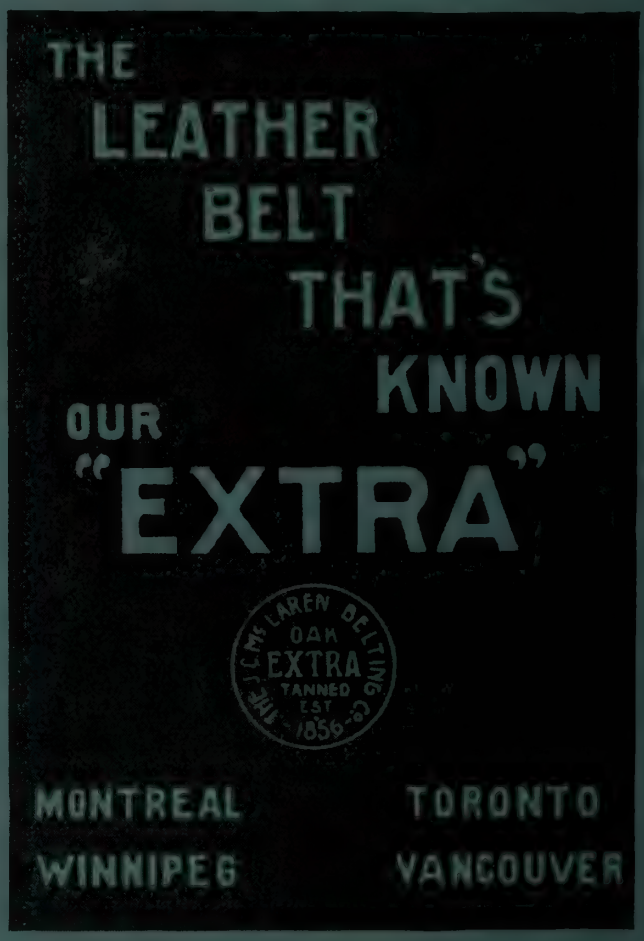
A trial Belt will convince you. Write for prices and samples.

Excels all others in economy, strength, efficiency and true running, whether for transmission of power or conveying. A test recently made at McGill University, Montreal, of a 6-ply **"Maple Leaf"** belt, a light double leather, and a 6-ply rubber belt, showed that our **"Maple Leaf"** Belt stood a breaking strain 50 per cent. greater than the leather, and 25 per cent. greater than the rubber belt.

**"Maple Leaf" Main Drive Belts**
**Are the Best on the Market.**

***"Maple Leaf" Belt Dressing*** is the best for all kinds of belts.

**Dominion Belting Co., Limited**
HAMILTON - ONTARIO
Branch: Montreal—Office 51 Duluth Building




**The J. C. McLaren Belting Co.**
Limited
**General Mill Supplies MONTREAL**

# Knowledge Is Money

**Our Knowledge and Experience will Save you Money in the installation or remodelling of your Exhaust System.**

## Our *"Foster"* Blower

**will save you money by reducing your power bills 50%**

**Our Special "Foster" Sawmill Blower will blow your green sawdust any distance.**

Our Improved Low Pressure Dust Separator.

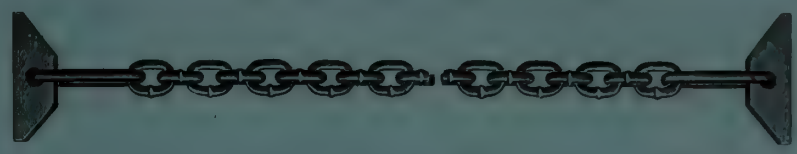
"Foster" Blower Fitted with Tight and Loose Pulley.

***We Know How! Let us Prove it.***

**Toronto Blower Co., 156 Duke St., Toronto**

Canada Lumberman & Wood Worker

New **RAILS** Relaying
12 to 80 pounds per yard.
**LOGGING CARS**
**Jno. J. Gartshore**
58 Front St. West, Toronto



***Electric-Welded Boom Chain***

25% {More Weld = 25% {More Strength = 25% {More Wear

Sheared Toggle and Ring * T Bar Hook and Link * Two Sheared Toggles * Forged Toggle and Ring

Made in Canada Write to Fully Guaranteed

**McKinnon Chain Co., St. Catharines, Ont.**

**"BUFFALO" Forges and Blowers**

**Leaders for 37 Years**

We manufacture a complete line of forges and blowers both hand and power. There is no other maker who can offer you such a wide variety of different styles and sizes.

*Write for Catalog 179-17*

**Canadian Buffalo Forge Company, Limited**

St. John Toronto Berlin, Ont., Canada Winnipeg Vancouver

GENUINE "TURBROS"

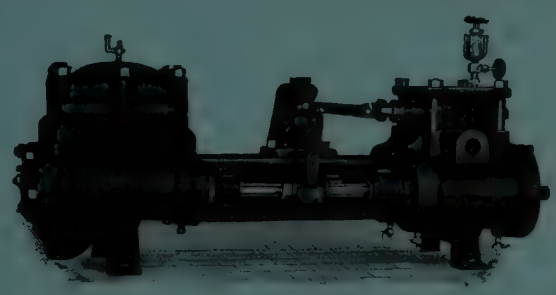
**Balata Belting**

*Waterproof and Stretchless.*
*The best belt for sawmills.*

Manufactured and guaranteed by

**Turner Bros. Canada Limited**

Montreal — Vancouver



Do not risk expensive delays in production by installing an unreliable Pump.

It will pay you to investigate the line of

**PUMPING MACHINERY**

—Built by—

**The Smart-Turner Machine Co., Limited**

HAMILTON, CANADA

**The OPERATING EXPENSE of**
a Shaw Motor-Headworks or Gasoline Warping Tug
**IS LESS THAN $10.00 PER DAY**
This Includes, Full Crew (less log men) Fuel, Oil, Upkeep and Depreciation
**IT WILL WARP 2,000,000 FEET OF LOGS**
**or TOW 100 BOOM-STICKS**

*Manufactured by* **RUSSEL BROTHERS - Fort Frances, Ont.**

Alphabetical Index of Advertisers, Page 62 Classified Directory to Advertisements, Page 64

# Made in Canada

# "AMPHIBIA"

# The Waterproof Belt That Grips Your Pulleys

In buying a belt remember that you are not making a purchase where a few dollars saved on a lower grade article is a real saving. You are buying a medium to carry the most expensive thing in your plant—power. Nothing but the very highest grade of leather belting should be tolerated.

"AMPHIBIA" waterproof leather belting is pliable, firm with minimum stretch and maximum tensile strength and durability. "AMPHIBIA" grips the pulleys perfectly and transmits more of your power than other belting.

"AMPHIBIA" belting is particularly suited to the difficult runs in saw mills, pulp mills, veneer plants and other industries where wet or green lumber is handled.

When ordering state where the belt is to run.

***Write us for prices.***

"Leather like gold has no substitute."

## Sadler & Haworth

*Tanners and Manufacturers*

For Over 36 Years Makers of the Best Leather Belts

| MONTREAL | TORONTO | ST. JOHN, N. B. | WINNIPEG | VANCOUVER |
|---|---|---|---|---|
| 511 William St. | 38 Wellington St. E. | 149 Prince William St. | Galt Building | 217 Columbia Ave. |

☞ To insure satisfaction—State where belt is to run ☜

# George Gordon & Company

Limited

Cache Bay, Ont.

## Machinery
**For Sale**

1 14 in. Berlin Matcher
1 8 in. Woods Sticker
1 Buzz Planer
1 Tenoning Machine
1 Arm Sander
1 Sash & Door Clamp
1 Saw Table Machine
1 Turning Table
1 Steam Glue Pot
9 Small Trucks

## WHITE and NORWAY PINE

## Cross Arms
**3¼ x 4¼ Shaped, bored and painted**

| | |
|---|---|
| 3 ft. 6 in., | 2200 pcs. |
| 4 ft. | 1500 pcs. |
| 6 ft. | 2300 pcs. |

**3¼ x 4¼ D.4.S.**

| | |
|---|---|
| 4 ft. | 12400 pcs. |
| 6 ft. | 9000 pcs. |

## Something to "Crow" About

# HOCKEN'S HEMLOCK

When selling a customer it is comforting to feel that you are offering stock that you can conscientiously "Crow About"—Such stock is Hocken's Hemlock. Get our prices.

# Hocken Lumber Company, Limited

**Otter Lake Station, Ont.**

**Toronto Representative :—L. M. Dougherty, 77 Lindsay Ave., Phone Park. 2170**

# Mason, Gordon & Co. 80 St. Francois Xavier Street, Montreal, Que.

# Everything in Timber

Car and Cargo lots only

**Douglas Fir, Pine, Hemlock, Spruce, Yellow Pine and Oak**

Write, Wire or 'Phone for Prices - Western Office:—Pacific Building, VANCOUVER, B. C.

## PRATT & WHITNEY CO.
OF CANADA, LIMITED

# SMALL TOOLS

Taps — Dies — Reamers — Cutters — Drills

MADE IN CANADA

As good as money can buy—Guaranteed absolutely!

*Head Office and Works, DUNDAS, ONT.*

SALES OFFICES:
MONTREAL Drummond Bldg. VANCOUVER WINNIPEG Bank of Hamilton Bldg.

## New Ontario Colonization Co.
LIMITED

**Lands, Lumber, Lath and Pulpwood**
**Planing Mill Work**

Lumber Yard, Jacksonboro, Ont.

*We have the following lumber on hand ready for shipment as shown above, and for which we solicit your orders viz:*

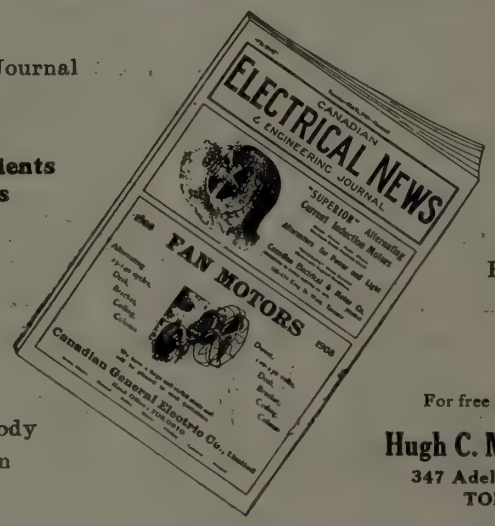
| | |
|---|---|
| 1 x 4 Merchantable Spruce. | 1 x 12 Merchantable Spruce. |
| 1 x 5 Merchantable Spruce. | 4/4 and 8/4 Mill Run Tamarack. |
| 1 x 6 Merchantable Spruce | 4/4 Balsam. |
| 1 x 7 Merchantable Spruce. | 4/4 No. 2 and Better Whitewood |
| 1 x 9 Merchantable Spruce. | 8/4 No. 2 and Better Whitewood |
| 1 x 10 Merchantable Spruce. | 4/4 Mill Run Poplar. |

CLAY BELT LANDS FOR SALE, Located in Townships of Kendrey and Haggart, District of Temiskaming, Ontario.

*Mills:* JACKSONBORO, ONT.

*Sales Office:* New York Telephone Bldg. BUFFALO, N. Y.

A National Journal for **Managers Superintendents Electricians** and **Engineers** of **Electric Light Plants** and Everybody Interested in Electricity




The Only Electrical Paper in Canada

Useful to Subscribers

Profitable to Advertisers

For free sample copy addres

**Hugh C. MacLean, Ltd.**
347 Adelaide St. West, TORONTO

# River Ouelle Pulp & Lumber Co.

*Manufacturers of*

# SPRUCE

**Lumber Lath Pulpwood**

*Head Office and Mills at:*

**St. Pacome, Que., Canada**
On I. C. Ry. 75 Miles East of Quebec City

*Also Mills at:*

Crown Lake, Powerville, Riv. Manie
On Nat. Transcontinental Ry.

# Culls

## Longford

| | | |
|---|---|---|
| 100,000 | 1 x 10 and 12" | No. 2 Pine Culls |
| 250,000 | 1 x 4 and up | " " " |
| 50,000 | 1 x 4 and up | No. 2 Spruce " |

## South River

| | | |
|---|---|---|
| 20,000 | 1 x 4 and up | No. 2 Pine Culls |
| 85,000 | 1 x 4 and up | No. 2 Spruce " |

## Cache Bay

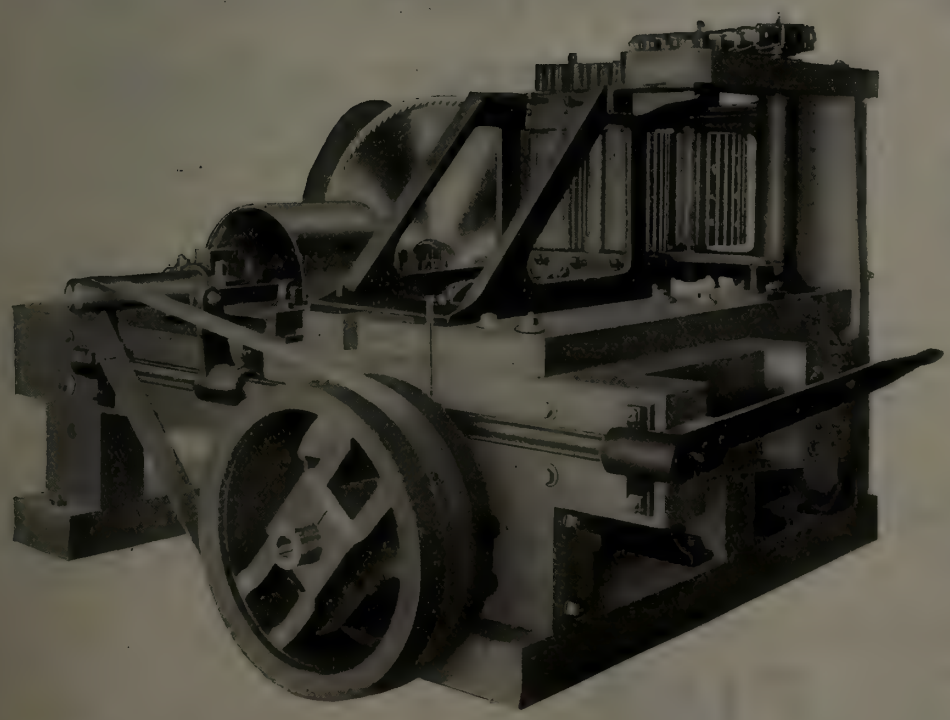
| | | |
|---|---|---|
| 300,000 | 1 x 10 and 12" | No. 1 Pine Culls |
| 300,000 | 1 x 4 and up | No. 2 " " Stocks in |

2 Cars 3 x B. C. Shingles in Transit

## The Long Lumber Company

HAMILTON, ONT.

# McLennan's Slab Re-Saw



OUR slab re-saw has a capacity of 15 to 25 thousand in 10 hours from slabs 1, 2 and 3 inches thick. It will take slabs 8½" thick. The driving pulley is 16 inches x 14 inches and the saw 36 or 38 inches, 10 gauge. The floor space required is 7 feet x 9 feet. Speed 1,200.

This machine is a money-maker for any saw mill.

We also make gang edgers, shingle machines, lath machines, bolters, sleeper machines and sleeper barkers, etc.

Write us for literature.

## McLennan Foundry & Machine Works Limited

CAMPBELLTON, N.B.

**Watson & Todd Limited**

WHOLESALERS

**Dry White Pine and Norway**

OTTAWA

Also

Montreal and Liverpool, Eng.

---

The

**Harris Tie & Timber Co.**

Ottawa - Canada

Lumber - Lath - Shingles

Cedar Poles and Posts

Railway Ties - - Piles

---

The

**Georgian Bay Lumber Co.**

Limited

Waubaushene, Ontario

Manufacturers of High Grade

**Lumber and Laths**

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1 x 10 x 10/16 ft.— 14,000 ft.
2 x 4 x 10/16 ft.— 164,312 ft.
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3 x 4 & up x 10/16 ft.—129,000 ft.

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1 x 4 and up x 8/16 ft.—1,500,000 ft.
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1½ x ⅜ x 4 ft., No. 3—471,000
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2 x 3 x 10/16 ft.— 24,000 ft.
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1¼ x 3 x 10/16 ft.— 13,600 ft.

**SPRUCE LATH—M.R. CULLS OUT**

1¼ x ⅜ x 4 ft.—Five cars.

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1¼ x 4 x 10/16 ft.— 92,000 ft.
1¼ x 5 x 10/16 ft.— 17,000 ft.
1¼ x 6 x 10/16 ft.— 14,000 ft.
1¼ x 9 x 10/16 ft.— 67,000 ft.
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3 x 4 and up x 8/16 ft.—125,000 ft.
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**WE CAN DRESS AND MATCH OR RESAW TO ORDER**

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1,000,000 ft. Merchantable Hemlock 1″, 2″ and 3″, lengths 9 ft. to 26 ft., widths 4″ to 11″, each length and width piled separately.
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700,000 ft. Hard Maple 1″, 1¼″, 1½″, 2″ and 3″, sawn on grade.
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We specialize in timbers—lengths 10 ft. to 26 ft. long, and we have facilities for Dressing.

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***Is Our Particular Specialty***

*The Heavier it is the Better we like it*

**We Dress from 1 to 4 Sides up to 16-in. x 20-in., 60-ft.**

*Our grade is positively right, and prices will please*

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Mills at Craigs on the B.C.E.R.

Shipment by C.P.R.R., G.N.R.R. or B.C.E.R.R.



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EXTRA XXX RED CEDAR SHINGLES.

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**offer for immediate or early shipment:**

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Standard Grading Rules have been adopted and you will find our stock uniform and much superior to the ordinary run of shingles.

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***All Thicknesses***

Also full line in

**White, Red**
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***All grades and sizes.***

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| 2 Cars | 4 x 4 | to 6 x 6 Sound Cedar Squares |
| 100,000 Ft. | 5/4 | 1st and 2nd Basswood |
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| 12,000 " | 8/4 | 1st and 2nd Soft Elm |
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| 50,000 " | 4/4 | No. 2 C. & B. Birch |
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50,000 feet 2 x 6—20 Norway
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## California White Pine
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**Best Stock for Factory and Pattern Lumber**

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**Piling**— Orders for Spruce Piles 30 to 60 feet long filled on short notice.

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26 M. ft. 8/4 No. 2 Common and Better Maple.
40 M. ft. 4/4 No. 1 Common and Better Birch.
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300,000 1″ No. 1 C. & B. Birch
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100,000 1″ Cull Elm
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This stock was cut early, is dry, and was taken from an exceptionally good run of logs. We are quoting attractive prices on this lumber for prompt shipment.

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## As All Other Concerns Combined

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| 1 x 7 | " | " | " | 50 M |
| 1 x 8 | " | " | " | 50 M |
| 1 x 9 & up | " | " | " | 75 M |
| 2 x 4 | " | " | " | 160 M |
| 2 x 6 | " | " | " | 75 M |
| 2 x 8 | " | " | " | 100 M |
| 2 x 10 | " | " | " | 100 M |
| 2 x 12 | " | " | " | 15 M |
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Also about two cars 2 x 8, 2 x 10, 2 x 12 by 18 to 28' long. We make a specialty of dressed and matched lumber in car or mixed lots.

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**200,000 ft. 4/4 Canadian Birch**
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**200,000 ft. 4/4 Hard Maple**

Well manufactured, No. 2 Com. and Better, Dry, good percentage 1's & 2's for immediate shipment or opening navigation.

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Saw and Planing Mills
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# 128,350 Laths

## In Ten Hours

Our Lath-Mill and Bolter have made a test cut in ten hours of 128,350 four foot laths, 1½ in. by ⅜ in., counted, tied and piled.

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***Engineers and Machinists*** ***PENETANGUISHENE, ONT.***

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**Manufacturers of Hardwoods—Any Thickness From**

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**1/30″ SLICE CUT VENEER**
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**to**
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HB Reg. U.S. Pat. Off.

**Specialty:**

**QUARTERED WHITE OAK**

## LOUISIANA RED CYPRESS

**QUARTERED OAK** **PLAIN OAK**
**POPLAR** **ASH**

***Yards at Nashville, Tenn.***

We can ship you promptly any of the above Stock, Carefully Inspected

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**Michigan Hardwoods**
**Hemlock and Pine**

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Try out STEARNS SERVICE on mixed car shipments. Retail stocks replenished over night by our 24 hour service.

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| HEMLOCK | | SHINGLES |
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## Stearns Salt & Lumber Co.
**Ludington, Mich.**

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**Below is List of Dry Lumber We Can Ship Promptly**

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4/4 1s and 2s, 2 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 3 cars.
5/4 No. 1 Common, 1 car.
6/4 No. 1 Common, 2 cars.
8/4 No. 1 Common, 2 cars.
4/4 Sound Wormy, 3 cars.
5/4 Sound Wormy, 2 cars.
8/4 Sound Wormy, 1 car.

**POPLAR:**
5/8 Reg. 1s and 2s, three cars.
3/4 Reg. 1s and 2s, one car.
4/4 Reg. 1s and 2s, four cars.
5/4 Reg. 1s and 2s, one car.
6/4 Reg. 1s and 2s, one car.
10/4 Reg. 1s and 2s, one car.
12/4 Reg. 1s and 2s, two cars.
16/4 Reg. 1s and 2s, three cars
4/4 No. 1 Common, 4 cars.
5/4 No. 1 Common, 2 cars.
6/4 No. 1 Common, 2 cars.
5/8 18-23, two cars, Panel and No. 1.
4/4 24-27, three cars, Panel and No. 1.
4/4 18-23, two cars, Panel and No. 1.

**BASSWOOD:**
4/4 1s and 2s, 5 cars.
5/4 1s and 2s, 3 cars.
4/4 No. 1 Common, 5 cars.
5/4 No. 1 Common, 3 cars.

**WHITE OAK:**
5/4 1s and 2s Plain, 5 cars.
6/4 1s and 2s Plain, 6 cars.
7/4 1s and 2s Plain, 7 cars.
8/4 1s and 2s Plain, 7 cars.
5/4 No. 1 Common, 3 cars.
6/4 No. 1 Common, 3 cars.
4/4 Qtd. 1s and 2s, 4 cars.
4/4 No. 1 Common, 5 cars.

**PLAIN RED OAK:**
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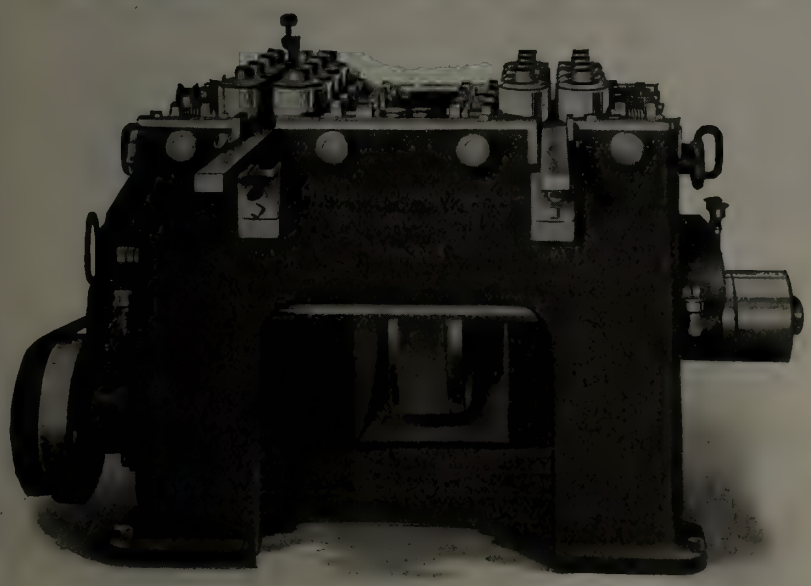

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**Rafting, Log Loading, Quarry, Mining, Crane and Sling Chains.**

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# A Customer's Opinion of Moreau Barkers

The
St. Simeon Lumber Co.
Limited

Doreil, P. Q. January 30, 1915

Mr. Chas. Manseau, Sales Manager
The Moreau Barking Machine Co., Ltd.
Drummondville, Que.

*Dear Sir:—*

*We beg to acknowledge receipt of your favor of the 20th inst.*

*We installed six Moreau barkers in May, 1907 and since that date we reckon that each of these machines has barked 15,000 cords of wood, costing on an average from 40 to 45 cents a cord, according to circumstances. Maintenance for each of these machines amounted to from $5 to $6 per year. We reckon the loss of wood through barking averages about 18%. These machines have proved so satisfactory to us that our firm, having decided to build a new mill, will install 8 or 10 of these Moreau barkers in it.*

*Yours very truly*
*The St. Simeon Lumber Co., Ltd.*
*Doreil*
*Per Alf. Garneau*

The Moreau Barking Machine is something quite different from any other rossing device.

It has a capacity of from 2 to 3 cords per hour and only requires 6 H.P. to operate it, and it eliminates the time consuming and costly operation of boiling logs.

The Moreau Barker only diminishes the log 18 per cent. as compared with a loss of 25 per cent. to 30 per cent. by other barkers.

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Used in conjunction with a pulp wood plant the Moreau Barking Machine will show surprising results. A valuable feature of this outfit is that it is readily portable to any point in the woods—at the railway siding or wherever shipping facilities are offered. Its own weight is sufficient to hold it in place when in operation.

***Write us for literature and prices***

# The Moreau Barking Machine

## Company, Limited

## St. Hyacinthe, Que.

**Address all communications to C. Manseau, Sales Manager, Drummondville, Que.**

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The undersigned offer for sale, in large or small blocks all their remaining timber lands, mills and town property situated in the Town of Parry Sound, Ont.; and other Lumber Equipment, including boom chains, plows, sleighs, etc.

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Shawanaga, Burpee, McConkey, Mills, Allen, Secord, Falconbridge and Street.

Special bargains in the townships of Burpee, Falconbridge and Street for small mills.

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1 Log Loader for right hand mill.

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 10 in. Double-cylinder steam feed carriage, left hand, for cutting 24-ft. logs.

1 left-hand steam nigger.

1 Log-loader.

1 Endless chain jack ladder with two kickers complete for right and left hand mills.

2 Roger Gang Edgers for 8-in. cants and lumber.

1 Waterous double edger, 6 saws.

2 2-saw trimmers.

1 20-ft. Slash table.

1 16-ft. Revolving Slash Table.

1 Horizontal Slab Resaw with 5-ft. wheels, made by Diamond Iron Works.

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2 125 h.p. Water Wheels.

1 Upright Engine for sawdust conveyor.

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1 Wood Machine for 16-in. wood.

1 Edger for ripping dry lumber, installed.

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Also, contents of machine shop, containing Planer, Drill, Lathe and Machinery, with tools necessary for repair work.

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**Investigate Berlin Machines for Your Needs.**

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Later the company moved from the little town that gave the concern its name—"Berlin" Machine Works. They added to their line—began building and perfecting planing and sawing machinery as well as sanders.

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***Write for it on your letterhead.***

## BERLIN MACHINE WORKS, Limited, Hamilton, Ont.

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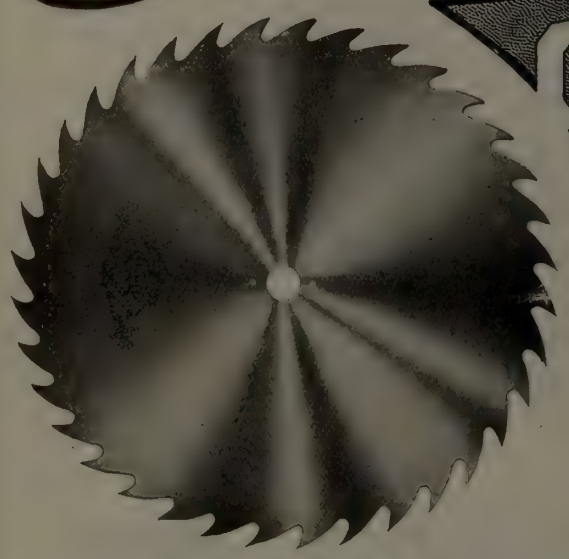

Go back far enough in the manufacture of any article and you will find some of the fundamental "reasons why." In the case of saws you will find Simonds special crucible steel made in Simonds' own steel mill is responsible for that edge-holding, even temper taking quality which makes this saw so popular and economical throughout the United States and Canada.

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# Canada Lumberman & Wood Worker

Issued on the 1st and 15th of every month by

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"The Canada Lumberman and Woodworker" is published in the interest of, and reaches regularly, persons engaged in the lumber, woodworking and allied industries in every part of Canada. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

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**Vol. 35** **Toronto, April 15, 1915** **No. 8**


# Difficulties in the Way of Pit Prop Trade

During a discussion of the lumbering industry which took place recently in the House of Commons, and which is reported elsewhere in this issue, Sir Geo. E. Foster, Minister of Trade and Commerce, in reply to Mr. J. H. Sinclair, the member for Guysborough, N.S., made an interesting reference to the pit prop situation. It will be recalled by readers of the Canada Lumberman that the mine owners of Great Britain found their supplies of pit props seriously reduced after the outbreak of the war, and that a Commission representing the mine owners and the British Board of Trade came to Canada to enquire into the possibility of securing supplies of pit props in this country. Although reports were published by the commission to the effect that large supplies were available in eastern Canada and in British Columbia, very little trade has resulted. Sir Geo. Foster ascribed the lack of trade to the difficulty in securing vessels for shipment; to the difficulty in securing a sufficient supply of pit props ready for the market at the time, and to the reluctance of Canadian operators who were unwilling to take contracts for a short period of time. It was not known when the war would end and possibly put an end to the demand for Canadian pit props in Great Britain by releasing the large supplies available in the European countries from which they were formerly obtained. The upshot of the discussion was that an impression was given that the trade was not one which is likely to become extensive, because it is uncertain under present conditions. The opinion, however, was also expressed that in future there is a possibility that the prices of the supplies of pit props to be secured from Europe will be higher than they were before the war and that Canadians will then have an opportunity to secure part of the business. If this is the case, an important trade will be opened up which will be of great advantage to Canada.

One of the most interesting features of the discussion had to do with the matter of inspection. Mr. E. M. MacDonald, of Pictou, N.S., expressed the opinion that the necessity for having pit props inspected in Great Britain was really at the bottom of the failure of Canadian trade in pit props to develop extensively. The operators who came to Canada to conduct the business had insisted upon inspection in Great Britain. Canadians could not enter the trade under such conditions, as, in case stocks of pit props were refused after inspection in Great Britain, they could not be sold for any other purpose, and would be a dead loss. If inspection could be arranged on this side the difficulty would be overcome, and he believed that a good trade would develop. Sir Geo. Foster remarked that if this were the chief obstacle it could be easily removed, as the Government would be quite willing, if other conditions were made right, to undertake to have the inspecting done on this side, and done under specifications given on the other side, just as the Government had done in some other cases.

The trade in pit props is an exceptionally large one, and from the information which has been brought to light by the reports of the English Commission, and by the discussion in the House of Commons, it appears to be important that the Government should make as full investigations into the situation as possible. Mr. H. R. MacMillan, who has now commenced his visits to our export markets, will have an opportunity to investigate this matter when he reaches Great Britain, and it is to be hoped that he will be able to find a solution of the difficulty which will enable us to secure a good share of this extensive trade.

# Developing Our Export Markets

The announcement recently made by Hon. W. R. Ross, Minister of Lands for British Columbia, that Mr. H. R. MacMillan is being sent to Australia by the Dominion Government as a special commissioner on behalf of the lumbering industry in Canada, has been received by lumbermen in all parts of the country with approval, inasmuch as it indicates the willingness of the Government to co-operate with Canadian manufacturers in their efforts to enlarge their export trade. A further announcement upon the same subject which was made subsequently in the House of Commons by Sir Geo. E. Foster, that Mr. MacMillan will visit not only Australia, but the chief lumber importing countries of the world, is the most encouraging piece of news that lumbermen have received for many months. In addition to Australia, Mr. MacMillan will visit such countries as China, Japan, India, South Africa, South America, France and Great Britain. With his special knowledge of the lumbering industry in many parts of Canada he will be in a position to send back to the Government reports which will be exceptionally valuable to the lumbering industry.

The lumbering industry in Canada has come very suddenly to the parting of the ways in connection with the disposal of its surplus product. Especially is this the case in the west. In the east the export trade has been developed and organized to a great extent during many years, but in the west the lumber trade has been existing to a great extent upon the demand for lumber caused by the rapid building up of the prairie provinces. For some years the future of these provinces looked so bright that the lumber industry in British Columbia felt that it could count upon a continued and rapidly expanding demand for its output. The capacity of the mills was increased. New mills were built, and for a time the prairies took a large portion of the output. But the United States mills soon invaded the market, reducing the volume of trade secured by British Columbia mills and cutting down prices. Then came the decline in immigration following the end of the boom, and this was closely followed by the outbreak of the war, so that the mills in the west today find their markets on the prairies reduced to a mere shadow of their former greatness.

Development of the export trade is the only solution of the difficulty. If we could count upon a continuous demand from the prairies the situation might be different, but we cannot, and moreover, even the prairie demand would not be sufficient to make profitable trade for British Columbia mills and the United States mills which periodically go after it. By working up export markets it will be possible to provide a steady outlet for the products of British Columbia coast mills. Moreover, this outlet, being dependent not upon any one export market, but upon a number of them situated in various parts of the world will not be nearly so liable to disastrous fluctuation in prices

and demand as one market alone. A substantial volume of export trade in lumber, once it has been worked up by the British Columbia mills, will place the industry on as safe a basis as it can be placed upon. When the coast mills of British Columbia have reached this position mills of the mountain district will be left to take care of the prairie trade and will benefit by the removal of the competition which they formerly experienced from the coast. It is reasonable to believe that the United States mills which are also paying great attention to the foreign markets will travel along a somewhat similar line as time goes on, and that the invasion of United States lumber into the prairies will not be so extensive as it has been in the past. All this depends, of course, upon a successful working out of the export trade by both countries. There seems, however, to be good reason for looking forward to such a development with confidence. The fact that the Canadian Government has stepped forward in support of the Canadian lumbering industry should mean that Canadian interests in the export markets will participate fully in the increased trade which is likely to be developed.

In any such matters as this it is easy enough to make a great deal of talk and to accomplish very little. We might do much in the way of seeking foreign markets for our lumber and not meet with much success, unless all the conditions were suitable. The conditions prevailing today are probably as encouraging as they could be. In the first place, the selection of Mr. MacMillan is most fortunate. There is probably no man in Canada who is better equipped both by acquaintance with conditions in Canada and by energetic determination to make the best of the situation, to undertake the work of interesting foreign markets in Canadian lumber products. In the second place, reports which have been received from our trade and commerce representatives in foreign countries for some months past have been remarkably full of information of an encouraging nature in connection with the lumber trade, showing that we have been neglecting our opportunities in the past. The demand already exists in many of these markets for such lumber products as Canada can ship to them and unless we are quick to take advantage of the opportunities other countries will secure a strong hold upon the trade and it will be too late.

Mr. MacMillan will return to Canada in the course of six or eight months with a great deal of practical information in regard to the demand in each country which he visits, and the manner in which it can be filled by Canadian products. This information will be placed at the disposal of the lumbermen of Canada as quickly as possible. Moreover, Mr. MacMillan will be able to suggest means whereby the Canadian Government and the Canadian lumbermen co-operating with one another can best advertise their products in these markets. We will no longer be working largely in the dark as we have during the past. We will know where the demand is and how to fill it. This knowledge will not only apply to the case of British Columbia and its foreign markets, but to eastern Canada and the markets to which it has been shipping its lumber for many years, as well as to new markets which have only been lightly invaded by Canadian lumber. Without being unwisely optimistic it is reasonable to feel that Canadian lumbermen, assisted by the Government, will be able to develop their export trade to such an extent as to put an end to a large extent to the violent and all too frequent fluctuations which have occurred in the demand for their products during the past.

# A "Combine Against" Not "in" the Lumber Trade

It is difficult to imagine how Hon. Frank Oliver, ex-Minister of the Interior, can have persuaded himself that he had any fair reason for making such an attack upon the lumber industry of Canada as he did recently in the House of Commons when the discussion of the war tariff duties was in progress. Lumbermen have become so accustomed to hearing their business interests attacked that they did not pay a great deal of attention to Hon. Mr. Oliver's statement, but as it was made by an ex-Minister of the Interior, who should have been in possession of definite facts upon the question which would have shown him the folly of his attack, it is serious enough to require considerable thought on the part of lumbermen. Hon. Mr. Oliver's remark to which we have reference was in the form of an objection to a duty upon lumber entering Canada, because of the existence of an alleged "lumber combine." Readers of the Canada Lumberman are practically all conversant with conditions in connection with the lumbering industry of Canada and there is no necessity to refute such a charge in these columns. Yet, in the hope that this article may come to the attention of some who are not so well posted as most of our readers, and who may have been inclined to think that, when an ex-Minister of the Interior made such a statement there must be some truth in it, we are disposed to make reference to a few of the actual facts in regard to the lumber trade.

Here is the situation of the lumbering industry in Canada, in a few words only, as it appears to the Canada Lumberman, and as everyone who is in a position to know about it realizes to be the actual case. Commencing in the Maritime Provinces, the lumbering industry, which has been branded as a "combine," consists of many hundreds of manufacturers, retailers and wholesalers whose trade interests are as diverse as possible. They ship their goods to foreign markets wherever they can find an opportunity for developing trade. They ship also to many parts of Canada and they compete in such localities as the province of Ontario, where their spruce products during 1913 and 1914 cut into the market for Ontario lumber so extensively as to make the trade in many cases unprofitable. They meet in Ontario also the competition of many varieties of United States lumber, chiefly southern pine. This competition is of the keenest description, and is of itself sufficient to prevent the organization of anything in the form of a "combine." The lumbering industry of New Brunswick has been subject to such fluctuations in the price of its product from year to year that the very thought of a "combine" is absurd. Even at present, when for the first time in many years there is a good demand for New Brunswick lumber in Great Britain and France, the cost of shipping has become so abnormally high that the trade is badly handicapped.

In Ontario, the lumbering industry manufactures stock for the United States, Great Britain, and Canadian markets chiefly. In all these markets its products meet strong competition from the products of other countries and other parts of Canada. In Ontario itself, the prducts of eastern Canada, British Columbia and United States all compete with those which are manufactured within the province. It would take an organizing genius such as the world has never yet produced to work out any kind of an arrangement which would bear the remotest resemblance to a "combine" in the Ontario industry. In the markets of Quebec province much the same conditions exist. The competition from many sources is very extreme. By way of an interesting side light upon the competition in Quebec, although not by way of an actual demonstration of it, we may mention that a few years ago we saw during a visit in the city of Quebec, samples of British Columbia lumber and samples of white pine from Manchuria. These two products between them had circled the globe in order to arrive at the market of Quebec, the one time home of the greatest white pine exporting trade in the world.

But if anyone who thinks there is a "lumber combine" in existence in Canada wants the most definite proof of his mistake he has only to enquire into the situation in western Canada in order to have his eyes opened. In the prairie provinces lumber from British Columbia, Ontario, the Western States and the Northern Middle States have all competed for the trade to such an extent that many of the largest and apparently the soundest lumber manufacturing and selling institutions in British Columbia have recently been forced into liquidation. Even in the best of times British Columbia has only been able to find a market for two-thirds of the lumber which it has been capable of producing. One-third of the capacity of the British Columbia mills has been obliged to remain idle, or else the surplus of its production has been forced upon an overstocked market. The trade in western Canada is in such a bad situation as a result of the real estate boom and the breaking out of war, that "stag-

nation" has been a more fitting description of its situation tha nany other term.

It is encouraging to note that the Government of Canada has attached no importance to the assertion that a "lumber combine" exists, but has decided that the lumber trade needs its assistance in searching out foreign markets for Canadian lumber so that we may be able to export some of our surplus product instead of sacrificing it upon Canadian markets. In short, far from there being anything in the nature of a "lumber combine" in Canada the situation really is that natural conditions resulting in competition from many sources of supply, combined with the former neglect of Canadian Governments to protect the industry against foreign competition, and also combined with the fact that practically every other industry in Canada is protected, have actually produced the effects of a combine against the prosperity of the lumber manufacturing and selling business in Canada.


## SERVICE FIRST

The value of a trade journal is measured definitely by the service which it can render to its readers. The Canada Lumberman has realized this during all the years of its existence and has made a practice of publishing only such articles and news as are of practical value to lumbermen. There are two ways in which a trade journal can furnish service. One is by means of publishing good, practical articles. The other is by acting as a source of information in reply to enquiries from its readers.

A trade journal ought to make a specialty of inviting enquiries of this nature. A journal like the Canada Lumberman, which has been in existence for many years, and has secured the confidence and support of the industry in all parts of Canada, is in an exceptional position to secure information upon any subject which is of interest to lumbermen.

We desire to impress this point upon our readers so that they may realize more fully our desire to be of service to them. The answering of enquiries is a variety of service specially belonging to a trade journal. It results not only in a service to the reader, but also in a broadening of the facilities of the journal itself, placing it that much more fully in touch with its field. We receive enquiries from many of our readers and in most cases are able in the course of a comparatively short time to furnish replies which are valuable and which it would be difficult for the individuals to secure without the expenditure of much trouble and time.

The Canada Lumberman is the recognized medium of information for the lumbering industry throughout Canada. We cannot always know just what our readers would like to have information upon and we hope that they will make full use of us by asking questions whenever they want information, and giving us in this way an opportunity to prove our facilities for giving service.


### B.C. Lumber Exhibits in Important Centres

Twenty-four sets of exhibits of the products of the British Columbia lumbering industry have been prepared by the Forest Branch of the British Columbia Department of Lands, These exhibits will be sent to Canadian trade commissioners in various parts of the world. A number of them have already been forwarded to the Orient and others are to go forward shortly. Mr. H. R. MacMillan, Chief Forester for British Columbia, in explaining the exhibits, states that they are to be enclosed in large cases suitable for display and to receive a permanent position in the offices of the various trade commissioners. They will be located at such places as Yokohama, Shanghai, Hong Kong, Melbourne, Sydney, Durban, Johannesburg, London and Paris. The exhibits were arranged with the co-operation of the manufacturers of British Columbia and embrace all the important woods in finished and unfinished form, together with information as to the uses to which the timber can be put. Each case contains a number of panels finished in a variety of ways, of Douglas fir, spruce, hemlock, etc. The exhibits also include a number of excellent photographs of timber operations in the province, also photographs of stands of timber, giving some idea of the immensity of the supply of the province. Each case also contains six doors hung on a common hinge which illustrate the attractive finishes it is possible to obtain on British Columbia lumber. It is confidently expected that excellent results will come from this effort to place the foreign consumer in touch with the supplies which can be obtained in British Columbia. Mr. MacMillan sailed on April 6th upon his tour round the world, as a Canadian trade commissioner with instructions to enquire into trade opportunities for the lumbering industry of Canada. He intends to pay particular attention to the placing of the British Columbia exhibits in the most effective quarters.

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### Improved Conditions in the United States

The London Statist, in a recent issue, calls attention to the improved industrial and financial situation in the United States in a forcible manner, showing the great change that has taken place in a few months. After reviewing the chaotic conditions in United States trade last summer, and the gloom and uncertainty which then prevailed, the Statist says "No greater contrast to this situation could be afforded than the one now existing. Confidence in the United States has been completely restored; almost the whole of the emergency currency notes have been retired. Indeed, the volume of American exports is so great that the United States is not only able to meet its obligations to other countries for interest and services, but to lend large amounts of capital to foreign nations. Furthermore, the outlook is that the United States in 1915 will sell goods to foreign nations to an amount so vast that they will be in a position to buy and to pay for great quantities of securities, as well as to import considerable amounts of gold." The article in question further points out that there was a balance of trade in favor of the United States in January of $100,000,000, and predicts that during the present year the United States will invest upwards of a billion dollars in foreign securities, or in its own securities held abroad.

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### Sailing Vessels Again in Port

Mr. F. M. Tweedie, Mayor of Chatham, N.B., in a recent interview stated that the scarcity of steamers for shipment of lumber from Miramichi ports had forced lumber firms to look far and wide for sailing vessels to undertake the carrying trade. One firm, Mr. Tweedie stated, had already secured thirty barquentines and three-masters to handle their output during the coming season. The lumber cut on the Miramichi this year, he reports, will probably be larger than ever before. It has been yarded without difficulty, and if the stream driving is favorable the output will be considerable. Practically all the shipments will have to be made by sailing vessels, as steamers are not available. These sailing vessels, which will now do trans-atlantic trade, have been engaged in the coastwise lumber carrying trade and general freighting business, but the high freights will make the change very profitable. The same conditions will probably apply to the lumber trade from St. John and Bay of Fundy points. This change in the method of making shipments will mean a great deal to the New Brunswick ports. Schooners will be a longer time in port than steamers. They will require more labor, and in practically all cases will purchase supplies from local firms, whereas steamers which formerly carried on this trade were fitted out on the other side and arrived in New Brunswick ports well provisioned for the round trip.

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Boards of Trade in Montreal, Halifax, St. John and Vancouver, the Canadian Manufacturers' Association and the British Columbia Forestry Office have received copies of tenders and conditions of contract for the supply of telegraph poles for the British Post Office Department. Through the Canadian Commissioner at Paris it has also been learned that the Servian Public Works Department is soliciting offers for the supply of 100,000 railway ties, to be 2 meters in length, 70 by 25 centimeters in width and 16 centimeters in thickness.

# Freight Advances Strongly Opposed

## Toronto Lumbermen Present Arguments and Facts Against Application Made by Railway Companies

The application of the railway companies for permission to increase their freight rates between points east of Port Arthur, which had already been the subject of two sessions of the Board of Railway Commissioners at Ottawa and Montreal was again before the Board at a session held at Toronto on March 29th. Mr. T. H. Marshall, traffic expert of the Toronto Board of Trade, placed before the Commissioners a resolution passed by the Lumbermen's Section of the Toronto Board of Trade, as follows:—

Whereas the Canadian railways have made application to the Board of Railway Commissioners for Canada for a general increase in freight rates, and this proposal includes an advance in rates on lumber and other forest products, averaging $2.00 per car, and

Whereas under existing circumstances it is extremely difficult to market lumber at prices lower than obtained during 1914, owing to the present industrial depression and general stagnation in the building trade, an increase in the present handling charges through advanced freight rates would mean a very considerable loss to the dealers, and

Whereas from statistics obtained from some twenty-five retail lumbermen and manufacturers, members of this section, it would appear that in 1914 these dealers and manufacturers received approximately 12,425 cars, representing—as near as can be conservatively estimated—twenty-five per cent. of the total receipts of lumber and other forest products at Toronto, an advance of $2.00 per car would mean approximately $100,000 additional expense to the dealers, and with the knowledge that these figures can be confirmed from the railway companies' records, the short time at our disposal precluding our obtaining further authentic statements from all dealers, and

Whereas the rates on lumber were advanced in 1908 to what we consider is the maximum transportation tax which these commodities should be called upon to pay, be it

Resolved that the Lumbermen's Section of the Toronto Board of Trade now in session do unanimously and most emphatically protest against any further advance in freight rates on lumber products as proposed by the railway companies, and be it

Further resolved that a copy of this resolution be placed in the hands of the Board of Railway Commissioners for Canada.

### Summer Export Rates

Mr. Frank Hawkins secretary of the Canadian Lumbermen's Association, asked that the railway companies should make a statement in regard to export rates upon lumber during the summer. Formerly the summer rate from Ottawa Valley points to Montreal for domestic shipments was six cents a hundred pounds and the export rate was five cents. This rate was put into effect by the railway companies filing special summer tariffs. The Board had held that it had no power to compel the railway companies to file such a tariff, based upon water competition which the railway companies might or might not acknowledge. The winter rate from the Ottawa Valley to Montreal for domestic shipments was seven cents a hundred pounds and by order of the Board the export rate must be one cent lower than the domestic. This year the railway companies had not filed any special summer tariffs and as the season was advancing Mr. Hawkins asked that they should make an announcement upon this point. After a considerable discussion upon this subject the Chairman of the Board directed the railway companies to keep an account of their traffic, both export and domestic, during the coming summer, so that they might know exactly where they stood. He directed them to maintain the present difference between export and domestic rates for this purpose and to absorb whatever charges they were already absorbing.

Mr. Hawkins then presented a statement showing the actual shipments of lumber, lath and shingles from the Ottawa Valley firms during the year ending June 30th, 1913, taking this period, because the succeeding year was an abnormal one. The statement showed that twelve leading manufacturers had shipped 15,520 cars of lumber, the estimated weight of which was 654,425,449 lbs. The increased freight charges upon these shipments, based upon an advance of one-half cent per hundred lbs. would involve the sum of $32,721.23. This statement is based upon the following estimated weights:—2,500 lbs. per M. feet of lumber; 400 lbs. per M. pieces of lath; 250 lbs. per M. pieces of shingles.

Mr. Hawkins then pointed out that the C. P. R. had paid dividends right along and had put aside millions of dollars to the credit of profit and loss. The present rates, therefore, were sufficient. He also stated that the G. T. R. received 43½ per cent. of its tonnage from the United States. He presented next a comparison between the track mileage of Ontario leaving out the section west of Sudbury and the whole of the transcontinental railway, with the track mileage of the State of New York. In Ontario they had 7,000 miles of tracks. In the State of New York, which is of about the same extent of territory, they had 8,500 miles which served a population of something like 9,113,000, as compared with a population in Ontario of 2,500,000. From this it would appear that we were about fifty years ahead in railway construction in Ontario, a fact which might have a great deal to do with the desire of the railway companies to increase their freight charges.

An interesting point was made by Mr. Hawkins in regard to the outlook for improved trade conditions, his idea being that the railway companies could look forward to a decided improvement in their volume of business during the coming year. Mr. Hawkins quoted an interview appearing in the daily press with Mr. Neil Mooney, general agent of the New York Central lines. Mr. Mooney stated that on account of the war it was altogether likely that the volume of travel usually going to Europe in the summer time would remain on this side of the ocean during the present summer and that there would be $500,000,000 spent upon travel in the United States and Canada during the coming season.

Mr. W. J. Smith, of J. B. Smith & Sons, presented a forcible argument from the lumbermen's point of view.

Mr. Smith asked how the railway companies could expect his company to pay the proposed increased freight rates from Callander, Ont., in view of the following facts:—That lumber is being moved from New London, Conn., to Toronto, a distance of 710 miles, at 12½c. per hundred lbs., or .352c. per ton per mile; from Jacquet River, N.B., a distance of 834 miles, at 20c. per hundred lbs., or .48c. per ton per mile; from Bathurst, N.B., a distance of 862 miles, at 20c. per hundred lbs., or .46c. per ton per mile; from Campbellton, N.B., a distance of 799 miles, at 18c. per hundred lbs., or .45c. per ton per mile.

The present rates from Callander were as follows:—Callander to Toronto, 220 miles, 10½c. per hundred lbs., or .96c. per ton per mile; from Callander to Holley, N.Y., a distance of 342 miles, 18c. per hundred lbs., or 1.05c. per ton per mile; from Callander to North Tonawanda, N.Y., a distance of 319 miles, 15c. per hundred lbs., or .94c. per ton per mile. The rate from Penetanguishene to Toronto, a distance of 100 miles, was 8c. per hundred lbs., or 1.6c. per ton per mile.

In order to show how cheaply the railroads could move lumber when they wished to do so, Mr. Smith pointed out that southern pine going to Montreal from the Southern States was given a rate only 4c. above the rate to Toronto, and that the railroads were hauling this material 333 miles at 4c. per hundred lbs., equal to .24c. per ton per mile.

He also pointed out that the freight from New London, Conn., and New Brunswick was being hauled up hill, while the freight from Callander goes mostly down hill. During the last few years, the rate from Callander has been increased forty per cent.

In the course of his remarks Mr. Smith pointed out that there were owners of lumber today who had bought in bulk and were finding it necessary to sell at less than the cost price, so that the present was a most inopportune time for talking of increased rates. In his opinion the railroads ought to be able to haul lumber cheaper today than in days gone by, when cars only held twelve tons and when 13 such cars made a train load, whereas the cars of today held from 30 to 50 tons and 40 such cars made a train load.

Mr. G. A. Howell, of the Howell Company, Toronto, presented an argument against the increased rates, on behalf of the pulpwood, pulp and paper trades.

Mr. Howell's objections were to the proposed increase in the combined rate on the T. & N. O. and G. T. R., for hauling pulpwood carloads from T. & N. O. points to the Thorold and Niagara Falls district. The Thorold and Niagara Falls district was the only market for the wood from the T. & N. O. and the price paid by the mills in that district was regulated by the price obtainable for water-borne wood from Quebec. This wood comes up the St. Lawrence by steamer and barge and is unloaded at the Welland Canal or at Tonawanda on the Niagara River, making it impossible for the shipper from T. & N. O. points to increase the price charged to the mills, by the additional freight. Consequently, this increase must be paid by the settler. The increase from Cochrane would amount to 39c. per cord of rough wood and from the Englehart district 26c. The settlers in the Cochrane district were now very heavily handicapped by the freight rates and could barely obtain, at present, prices sufficient to pay them for cutting the wood. If they had to reduce their price by 39c. per cord, which to a settler cutting, say, 100 cords a year, amounted to $39, a large sum to a settler, it would be a question whether he would not find it more profitable to burn up the timber than to cut it and ship it out as pulpwood.

On rossed wood the increase in the Cochrane district would be 37½c., practically the same as on the rough. The price in any event would be governed by the cost of the rough wood. The proposed increase in freight rates, he submitted, would naturally be a hardship to the settlers, and would discourage settlement, which from a railway's point of view should be sufficient to prevent their advancing the rates.

# Toronto Lumbermen Discuss Rates

### Pass Strong Resolution to Oppose Increase—Will Take Up Credit Bureau Question at Next Meeting

The Lumbermen's Section of the Toronto Board of Trade held an important meeting on March 26th, the discussion at which was chiefly in relation to the application of the railway companies for permission to increase their freight rates between points east of Port Arthur. The usual luncheon was held at 1 o'clock and at 1.30 Mr. J. L. Campbell, chairman, opened the meeting. A motion was presented in a letter by Mr. A. E. Clark, who was unable to be present, but who wished to have the section discuss the formation of a credit bureau. This motion was laid over until the next meeting on account of the importance of the freight rate question which had to be dealt with in detail so that the views of the Section might be presented before the Board of Railway Commissioners at their meeting in Toronto on March 29th.

Mr. J. L. Campbell, chairman of the special committee appointed at the previous meeting to consider the freight rate question, reported that the committee had had an interesting interview with Mr. Marshall, the traffic expert of the Board of Trade. Mr. Marshall had told them that the railways were all asking for the increase, not on account of hard times, or the war, or any falling off in business. They were simply stating that they needed the increased rates so as to raise money for carrying on their business this year, next year and for all time. Their purpose was to make this increase a permanent one, not one which would be subject to revision when circumstances should improve. The argument that they should bear their share of the burden of hard times did not apply to the case. They brushed this aside, simply saying that they wanted more money in the future. Mr. Marshall had prepared some pretty strong arguments and had put them before the commission, but the Commissioners seemed to be somewhat inclined to neglect these arguments.

Government reports showed that the C. P. R. had paid large dividends, had carried large amounts to reserves and did not require more money. The same thing applied to the Grand Trunk. Other railways had been paying dividends as high as ten and fifteen per cent. on the capitalization of the roads. But the railways declared that they must have more money. They claimed that it was not a question of comparison between their rates and those of any other roads. So far as Toronto was concerned it seemed that their case had been somewhat weakened by reason of the Board of Trade of Montreal agreeing to give the railways one-half of what they were asking for. This was practically admitting that the railway companies should have more money. There was a difference between the cases of Toronto and Montreal. In Montreal they would not feel the proposed increases so much as in Toronto as the rates to Toronto were higher. Toronto lumbermen should take steps, therefore, with Mr. Marshall's co-operation, to impress upon the Board of Railway Commissioners the fact that the lumber traffic to Toronto was carrying now all the expense that it could afford to carry and that the proposed increases would be an injustice.

Mr. Campbell reported that a proposed resolution had been prepared along these lines for the consideration of the Section.

A lengthy discussion followed regarding the best form in which to present this resolution. It was finally decided that the resolution should be brief and simply state the fact that the lumbermen of Toronto objected emphatically to the proposed increases. To supplement this, the committee should secure as definite facts and arguments as possible for Mr. Marshall to present to the Board. The resolution as carried was as follows:—"That the Lumbermen's Section of the Toronto Board of Trade now in session do unanimously and most emphatically protest against any further advance in freight rates on lumber products as proposed by the railway companies."

The committee upon this subject subsequently held a meeting and drew up a preamble to the resolution, which is published elsewhere in this issue as part of the report of the Toronto session of the Board of Railway Commissioners.

## New Brunswick to Survey Its Crown Lands

Reports have recently appeared in the press of New Brunswick to the effect that the Provincial Government intended to spend about $400,000 in making a survey of the Crown Lands of the province. The Canada Lumberman is advised by Hon. Geo. J. Clarke, Minister of Crown Lands for New Brunswick, that no specific amount has been determined upon for expenditure in connection with the proposed survey of the Crown lands of the province. It is desired to begin the work of survey and classification during the coming season, but no definite arrangements have yet been made. Hon. M. Clarke adds that at best, little more than preparatory work can be accomplished this year.

## Georgian Bay Association Formed

"The Georgian Bay Lumbermen's Association," is the name of the latest organization of lumbermen to be formed in Ontario. This association is the result of discussion and informal meetings which have taken place during the past winter. The first meeting was held at Sudbury, and subsequent meetings at Toronto. The objects of the association, as outlined in a letter sent out after the first meeting, are as follows:—

1st. To consider all subjects that are of mutual interest and have direct bearing on the conduct of woods work and saw mill operations.

2nd. To systematize and devise a working plan for the various problems that are of mutual interest, that will produce the best results, financially and otherwise, to all concerned.

3rd. To have such organization and under such control as may be decided upon.

Individual expressions of opinion were then secured as to the desirability of forming such an association. At the next meeting, which was held in Toronto, the following were present:—W. E. Bigwood, Jas. Playfair, Alfred Beck, Geo. Jackson, B. F. Cane, Mr. Eddy, Mr. McBride, Mr. Dougherty, Geo. R. Gray, J. R. Stover, W. J. Sheppard, J. Ludgate, Guy H. Moulthrop, E. B. Foss, J. O. Smith, W. J. Bell, J. J. McFadden, Mr. Bartram and F. N. Waldie.

Mr. W. E. Bigwood was appointed chairman of this meeting, and Mr. F. N. Waldie secretary. An interesting discussion followed upon various matters of interest to the lumbermen of the Georgian Bay. A committee was appointed to formulate ideas and, if possible, make arrangements for the benefit generally of operations. This committee consisted of Messrs. W. J. Sheppard, W. J. Bell, J. J. McFadden, J. Ludgate, W. E. Bigwood, F. N. Waldie, J. R. Stover, and G. R. Gray.

At a meeting of the committee it was decided that the Association should be called "The Georgian Bay Lumbermen's Association," and that a special committee should be appointed to secure the services of a secretary-treasurer and to devise means of working out and organizing the association. It was also decided that each party joining the association should be asked to contribute $10. The special committee subsequently secured the services of Mr. A. J. Jordan, as secretary. Mr. Jordan's address is Box 109, Sudbury, Ont.

Another meeting was held late in March at which there was a good attendance and the indications are that the association will at once take its place as an important factor in connection with the lumber manufacturing industry of the Georgian Bay district.

## Cooperage Trade Continues Quiet

There is very little change in the situation of the cooperage market at the present time. The export business is practically dead, as freight can not be secured, although the demand for export is pretty good. It is only a question of obtaining freight room to move a large quantity of stock.

The demand for the home market is below normal for this season of the year, and parties wanting stock for prompt shipment can buy it at very reasonable prices. For future shipment the manufacturers do not care to quote except at higher than the prevailing prices, as there is every prospect of better business in the near future.

Trade in Canada is also quiet for this season of the year, but there is a general firmer tone throughout the market, and as the mills have only put in very light stocks this winter, the manufacturers are retaining their prices firmly and not cutting to get business.

This is always a very light season for the Canadian trade. It is generally the latter part of April before cooperage stock begins to move freely. There is also considerable demand for export for Canadian goods, but only occasional shipments can be made for want of ocean freight room. We can not see any relief for the present for this situation.

## Canadian Shingle Exports Increasing

According to the United States Department of Commerce statistics 81,987,000 shingles were imported into the United States from Canada in January, 1915, having a valuation of $157,951. In January, 1914, the importation was only 42,706,000, with a valuation of $99,845. The same statistics show that for the seven months ending January the comparison is as follows: For the seven months ending January, 1913—390,960,000 pieces, valued at $964,778; in 1914 there were, both free and dutiable, 407,449,000 pieces, with a valuation of $1,008,346; and in 1915, 800,417,000 pieces, valued at $1,699,291. In January, 1915, Canada sent into the United States 33,430,000 feet of lumber, with a value of $637,744, as against 34,869,000 feet, valued at $687,963, for the same month in 1914. For the seven months ending in January, 1915, United States lumber imports from Canada reached a total of 558,217,000 feet, valued at $10,559,695. In the same months in 1914, there were 573,424,000 feet, valued at $10,792,341, and in 1913, 700,171,000 feet, valued at $12,138,958.

# Lumber Industry Discussed in Commons

## Sir Geo. E. Foster Announces Appointment of Commissioner to Visit Foreign Lumber Markets—The Pit Prop Trade Situation.

In the House of Commons, on April 3rd, a discussion upon Canada's Foreign Trade was brought up by the consideration of the estimates of the Department of Trade and Commerce. In reply to a question by Sir Wilfrid Laurier, Sir Geo. E. Foster, Minister of Trade and Commerce, made the following interesting statement:—

The lumber industry of the western part of Canada has been in rather a bad way, and it has not been helped very much by the war, which has disorganized freights and financial conditions. I think the lumber situation in Eastern Canada is looking up. Inquiries which are being received from France, Great Britain and Belgium, indicate a more satisfactory condition in respect of certain kinds of lumber produced in Canada. The condition of things in the West during the last year and a half or two years has contributed to a diminuation of building activities, and naturally this has had a very material effect upon a large number of the British Columbia mills. Boards of Trade and others have been in correspondence with me with reference to some special means by which they could be helped. Trade commissionrs in all countries were instructed to make special investigations in regard to markets for British Columbia lumber, and a very extensive and useful series of reports was sent in. Although this information has been useful, British Columbia felt that its case ought to be specially considered, and after mature consideration I acceded to that suggestion as being reasonable, under the circumstances. Accordingly, I appointed a special commissioner, who will take up his duties in a day or two. He will go from British Columbia to Japan, spending a little time there, and will then proceed to make investigations in China and India. China is now a large consumer of lumber, and when she begins to open up and develop her vast resources, lumber will form a most important item of import. What strikes one as he goes through China is the extreme bareness of the whole country. In years gone by, when the principles of consevation were not applied, the timber was stripped from the country, and to-day almost every hill in China is bare to the top. In the northern and far western portions of the country they have, of course, a considerable amount of timber, but for the most the greater part of that vast country, having done nothing in the way of afforestation or reforestation, must depend upon outside countries for its timber. From India, the commissioner will go to Australia and New Zealand; thence to South Africa or South America, I am not sure which; thence to Great Britain, where he will conclude his investigations. I asked the lumber and forests interests in British Columbia to recommend to me a proper man for this position, and they recommended a Mr. MacMillan, recently connected with the Forestry Department in British Columbia, who was born and educated in Ontario, and who has had a good deal of experience in this line.

Mr. J. H. Sinclair (Member for Guysborough, N.S.), who followed Sir Geo. Foster, said:—I wish to call the Minister's attention just for a moment to the difficulties of the Maritime Provinces in regard to freight. It is very difficult at the present time to get steamers to carry lumber. The most convenient class of vessels that we now have in Canada is the larger class of schooners, which are pretty well employed in the trade between Eastern Canada and British Columbia. At the present time there is quite a demand on the coast of Eastern Canada for British Columbia pine. In the town of New Glasgow, where I live, large quantities of it are used in the manufacture of cars for our railways; in fact, the specifications do not permit of any other kind of lumber being used for certain parts of the car. This lumber has to come by rail, and in many cases at very great expense. What I wish to point out to the Minister is that it could come for half the cost by water, provided that the vessels were permitted to carry it down the western coast of Canada and through the Panama Canal. But the great difficulty is that the coasting laws do not permit a captain holding a coasting license to go into those waters. The laws are now so restrictive that a captain with a coasting license cannot take a ship from an eastern port in Canada through the Panama Canal to British Columbia, or vice versa; and I suppose that nine-tenths of these large schooners that I have spoken of are manned by captains holding coasting, and not deep sea, licenses. If my Hon. friend had enough influence with the Minister of Marine and Fisheries to get him to remove this difficulty he could do a great deal towards promoting trade between British Columbia and Eastern Canada, and, I think, the eastern ports of the United States as well. That would be a great relief to the shipping people of the Maritime Provinces, who are hampered in their trade not only with the western coast of America, but with South America as well. We are not able to send our vessels down to the River Plate or to Rio or to any of those ports where there is now a profitable business. There is no reason in the world why they should not go there. I think it would be impossible for anyone to furnish a good reason why a captain holding a coasting license should not be allowed to go anywhere along that coast. Our captains traded there for a hundred years prior to these new restrictive laws being introduced, and they always succeeded in getting back and making profitable voyages. Our captains to-day are just as good men as they were, but owing to the legislation that has been passed here in regard to coasting voyages they are not able to take advantage of that trade.

### The Trade in Pit Props

There is another question to which I should like to draw the Minister's attention while I am on my feet. Last autumn, after the war broke out, there was considerable discussion in the papers in regard to the prospects of trade in pit props between the ports of Nova Scotia and Great Britain. It was pointed out that owing to the disturbance in Europe the Baltic trade had been cut out, and that the mine owners in Great Britain required large quantities of pit props, and that these might be supplied from Nova Scotia or some other of our Maritime Provinces. A good many people in the Maritime Provinces were interested in that proposal. I am told that my honorable friend has been making some inquiries in regard to it, and I am sure that any information he could give to the House and the public as to the prospects of developing a trade in pit props between our ports and Great Britain would be very interesting.

Sir George Foster replied as follows:—The matter was taken up by the Department of Trade and Commerce, and a deal of correspondence ensued. It became a matter of very great moment to the mine owners in Great Britain, and they had some conversations with the British Government in regard to it. The result of it all was that a Commission was appointed, consisting of representatives of the mine owners and a representative of the British Board of Trade. They came to Canada, and we placed at their disposal all the information and facilities we had. They visited different parts of Canada, taking in Quebec, New Brunswick and Nova Scotia. They also made a visit to Newfoundland. After they had gathered all their information they made a report which, in the main, followed along this line. The resources were ample in Newfoundland and in the portions of Canada that they visited. But some difficulties were apparent. One was the difficulty of freightage, which has been a difficulty in every line of enterprise. Another was that it was impossible for them to lay their hands upon any sufficient supply of pit props that we had ready for the market. They had then to face this condition; that if contracts were entered into the pit props would have to be cut in Canada during the months of the winter that has just passed, and brought out for spring and summer transport. Difficulties in two ways cropped up there. No one knew how long the war would last or how soon the Baltic supply would again be accessible—and pit props come from other European countries besides Russia. The trouble then was with making contracts for an indefinite period of time. No one here would like to contract unless he could contract for a year or two years' supply, and the mine owners in Britain did not want to make a contract for one or two years' supply because of the uncertainties of the situation. Some business has taken place; and I think some work has been done during the past winter, but on a somewhat limited scale. The commission also made inquiries in British Columbia, and I believe some business in pit props has resulted from that part of the country. The commission's report shows that the resources of Canada for the kind of timber have been examined into and found ample. I think that is the main information that I can give my honorable friend.

Mr. Sinclair asked: Is the Minister of the opinion that the trade could profitably be carried on in times of peace?

Sir George Foster replied:—That will depend. It is thought that the price of pit props will never again be as low as in the past, and if the price is permanently raised it may make business on this side possible. I have also heard that some of the mine owners are substituting metal props for timber, but that is just an experiment, and whether it can be done economically or not I do not know.

Mr. E. M. Macdonald (Pictou, N.S.), said:—In my county a large number of men are engaged in the coal industry. The difficulty in making contracts was that the gentlemen who came to conduct the business in Nova Scotia insisted that the inspection of the pit props should take place on delivery in England. This wood is in itself very valuable, and our men reasoned this way: Suppose we send a ship load of pit props which, after a rigid inspection, are condemned; it

would be impossible for us to sell that timber, as it is not used for other purposes, and the venture would be a total loss. From the way in which the business is carried on in connection with our mines, of necessity there must be quite a number of these pit props rejected from time to time by the local people. The consequence is that men in the business fear to engage in any kind of wholesale way in the delivery of these goods to England. If the parties who are interested in obtaining that trade could arrange for an inspection of timber on this side, I am quite sure that there would be a very much larger supply offered. The business of cutting pit props is not confined simply to the winter season in our province but goes on during all seasons of the year. When there is a good deal of snow it is easy to bring this small wood out on sleds, and the opportunity it therefore taken advantage of, but at the same time the work is going on throughout the year. Having some clients who are engaged in this business, I happen to know that this is their principal difficulty with regard to engaging in this business. If the question of inspection was solved there would be a great deal more of this class of timber offered.

Sir George Foster replied:—It would be quite possible to solve the question of inspection if other conditions could be made right. My own department would be quite willing to undertake to have the inspecting done on this side, and done under specifications as given on the other side, just as we have done in some other particulars. That could be facilitated if the other conditions could be made right.

Mr. Macdonald:—If there has been any slackness, that has been the cause of it. You can send deals, or any of the other qualities of lumber that have been going to England, and timber of that class that is found defective in some respects can be disposed of for other purposes, but that condition does not arise in regard to pit props.

## L. W. Halliday Married

L. W. Halliday.

Mr. L. W. Halliday, assistant to Mr. Andrew Rutherford, manager of the factory of William Rutherford and Sons Company, Limited, Montreal, was married on March 25 to Miss Mary H. Kearns, of Montreal, at St. Luke's Presbyterian Church, Montreal. After the wedding, which was of a quiet character, a dinner was held at the Place Viger Hotel. Mr. Halliday is an Englishman who has made good in the lumber and sash and door industries. He was born in Birmingham, and on coming to this country, nine years ago, obtained a minor position with the Rutherford Company. He is young and full of energy, and as the business expanded, improved his position with the largest combined business of wholesale and retail lumber, planing and saw mill, and interior finish in Eastern Canada. The factory end of the firm is an important one, and in these days of keen competition efficient management is more than ever essential to the economic working of the plant. The firm presented Mr. Halliday with a clock and the office staff gave him a dinner and tea service.

## Honored Their Retiring Associate

Mr. Daniel Patterson, who for many years has occupied the position of general superintendent of factories for the R. Laidlaw Lumber Company, Toronto, recently retired, and the members of the company and staff took advantage of the occasion to present him with a handsome 17 jewelled gold watch and a curb link chain. The presentation was made on March 29th, in the evening, at the company's west warehouse.

Mr. G. C. MacBeth made the presentation, and delivered a very happy speech, during which he recalled the time when Mr. Laidlaw, some fourteen years ago, decided that the firm ought to have a factory in connection with the lumber business which it had established. Mr. Laidlaw was looking at that time for a man to place in charge of the factory, and Mr. MacBeth had brought up the name of Mr. Patterson, knowing him to be a very capable man for such duties. Mr. Patterson was appointed to the position and had held it ever since, giving great satisfaction to all concerned. Not a little of the prosperity of the firm had been due to Mr. Patterson's energy and ability.

Mr. Patterson made a reply explaining his reasons for retiring. Some time ago he had been advised by his physician to take a rest. The opportunity to do so had not developed until the present. With the comparative quietness of business at present he had thought that he could drop out now with the minimum of inconvenience to the company. He thanked all his friends for their kindness, which he would remember with pride all his life. Mr. Patterson is retiring to a farm which he has bought near Bronte, Ont.

Mr. W. H. Shaw made a brief speech recalling a number of interesting and humorous incidents relating to Mr. Patterson's connection with the company. Mr. Walter C. Laidlaw, on behalf of the company, also made an appreciative speech.

## Personal Paragraphs

Harry G. Hayes, well known wholesaler of Vancouver, B.C., was recently in Seattle.

Mr. A. C. Manbert, of Graves, Bigwood and Company, Toronto, has returned from California, where he spent several of the winter months.

Mr. P. Bourdages, of St. Bonaventure, has been appointed by the Quebec Government as Crown Lands and Timber Agent for the Division of Bonaventure East.

E. J. Palmer, general manager of the Victoria Lumber & Manufacturing Company, Chemainus, B.C., recently visited a number of his Seattle and Tacoma friends.

J. G. Robson, president of the Timberland Lumber Company, and prominent in Hoo-Hoo circles in B. C., was unanimously elected president of the Board of Trade of New Westminster for the ensuing year.

Mr. Gustave Villeneuve, manager of the Eagle Lumber Company, Limited, Mont Laurier, P.Q., has been appointed Commissioner for the civil erection of parishes in the Roman Catholic diocese of Mont Laurier.

Recent visitors to Vancouver, B.C., included Chevalier Luigi Zuanelli, a paper manufacturer of Rome, who expressed the opinion that there should be a good market for British Columbia pulp and timber products in Italy.

Mr. John Graham, formerly of Earlton, N.S., has been appointed assistant manager of the North American Lumbering & Shipping Company, Limited, with headquarters at Nakomis, Sask. The company operates retail yards in a number of western towns.

Sir William Price, president of Price Brothers and Company, Limited, has resigned the position of chairman of the Quebec Harbour Commission. He finds it increasingly difficult to give the necessary time, owing to the pressure of his ordinary business engagements.

Guy E. Robinson, New York manager of sales, representing the Hawkesbury Lumber Company, Limited, Gillies Brothers, Limited, and the James MacLaren Company, Limited, has moved his office to the Aeolian Hall, 33 West Forty-Second Street, rooms 1838 and 1839, telephone Bryant 1258.

Captain J. B. White, 17th Hussars, manager of the woods and saw mills departments of the Riordon Pulp and Paper Company, and Adjutant C. E. Read, Jr., Army Service Corps, member of the firm of Read & White, Montreal, have volunteered for the front. Adjutant Read is a graduate of the Royal Military College, Kingston.

Mr. Duncan McLaren, Union Lumber Company, Toronto, returned recently from a two months' visit in the South. Mr. McLaren, who was in rather poor health, has returned fully restored. During his trip he was accompanied by his wife and family, and they visited, among other places, New York, Sea Breeze, Jacksonville, St. Augstine, Palm Beach, Miami and Cuba.

Mr. H. A. Ellis, manager of the Sherbrooke Lumber Company, Barachois, Gaspe, P.Q., returned with Mrs. Ellis and their son from a very enjoyable six weeks' trip in the south. Mr. Ellis visited the Panama Canal, going by way of Havana and returning by way of Key West. He also visited Palm Beach, St. Augustine, Jacksonville, Washington, New York and Boston.

H. M. Harrell, of the Harrell Lumber Company, Vancouver, recently visited Regina and other Saskatchewan points. Mr. Harrell's company ships extensively to prairie province consumers. He reports that Western Canadian farmers have been buying lumber extensively to provide increased stabling and other accommodation preparatory to sowing an increased acreage of grain this year.

Officers of the B. C. Lumber & Shingle Manufacturers, Limited, for the current year, were recently elected as follows:—President, L. A. Lewis, of the Brunette Sawmills, New Westminster; vice-president, J. W. Hackett, of Robertson & Hackett, Vancouver, and J. O. Cameron, of the Cameron Lumber Company, Victoria. Directors, J. D. McCormack, Canadian Western Lumber Company, New Westminster; J. Black, Hastings Shingle Manufacturing Company, Vancouver; J. Hanbury, Hanbury Lumber & Manufacturing Company, Chemainus; E. C. Knight, Vancouver Lumber Company, Vancouver.

# The Reader's Viewpoint on Trade Topics

## Canadian Spruce and Hemlock Safe Timbers for Construction Purposes—The Anti-Shingle Campaign

Articles or letters to the Editor of the Canada Lumberman, dealing with trade conditions, or discussing questions of interest to manufacturers, wholesalers or retailers of lumber are always welcomed by our readers. Here are a few that have been received lately:—

### Use Canadian Timber and Be Safe

Editor Canada Lumberman: Cincinnati, O., April 6th.

I read with interest an item in your April 1st edition under the heading "Combating Dry Rot in Timbers."

There are so many varieties of yellow pine growing in the south that it is a very difficult matter for the average person to use any yellow pine without getting from one to several varieties that will rot quickly. Good longleaf yellow pine is very desirable for building purposes on account of its strength, but if the material is subject to dry rot, strength is only temporary, and sometimes in the space of a few months only, the material is rotten. There is only one variety of yellow pine that is reliable, and that is the longleaf variety, and even the sap of that timber is liable to rot if cut in the summer months and not properly cared for.

There have been quite a number of items in the lumber journals in regard to yellow pine, and specifications on it which would insure getting timber having strength and durability. Some have suggested specifying a certain number of growth rings to the inch, but that system has no merit. Two varieties of yellow pine contain a very large percentage of heart timber, and, consequently, only a small percentage of sap timber. All other varieties are very largely sap. These sap varieties are all right for making boxes, or for any other purpose where durability is not required. About the only way a person can be likely to get yellow pine that will have durability is to specify that no piece shall show less than eighty per cent. heart on the four sides. That means that no more than twenty per cent. of the outside of the piece shall show sap. Even under these specifications, a person will get some undesirable timber, so **the safest way for Canadians to do is to use their own timber, that is, spruce and** hemlock.—U. S. Wholesaler.

### The Campaign Against Shingles

Editor Canada Lumberman:— Vancouver, B.C.

Though it is a generally recognized axiom in business ethics that abusing a competitor does not pay, people may occasionally be found who will stoop to this obsolete method of advertising. We have before us an instance in the form of a pamphlet entitled "The Evil Shingle Roof," urging a campaign against the use of shingles on account of the danger from fire. An amusing instance of simplicity in this piece of advertising for what are called "fire-resisting roof coverings" is afforded in the paragraph therein which states that anyone maintaining that shingle roofs are not a menace, wherever used, has either no large stock of intelligence or is speaking for a private interest against a public good. The latter alternative is particularly funny in a pamphlet obviously got up to advocate so-called fire-proof roofing, and incidentally to defeat another industry which might easily flourish side by side with that of "fireproof" roofings. There can be no surer proof of failure than is evidenced by descending to abuse of a competitor.

We cheerfully admit that shingles burn when set on fire. We have seen a man recommend fireproof roofings that burnt with equal cheerfulness when a match was applied. These carefully engineered campaigns against the lumber business really owe their success, such as it is, to the apathy of the lumberman himself. He can see through their "fallacies" (to use the gentlest term one can), but he should recollect that such pamphlets as that referred to reach other people who have not the same means of detecting them. How many people, for instance, know that the figures of insurance companies show that wood is only .17 of one per cent. more hazardous than brick? That a wooden building properly protected with automatic sprinklers is insurable (in Seattle) for less than half the insurance rate on so-called fireproof buildings of concrete? In view of these and similar facts the shingle roof would hardly seem to merit the abuse lavished on it.

As a matter of fact, these efforts to undermine the shingle trade have been pushed with such energy as to defeat their own purpose. Had the perpetrators of such literature as "The Evil Shingle Roof" been content to state that it is highly desirable to restrict the use of shingles to certain types of buildings and certain districts they would not in the first place have roused the shingle manufacturer to show them up, as we believe they have at last done, nor would they have made themselves a laughing-stock to such of their readers as understand anything of building construction. The tenor of the pamphlet in question puts the shingle on the basis of rum in a prohibition state: namely, the very manufacture of the accursed thing must be illegal, for that would be the result of complying with the arrant nonsense expressed therein.

The shingle, like the navy bean, has been one of the greatest factors in American pioneering. They represent food and shelter in the most portable and efficient form. We do not recommend that a public banquet should consist entirely of beans nor that large public buildings should necessarily be all roofed with shingles. But to argue therefrom that all shingles should be taboo would be worse than folly; it would be catering to the evil-smelling, leaking compositions that sometimes do duty for roofs, or letting oneself in for the delights of a peaceful night under a covering of corrugated iron when a heavy rainstorm is in progress. We will respectfully call the attention of "fireproof" roofing boosters to the fact that roofs are not put up with the intention of taking fire, and that particularly careless people can have their shingles treated with an incombustible preparation. But as a matter of fact, these propagandists have not exhausted the list of the villanies of the shingle. It seems by the reports of a recent government enquiry that shingles make very ineffective soles for shoes. We present this suggestion to the author of the next article on the evil-minded shingle.—Mainland Lumber & Shingle Company.

### Can Turpentine be Profitably Abstracted from Logs?

Editor Canada Lumberman:— Brantford, Ont.

Do you know of any process or machinery for extracting turpentine from pine before the logs are put into the mill to be sawn into lumber? We have this enquiry from a British Possession and if we can give them any information about it we would like to do so.—Waterous Engine Works Company, Ltd.

There is at present no method or proposed process for extracting turpentine from pine logs before they are sawn into lumber. The Forestry Branch of the Department of the Interior advises us that in such a process steam distillation only could be employed, as this is the only method by which the gums and resins are extracted without destroying the wood fibre. Steam distillation is only practicable when the raw material is cut into comparatively small chips. This allows the steam to reach all parts of the wood at approximately the same time and the dissolving out of the resin is accomplished with the greatest economy of heat. If large pieces of wood were used it would be impossible to dissolve out all the resin, and as the resin contained in our native pines is small in any case such a method would be a practical impossibility.

### Inquiry for Birch Veneer

Attention may be called to Trade Inquiry No. 434, appearing in the weekly Trade and Commerce Report for April 5th, No. 584. This refers to a company manufacturing tea chests and other cases and who are experiencing difficulty in obtaining supplies of birch from Russia and other customary sources of supply. They are open to purchase large quantities from Canada if satisfactory arrangements can be made.

The birch veneer is required in thicknesses of 1/12, 1/20, 1/24 inch, 24 inches and upwards in width, and 54, 62 and 72 inches long. Quotations should be per 100,000 feet lots, face measure, prices c.i.f. London, exclusive of war risk. A sample, say, 12 by 10 inch of any thickness convenient is desired. It is stated that the present inquiry is merely in the light of a sample order and that large and regular quantities could be taken. Those interested should communicate with the Department, requesting the name and address of the firm referred to in Trade Inquiry No. 434.

A Vancouver report states that the schooner J. M. Weatherwax has been chartered to carry a cargo of British Columbia lumber to Australia for the Canadian Trading Company. This is the fourth cargo the company has sold recently. The lumber will be cut at Chemainus. The cargo and charter are the result of negotiations between Mr. Pettibone and the Australian Trade Commissioner representing New South Wales. The material is to be used for public works in New South Wales and should prove an advertisement for British Columbia timber. The Weatherwax has a carrying capacity of about 550,000 feet and is expected to be ready for loading about April 15.

# An Appeal to Pacific Coast Firms

**Yellow Piner Urges Fair Methods of Competition**

The opening of the Panama canal to traffic has given rise to widespread discussion among lumbermen in all parts of Canada and the United States as to the extent to which Pacific Coast lumber products will be enabled to compete in the east with the woods which have formerly held the market. There was an inclination at first to belittle the threatened invasion of west coast woods, on the ground that the cost of freight even by way of the Canal would be too heavy. In spite of the shortage of vessels and the high freight rates, however, conditions are shaping in such a way as to show that Pacific coast lumber products will soon play a very large part in the eastern trade. A significant evidence of this is the fact that eastern lumbermen are showing a far more definite concern over the importations from the west which are already coming to eastern markets. In the American Lumberman recently a yellow pine manufacturer appealed to the Pacific coast firms to avoid price cutting in the east. His letter reflects so forcibly the feeling of many lumbermen who have discussed the subject with the Canada Lumberman that we reproduce it in full, as follows:—

Douglas Fir Timber Millmen—

Gentlemen: When it became certain that the Panama Canal would be built and that Douglas fir could get around to the Gulf and Atlantic markets at a big saving in transportation cost over the transcontinental rail rates, we southern pine manufacturers were disturbed. We were making a little money then and beginning to realize on our investments, and we looked at the world of timber you have out there and your big mill capacity and your hankering after more trade, with a lot of concern. And when Colonel Goethals said that the canal would be opened by January 1, 1915, we not only hoped he was mistaken but some of us, though we are patriotic citizens, wouldn't have felt so badly if Gaillard had not been able to overcome the slides, or even if someone had blown up the locks—almost anything to avoid facing the competition which we did not like even to think about.

However, nothing much happened to delay the project, and we consoled ourselves that this game of lumber competition would be played according to the rules. We sort of figured that it would take more ships than you could get hold of or build to make a very big hole in the eastern markets for a good while. And that, anyhow, it would take some time to get the eastern buyers used to your product. They know about your long and big timbers, and you had sent some porch flooring and miscellaneous stuff across the country and a little around the Horn or across Tehuantepec. But the down-east part of the country after all did not know very much about fir, and it would take some time for them to get acquainted with it.

Then we figured that even with the low canal rates you would not be able to get into the eastern markets so awfully cheap after all. If your stumpage is worth anything, that ought to be taken into account, and our understanding was that your lumbering and manufacturing costs were higher than ours, so that even if you got a rate through the canal of $8 or $10 a thousand you were not going to have such an advantage over our stuff delivered by rail or coastwise after all.

Our ideas on those points seem to be working out pretty well, but you are not playing the game according to the rules.

Before I go any further along this line I want to say that I paid real money for my yellow pine stumpage. There are some people who are cutting lumber today that cost them originally about $1.25 an acre—fine 15,000-feet-to-the-acre stuff—and carrying costs during the last thirty years or so have not yet brought their investment to a big figure per thousand feet. But most of us are cutting timber that we bought at $2 to $5 a thousand anywhere from three to fifteen years ago, and if the cost of it doubles every eight or ten years you can see that we have something at stake. Then, I have a little nest egg, or rather a nest of eggs, in the shape of a few sections of Douglas fir timber, and I don't want those eggs addled or smashed before the time comes to put them into the incubator.

But it looks as though you were going to smash them, thrashing around as you are, and there is no consolation to me in knowing that you are smashing your own eggs as well. Of course, you have and had a big over capacity, and a fellow that has been foolish enough to build a sawmill in advance of a need for it is just as anvious to get his equity out as anyone is who has been wiser in his business policy. But that does not help the matter any.

One of the troubles with you was that practically all of you imagined that when the canal was opened you were going to put the billion or two billion feet of product that you might turn out with your surplus capacity into the eastern markets. You did not know how you were going to get it there, nor how you were going to distribute it or get the people to buy it when it was there.

It would seem that, instead of just hoping, you would have been getting ready for the canal during the two or three years before it opened.

But no! All you did was to dream dreams, and when the canal was opened and orders did not come in of their own accord and ships did not present themselves and get loaded automatically and stuff get distributed on the Atlantic coast also automatically and the settlements therefor fly in, you grabbed at anything in sight. You did not even try to play the game.

This lumber game, it seems to me, has some pretty well defined rules, if anyone is entitled to sit in it with gentlemen, or if one is not to be considered a mere tyro. A few times in my life I have seen people draw to a 3-card flush, but I never did see that draw win out. I have also seen players take a trick with an ace when a two-spot would have done as well; which is to say that a lumberman should not expect the impossible to happen, nor that he should sell lower than he has to to get the order.

All of us—you fellows on the Coast and we in the South—are supposed to be in business to make money. We won't admit that Douglas fir is any better than yellow pine, and, in fact, we think that on the whole yellow pine is the better wood, especially the genuine longleaf and shortleaf species. But we do admit that you have some advantages over us.

When it comes to cutting timbers that square up 12 inches or more and 50 feet or longer, we would rather not have the orders at any price we could get. You can furnish that sort of stuff and we will admit that Douglas fir is good structural material. Then if anybody wants planking or joists more than 14 or 16 inches wide, we can not afford to fill it at any price that we are likely to get. You are welcome to it. And then we suppose a certain amount of finish, stepping and sundries must be conceded to you for the sake of variety and good fellowship.

But why should you sell any of these things lower than you have to in order to get the business?

The other day I heard that a big bill was sold to be delivered in Buffalo at $22 per thousand for big timbers and heavy planks. Twenty-two dollars a thousand! I don't know how much it will cost to deliver that stuff at Buffalo by the cheapest route, which would probably be all water, at any rate water from Seattle, or wherever it is to come from, to New York. But suppose it cost $12. That would leave $10 for the stuff on the Coast and the profit, if there is any, in addition.

You were so anxious for the business; built such great hopes on it and were so disappointed when it did not come, that you grab at anything which presents itself, and are putting yourself soul and body, sawmill, stumpage, and all, into the hands of the scalpers.

In this case the scalpers seem to be vessel owners, who are really interested only in making their vessels pay. They don't care whether the lumber pays or not. They care nothing about stumpage values or your mill profits, and they don't know enough or care enough about the lumber business to work for fair prices if they did.

It is the old story of the scalper again.

That gentleman is not in favor down in my section of the country. If we can't get our profits through our own sales departments and our own representatives to the retail yards, or the wholesale consumers, we may sell outright to wholesalers. That is legitimate; for when the wholesaler has bought a carload or a million feet of lumber at our price, he has got to hold up the general market price in order to get his profit. We also may sell through commission men, at our figure but not at theirs. And we shift the cost of the selling burden on to them, and allow them 5 per cent. or $5 a car, or something of that sort, for doing that work.

I don't mean to say that we are all wise or financially sound, or that we all have good horse sense. But most of us turn cold shoulders to the fellow that goes out and gets an order at a low price and then comes around to us and wants to buy it at a lower price so that he can make his profit. Neither do we encourage people who want us to ship to their account to be sold in transit at whatever price they may name.

We don't like to have our markets that we have done business in for many years invaded by this new and cheaper wood, but we have got to stand it, to the extent that you are able to get in. All that we ask is that you play the game according to the rules.

Don't cut under us $6 a thousand, spoiling your own market and ours, when you could cut our price $1 and get the business.

But for Heaven's sake don't through this lumber-scalper-ship-owner scheme spoil our market now and your own for the future. If you have not got money enough to open yards in the East and buy boats to carry the stuff to those yards, sell you stuff to eastern wholesalers, who have the yards and who will put their own money into the game. Sell it to men who are lumbermen.

Keep your product in the legitimate trade channels. If you can get into the East at all with any profit or without loss, it will be in that way, and our loss will be as small as such legitimate competition will require.—Yellow Piner.

# Electricity in the Lumber Industry

## An Account of the Rapid Development of Electric Drive to Logging and Manufacturing Operations—Typical Installations Described

By E. F. Whitney*

A small saw ordinarly known as a "rock" or "barking" saw, to remove gravel, barnacles or other foreign matter from the bark of the log, usually precedes the main saw in the line of cut. It operates continuously, and requires a 15-h.p. motor; its load factor is approximately 30 per cent. A tin housing, piped to an exhaust fan, allows the dust to be carried away. This fan requires 15 h.p. and runs continuously at constant speed, with a load factor of approximately one hundred per cent.

The essential duty of the head saw is to cut timber of a certain thickness from the log. Refinements of this process—i.e., reducing these timbers to boards—really fall to other machines, viz., re-saws and gang saws, because of operating requirements. The single-cutting band mill is by far the most popular type of head saw; double-cutting mills are in general use when handling smaller timbers than are common in the Pacific Coast country, but circular head saws are by no means obsolete.

Driving the single-cutting head mill is a 300-h.p. constant-speed motor with wound rotor, and provided with drum controller and resistence for starting duty only. The large inertia of the heavy saw tension and driving wheels imposes severe starting conditions, but once up to speed, helps greatly in equalizing the load, so that in running we seldom encounter very high peak demands. The following data are typical of a mill of this capacity:

| | |
|---|---|
| Speed of saw wheels | 300 rev. per min. |
| Running demand range | 230 to 450 kw. input. |
| Starting demand | 560 kw. input. |
| Duration of starting demand | 38 seconds. |
| Running light, input | 60 to 70 kw. |
| Average kw-hr. per day of 10 hr. | 1050 |
| Load Factor—average | 22 per cent. |

Because of the slow speed of large band mills the motor is usually belted and a belt tightener used. See Fig. 8. Three-bearing motors are universal practise.

The polar-wound rotor type for constant speed service is commonly used, to limit the current input at starting. Where ample station capacity is available a squirrel cage motor can be used with impunity, now that the electrically-welded rotor end-ring construction has so greatly increased its ability to withstand long-sustained starting periods without damage. The simplicity and strength of a squirrel cage type motor makes its use very desirable.

With double-cutting mills the load factor and daily kilowatt-hour consumption are higher than the values given above. The power per thousand feet, however, is lower, due to the greater proportion of working to idle periods.

### Circular Head Saws

Squirrel cage motors are universally used for circular head saws. The inertia of the circular saws is low and the load fluctuations during the cut must be taken care of entirely by the motor. Fig. 9 shows a motor driving a double circular 66-in. (1 68-m.) saw. Where the saw speed permits, the best practise is to connect the motor directly to the lower saw arbor, driving the top saw with a belt. The following operating data are typical of a large double circular head saw:

| | |
|---|---|
| Running demand range | 240 kw. to 560 kw. input. |
| Starting demand | 360 kw. input. |
| Duration of starting period | 15 seconds. |
| Running light | 35 kw. |
| Average kw-hr. per day of 10 hrs. | 1150 |
| Load factor, average | 20 per cent. |

From the head saw, the boards or cants are conveyed by rolls and transfer chains which distribute the product to the other machines. The rolls directly in front of the head saw run at speeds of about 350 ft. (106.7 m.) per minute, the speeds in later sections decreasing slightly.

Present practise leans toward grouping two sections of roll with one or more sets of transfer chain, driving the group from a countershaft operating at 900 rev. per min., and driven by a direct-connected, constant-speed, squirrel cage motor. All rolls must be arranged for both forward and reverse operation, and the simplest scheme for accomplishing this and at the same time relieving the motor of all starting demands, requires the use of friction devices.

With individual motor drive, a back-geared reversing motor with chain drive from the back-geared shaft provides the most compact arrangement. Such a motor should preferably be of the polar-wound rotor type. Fig. 10 shows a general scheme using group drives.

Live rolls 12 in. (30.48 cm.) diameter by 30 in. (76.2 cm.) long require approximately 0.4 h.p. per roll when operating at 200 rev. per min. When operating at 100 rev. per min. they require approximately ¼ h.p. per roll. As a typical group, a section containing eighteen 12-in. by 30-in. (30.48 by 76.2-cm.) rolls at 120 rev. per min. and thirteen 12-in. by 30-in. (30.48 by 76.2-cm.) rolls at 80 rev. per min., three slab transfer chains, and three edger transfer chains, requires seven kw. input.

As an example of individual motor drive, with back-geared motor and chain drive to one roll case containing fifteen 12-in. by 32-in. (30.48 by 76.2-cm.) rolls driven from a line shaft by bevel gearing, the maximum running load is 4.8 kw. and the average running load is 3.7 kw. This information applies to cases where rolls are well lubricated and gearing in first-class shape. No average conditions can apply generally, since by far the greater part of the load is due to friction.

### The Edger

An edger consists of a number of circular rip saws, with the position of each adjustable on an arbor, the total width of stock determining the number of saws working at any one time and their position. Edgers adapt themselves admirably to direct connection; their speed is high and saw sizes can be so chosen as nicely to fit a

*Reproduced by courtesy of the American Institute of Electrical Engineers— Continued from April 1, Canada Lumberman.

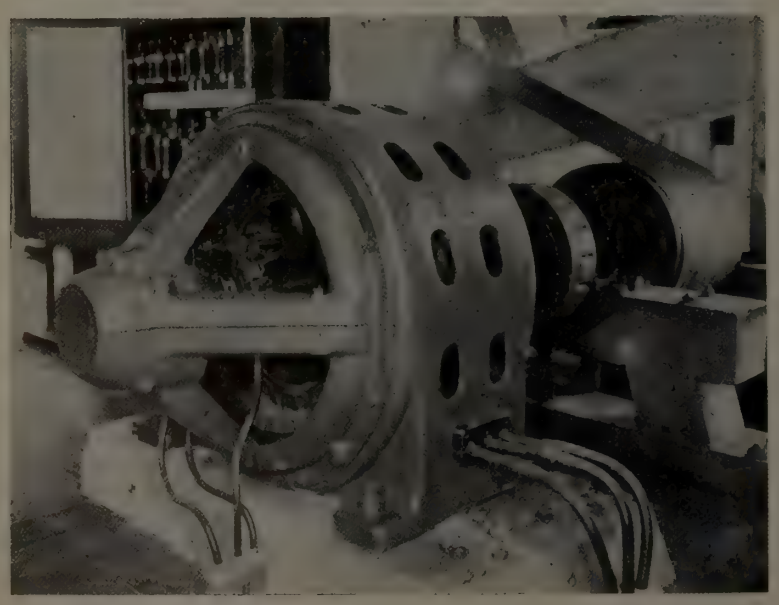


Fig. 8.—300 H.P. Motor driving 10-ft. Band Saw.

Fig. 9.—250 H.P. Squirrel Cage Motor driving double 66-in. Circular Headsaw.

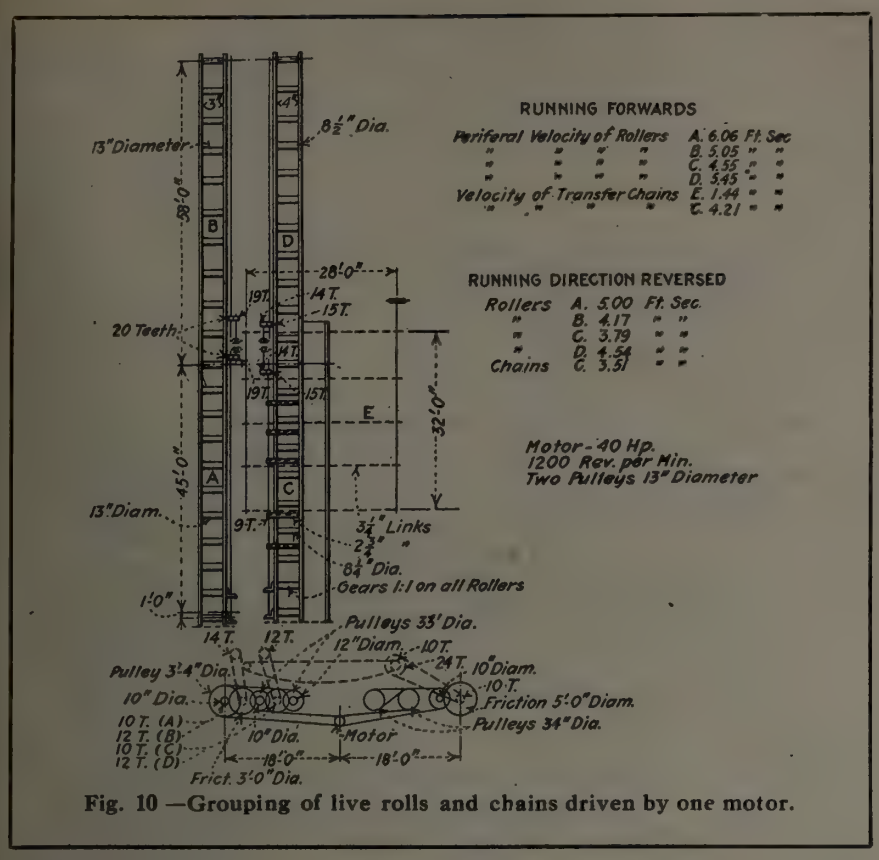



**Fig. 10 —Grouping of live rolls and chains driven by one motor.**

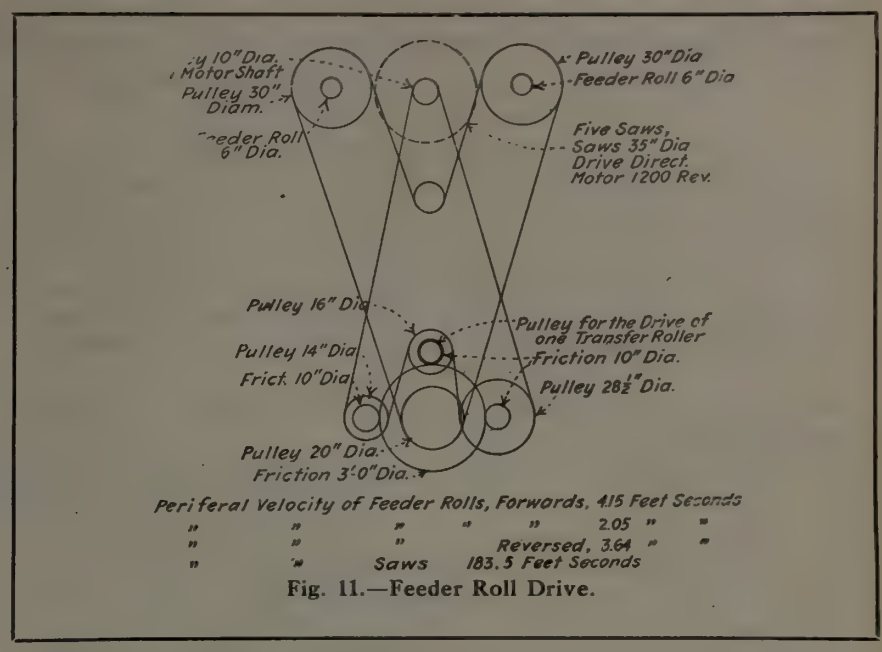

Pulley 10" Dia.
Motor Shaft
Pulley 30" Diam.
Feeder Roll 6" Dia.
Pulley 30" Dia
Feeder Roll 6" Dia
Five Saws, Saws 35" Dia Drive Direct Motor 1200 Rev.
Pulley 16" Dia
Pulley for the Drive of one Transfer Roller
Friction 10" Dia.
Pulley 14" Dia
Frict. 10" Dia.
Pulley 28½" Dia.
Pulley 20" Dia.
Friction 3'0" Dia.
Periferal Velocity of Feeder Rolls, Forwards, 4.15 Feet Seconds
" " " " " 2.05 " "
" " " Reversed, 3.64 " "
" " Saws 183.5 Feet Seconds

**Fig. 11.—Feeder Roll Drive.**

1200- or 1800-rev. per min. motor, which speeds are suitable for direct connection.

The starting load is comparatively light; the running load fluctuates through wide ranges and the saw speed should be practically constant, which conditions have caused the squirrel cage, constant-speed induction motor to be universally adopted. The feed rolls should be reversible, and capable of having their speed adjusted (see Fig. 11), the rate of feed depending upon the stock and carying from 325 ft. (99.1 m.) per minute to 120 ft. (36.6 m.) per min. For driving these rolls the latest practise has adopted a varying-speed, constant duty, reversing motor with polar-wound rotor.

On the edger arbor are mounted from five to seven saws running at rim speeds of 9,000 to 12,000 ft. per minute. The following is typical of the demands of a Pacific Coast edger 12 in. by 72 in., eight saws direct-connected to a 200-h.p. 1200 rev. per min. squirrel cage type motor:

| | |
|---|---|
| Input—Idle | 35 kw. |
| —5 saws cutting 6 in. stock at 220 ft. per min. | 350 kw. |
| —5 saws cutting 6 in. stock at 135 ft. per min. | 247 kw. |
| —3 saws cutting 10 in. stock at 135 ft. per min. | 290 kw. |
| —4 saws cutting 2 in. stock at 230 ft. per min. | 75 kw. |
| —6 saws cutting 1½ in. stock at 240 ft. per min | 75 kw. |
| Average per 10 hr. day | 405 kw-hr. |
| Average load factor | 11.6 per cent. |

### The Trimmer

This appliance consists of a gang of circular saws arranged in a horizontal line and spaced two feet apart, the total length varying from 40 to 50 ft. (12.2 to 15.25 m.). See Fig. 13. There are rarely more than four or five saws working at any one time and the load demand lasts only for an instant, so that by far the greater part of saws is of course constant, and operating constantly the load factor is 60 to 70 per cent. The saws are belted to a main drive shaft which in turn is driven by a direct-connected, constant-speed, squirrel cage motor. For average conditions, 50 h.p. suffices. The following observations give the operating requirements, including transfer mechanism:

| | |
|---|---|
| Running demand range when cutting | 47 to 80 kw. |
| Starting demand | 70 kw. input. |
| Duration of starting | 18 seconds |
| Running light, input | 29 kw. |

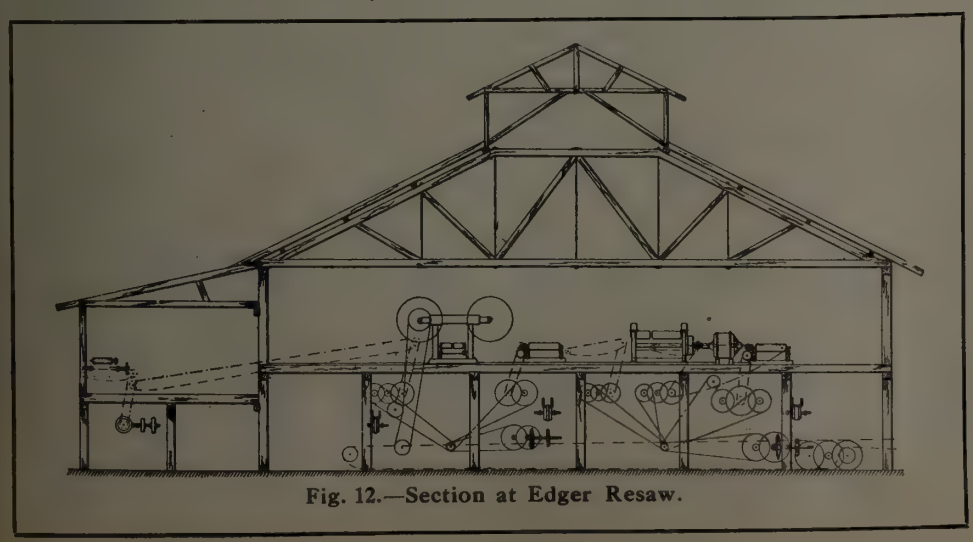


**Fig. 12.—Section at Edger Resaw.**

## Annual Meeting of Pacific Coast Loggers

At the annual meeting of the Pacific Coast Loggers' Association, held recently at Portland, Ore., George Johnson, of Seattle, was elected president, with J. G. Benthey as vice-president of the British Columbia district; A. W. Callow, vice-president of the Grays Harbor district; Ed. English, vice-president for the north section of the Puget Sound district; Mark Reed, vice-president for the south section of the Puget Sound district; J. S. O'Gorman, vice-president for the Columbia River or Oregon district, and E. J. Grammer, of Seattle, secretary. E. P. Blake, of Seattle, was elected treasurer. The next monthly meeting will be held at Vancouver, B.C., May 1. Conditions of the logging industry throughout the Pacific Northwest were discussed at the annual meeting and the general expression was that under prevailing prices it is more a question of seeing how little money can be lost than how large is the profit. For this reason operations are light and will continue so until a marked change is noted. It was evident that the stock of logs in the market is not large.

As an illustration of the effect the war is having on cargo rates, the case of the schooner William T. Lewis, being loaded with 2,000,000 ft. of lumber at Everett, Wash., is cited. The vessel is to get $50,000 for carrying its cargo to England, although the cargo is valued at but $25,000. Recently the vessel was changed to American register.

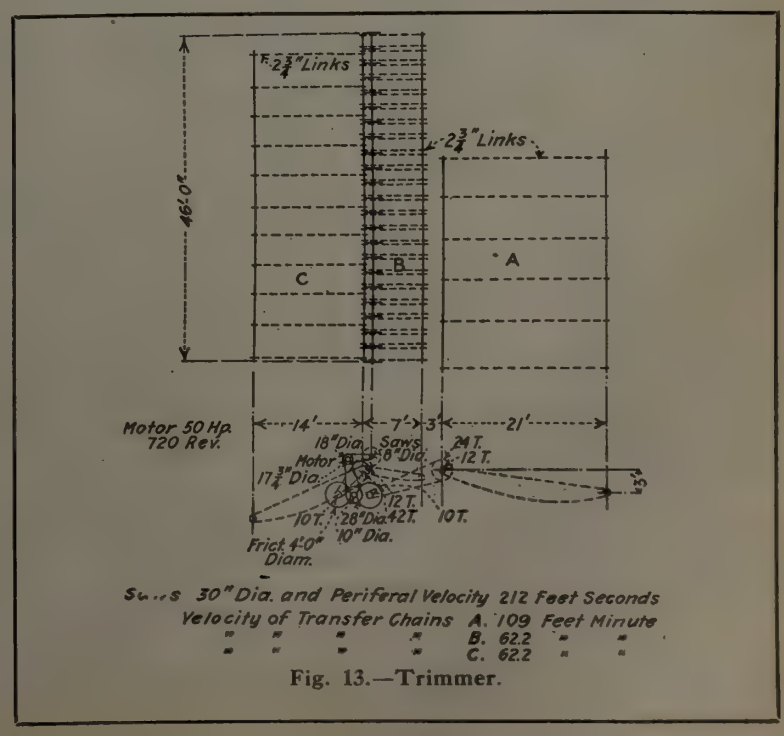



**Fig. 13.—Trimmer.**

# The Lumber Production of Canada

## Statistics of Output in Lumber Lath and Shingles—Comparisons of Quantity and Value for Two Years

A bulletin giving statistics of the production of lumber, lath and shingles by 2,187 mills operating in Canada during the calendar year 1913, has been issued by the Forestry Branch of the Department of the Interior. The figures for 1912, which were gathered from 2,558 mills, are included for comparison. The total value of the lumber, lath and shingles produced in Canada in 1913 was $70,644,362, the separate items being:—lumber, 3,816,642,000 feet, board measure, valued at $65,796,438; lath, 739,678,000, valued at $1,783,283, and shingles, 1,485,279,000, valued at $3,064,641.

Details of the production of sawn lumber in Canada in 1912 and 1913 by provinces are shown in Table 1.

The total production of lumber in Canada in 1913 decreased 13.1 per cent. from that of 1912. The 1912 production decreased 10.7 per cent. from that of 1911. It would seem as if the climax has been passed and that the production is now declining at about the same rate as it increased up to 1911. The cut of lumber in 1911 was 4,918,202,000 feet, board measure, valued at $69,475,784.

The climax of production in the United States was reached in 1909 when 48,112 mills cut 44,509,761,000 feet of lumber or over nine times as much as was produced in Canada in the climax year of 1911.

The cut in Ontario during 1913 decreased by 20.5 per cent., while that of British Columbia decreased only 10.7 per cent. This resulted in a change of relative position, which puts British Columbia at the head of the provinces in the production of lumber, Ontario, which has headed the list in the past, falling back to second place. An increase in production in Manitoba of 82 per cent. brings this province up to seventh place and drops Alberta to eighth place.

Reductions in the cut of lumber are to be noted in every province except Manitoba, the greatest proportional reduction taking place in Saskatchewan.

The average price of lumber at the mill throughout Canada increased by $1.41, increasing in British Columbia, Ontario, Quebec, New Brunswick and Saskatchewan and decreasing in Nova Scotia, Manitoba, Alberta and Prince Edward Island. The greatest increase in price ($4.08) took place in Ontario.

Table 1.—Total Lumber Cut, 1913, by Provinces

| Province | Rank | | Number of Firms Reporting | | Quantity | |
|---|---|---|---|---|---|---|
| | 1912 | 1913 | 1912 | 1913 | 1912 M. Ft. B.M. | 1913 M. Ft. B.M. |
| **Canada** | .... | .... | **2,558** | **2,187** | **4,389,723** | **3,816,642** |
| British Columbia | 2 | 1 | 176 | 159 | 1,313,782 | 1,173,647 |
| Ontario | 1 | 2 | 811 | 685 | 1,385,186 | 1,101,066 |
| Quebec | 3 | 3 | 842 | 684 | 677,215 | 630,346 |
| New Brunswick | 4 | 4 | 199 | 177 | 449,738 | 399,247 |
| Nova Scotia | 5 | 5 | 361 | 322 | 312,763 | 247,722 |
| Saskatchewan | 6 | 6 | 23 | 25 | 157,255 | 114,800 |
| Manitoba | 8 | 7 | 48 | 50 | 39,535 | 71,961 |
| Alberta | 7 | 8 | 46 | 40 | 47,478 | 44,462 |
| Prince Edward Island | 9 | 9 | 52 | 45 | 6,771 | 6,391 |

| Province | Value of Lumber 1913 | Per cent Increase or Decrease in Cut over 1912 | Per cent Distribution of Cut 1912 | Per cent Distribution of Cut 1913 | Average Value per M Ft. B. M. 1912 | Average Value per M Ft. B. M. 1913 |
|---|---|---|---|---|---|---|
| **Canada** | **65,796,438** | **13.1†** | **100.0** | **100.0** | **15.83** | **17.24** |
| British Columbia | 16,428,218 | 10.7† | 29.9 | 30.7 | 13.50 | 14.00 |
| Ontario | 25,772,617 | 20.5† | 31.6 | 28.8 | 19.33 | 23.41 |
| Quebec | 10,618,528 | 6.9† | 15.4 | 16.5 | 15.79 | 16.85 |
| New Brunswick | 5,758,840 | 11.2† | 10.2 | 10.5 | 13.44 | 14.42 |
| Nova Scotia | 3,669,264 | 12.2† | 7.1 | 7.2 | 13.77 | 13.36 |
| Saskatchewan | 1,908,482 | 27.0† | 3.6 | 3.0 | 16.12 | 16.62 |
| Manitoba | 946,458 | 82.0 | 0.9 | 1.9 | 13.79 | 13.15 |
| Alberta | 608,902 | 6.4† | 1.1 | 1.2 | 15.71 | 13.69 |
| Prince Edward Island | 85,120 | 5.6† | 0.2 | 0.2 | 13.78 | 13.32 |

†Decrease from 1912 to 1913.

Canadian sawmills in 1913 reported sawing twenty-seven different kinds of lumber. While spruce still formed about a third of the total production, some important changes have taken place in the relative order of the other different kinds of wood cut. The cut of white pine decreased by over a quarter, while that of Douglas fir decreased by only 10.9 per cent. Douglas fir consequently moved up to second place on the list.

The cut of red pine increased by 1.4 per cent., while that of cedar decreased by 35.2 per cent., so red pine advances from sixth to fifth place. Among the ten most important woods the greatest decrease occurred in the case of cedar and the greatest increase in the case of tamarack. Among the hardwoods the changes in relative position are more frequent, as these woods, with a few exceptions, are cut from isolated stands and lands that have been lumbered over for pine, spruce and hemlock in the past. The supply of such woods is very variable from year to year.

### Hardwood Production by Provinces

Table 2.—Hardwoods—Quantity and Percentage of the Total Lumber Production in Canada and in Each Province

| Province | Quantity M Ft. B.M. | Per cent of Total |
|---|---|---|
| **Canada** | **263,613** | **6.9** |
| British Columbia | 2,469 | 0.2 |
| Ontario | 162,261 | 14.7 |
| Quebec | 67,601 | 10.7 |
| New Brunswick | 9,269 | 2.3 |
| Nova Scotia | 18,607 | 6.8 |
| Saskatchewan | 31 | * |
| Manitoba | 2,388 | 3.3 |
| Alberta | 154 | 0.3 |
| Prince Edward Island | 8.3 | 13.0 |

*Less than one-tenth of one per cent.

Ontario was the greatest hardwood-producing province, while British Columbia ranked next to last on the list in this respect. The hardwoods formed a higher proportion of the total production of lumber in Ontario than they did in any other province.

### Hardwood Production by Species

Table 3.—Hardwoods—Comparison of Quantities of each Produced in Canada in 1913 and Percentage of the Total Production

| Kind of Wood | Quantity | Per cent of Total |
|---|---|---|
| **Total** | **263,613** | **100.0** |
| Birch | 79,359 | 30.1 |
| Maple | 73,580 | 27.9 |
| Basswood | 36,009 | 13.7 |
| Elm | 30,766 | 11.6 |
| Beech | 12,983 | 4.9 |
| Poplar | 11,136 | 4.2 |
| Ash | 10,509 | 4.0 |
| Oak | 6,348 | 2.4 |
| Chestnut | 1,317 | 0.5 |
| All others | 1,606 | 0.6 |

The seven most important kinds of lumber in Canada in 1913 were softwoods. Among the thirteen most important woods only three were hardwoods. Birch, maple, basswood and elm in the order named are the most important, and these together made up 83.5 per cent. of the total production of hardwoods.

### British Columbia Production

Table 4.—British Columbia Lumber, 1912 and 1913, by Kinds of Wood

| Kind of Wood | Quantity 1912 M. Ft. B.M. | Quantity 1913 M. Ft. B.M. | Total Value 1913 $ | Average Value per M Ft. B.M. 1912 $ c. | Average Value per M Ft. B.M. 1913 $ c. |
|---|---|---|---|---|---|
| **Total** | **1,313,782** | **1,173,647** | **16,428,218** | **13.50** | **14.00** |
| Douglas Fir | 889,646 | 792,852 | 10,895,007 | 12.33 | 13.73 |
| Tamarack | 63,059 | 86,062 | 1,182,014 | 15.16 | 13.62 |
| Cedar | 125,042 | 82,627 | 1,210,276 | 18.61 | 14.65 |
| Spruce | 99,057 | 62,302 | 960,934 | 14.54 | 15.42 |
| Yellow Pine | 53,960 | 58,939 | 874,014 | 16.30 | 14.83 |
| Hemlock | 49,716 | 39,052 | 549,062 | 13.80 | 14.06 |
| White Pine | 15,543 | 29,783 | 429,224 | 13.54 | 14.41 |
| Balsam Fir | 13,742 | 15,255 | 227,012 | 15.17 | 14.88 |
| Jack Pine | 3,367 | 4,306 | 61,522 | 14.94 | 14.29 |
| Poplar (Cottonwood) | 646 | 2,381 | 38,069 | 19.85 | 15.99 |
| Birch | 1 | 62 | 804 | 12.00 | 12.97 |
| Maple | 3 | 26 | 280 | 20.00 | 10.77 |

The largest mills in Canada are located in British Columbia, where the average mill-cut was 7,381,428 feet, board measure, in 1913.

The only important change in the relative order of the species was in the case of tamarack. The production of this wood increased by 36.5 per cent. from 1912 to 1913, bringing this wood up from fourth to second place on the list. Douglas fir still formed over two-thirds of the production. The production of cedar lumber showed a great decrease.

The most expensive softwood in British Columbia is spruce, at an average value of $15.42. Of the entire production, 97.3 per cent. was made up of coniferous woods, or softwoods.

### Ontario Production

Table 5.—Ontario Lumber, 1912 and 1913, by Kinds of Wood

| Kind of Wood | Quantity 1912 M. Ft. B.M. | Quantity 1913 M. Ft. B.M. | Total Value 1913 $ | Average Value per M Ft. B.M. 1912 $ c. | Average Value per M Ft. B.M. 1913 $ c. |
|---|---|---|---|---|---|
| **Total** | **1,385,186** | **1,101,066** | **25,772,617** | **19.33** | **23.41** |
| White Pine | 754,892 | 516,098 | 1,539,269 | 21.26 | 29.83 |
| Hemlock | 162,005 | 142,731 | 2,394,986 | 13.89 | 16.78 |
| Red Pine | 128,431 | 132,646 | 2,461,800 | 18.28 | 18.56 |
| Spruce | 110,626 | 104,485 | 1,597,652 | 16.46 | 15.29 |
| Maple | 62,754 | 61,213 | 1,107,384 | 20.03 | 18.09 |
| Elm | 29,178 | 27,305 | 593,853 | 29.98 | 21.75 |
| Birch | 28,336 | 25,665 | 512,005 | 19.23 | 19.95 |
| Jack Pine | 22,119 | 24,297 | 352,510 | 14.59 | 14.51 |
| Basswood | 34,794 | 22,867 | 501,959 | 16.81 | 21.95 |
| Cedar | 13,791 | 9,493 | 151,484 | 16.20 | 15.96 |
| Beech | 10,151 | 8,701 | 145,464 | 16.41 | 16.72 |
| Ash | 6,542 | 5,677 | 142,698 | 22.52 | 25.14 |

| | | | | | |
|---|---|---|---|---|---|
| Oak | 5,575 | 5,081 | 171,334 | 30.73 | 33.72 |
| Balsam Fir | 4,644 | 4,364 | 69,478 | 18.39 | 15.92 |
| Tamarack | 5,940 | 4.691 | 66,324 | 15.03 | 14.14 |

Other species cut in small quantities were poplar, chestnut, hickory, butternut, cherry, black gum, walnut, tulip, sycamore, sassafras, willow and ironwood.

The average mill-cut in Ontario in 1913 was 1,607,396 feet as compared to 1,708,000 feet in 1912.

The first fifteen woods on the list retained their relative positions, with two exceptions. The production of basswood in Ontario in 1913 was a reduction of over a third from the cut in 1912, and this wood dropped from sixth to ninth place on the list. A reduction of over a fifth in the cut of tamarack in the province caused this wood to drop down from thirteenth to fifteenth place. The only increases to be noted are in the case of red pine, jack pine and the poplar group (aspen and balsam poplar and cottonwood).

The average prices reported increased, on the average, by $4.08, the greatest increase among the more important woods being in the price of white pine, and amounting to $8.57.

Ontario cuts a greater variety of woods than any other province. Counting the poplar group (aspen and balsam poplar and cottonwood) as one kind, a total of twenty-five kinds were reported. Douglas fir and yellow pine are the only Canadian woods not produced in this province.

### Quebec Production

Table 6.—Quebec Lumber, 1912 and 1913, by Kinds of Wood

| Kind of Wood | Quantity | | Total Value | Average Value per M Ft. B.M. | |
|---|---|---|---|---|---|
| | 1912 | 1913 | 1913 | 1912 | 1913 |
| | M. Ft. B.M. | M. Ft. B.M. | $ | $ c. | $ c. |
| **Total** | **677,215** | **630,946** | **10,618,528** | **15.79** | **16.85** |
| Spruce | 353,066 | 316,703 | 4,618,212 | 13.35 | 14.58 |
| White Pine | 85,204 | 72,140 | 1,649,202 | 22.85 | 22.86 |
| Hemlock | 42,534 | 38,491 | 543,514 | 13.01 | 14.12 |
| Birch | 50,017 | 34,124 | 645,204 | 16.25 | 18.91 |
| Balsam Fir | 24,873 | 20,746 | 304,920 | 14.50 | 14.70 |
| Basswood | 18,091 | 13,121 | 271,077 | 19.44 | 20.66 |
| Red Pine | 11,045 | 9,750 | 197,271 | 17.55 | 20.23 |
| Maple | 9,856 | 7,364 | 129,049 | 15.43 | 17.52 |
| Cedar | 12,048 | 6,727 | 105,433 | 13.61 | 15.67 |
| Ash | 5,602 | 4,756 | 89,603 | 18.77 | 18.84 |

Other species cut in small quantities were elm, poplar, beech, tamarack, jack pine, oak butternut, poplar, cherry, hickory, chestnut and walnut.

While the number of mills in Quebec and the number in Ontario is almost the same, the average production of mills in Quebec is only 921,558 feet, as compared to 1,607,396 feet in Ontario. The larger number of small neighborhood or custom mills in Quebec cutting wood for the farmers accounts for this difference.

While a small increase was reported in the cut of the most important wood, spruce, the next ten most important woods decreased in production from 1912 to 1913. Decreases in the cut of birch and cedar caused changes in the order of importance of the first ten woods on the list, birch dropping from third to fourth place and cedar from seventh to ninth. The hardwoods in this province form 10.8 per cent. of the total production of lumber. The average price at the mill was $1.06 more than in 1912. The first fifteen woods all showed increases in price, the greatest of which was $2.73 in the case of red pine.

### New Brunswick Production

Table 7.—New Brunswick Lumber, 1912 and 1913 by Kinds of Wood

| Kind of Wood | Quantity | | Total Value | Average Value per M Ft. B.M. | |
|---|---|---|---|---|---|
| | 1912 | 1913 | 1913 | 1912 | 1913 |
| | M. Ft. B.M. | M. Ft. B.M. | $ | $ c. | $ c. |
| **Total** | **449,738** | **399,247** | **5,758,849** | **13.44** | **14.42** |
| Spruce | 406,615 | 412,259 | 6,498,301 | 14.42 | 15.76 |
| White Pine | 28,290 | 31,287 | 545,847 | 16.68 | 17.45 |
| Hemlock | 20,936 | 21,952 | 271,736 | 11.72 | 12.38 |
| Balsam Fir | 28,670 | 17,311 | 162,160 | 11.88 | 9.37 |
| Birch | 7,873 | 5,749 | 84,622 | 13.42 | 14.72 |
| Cedar | 5,100 | 2,154 | 19,802 | 17.59 | 9.19 |
| Maple | 2,164 | 1,945 | 27,770 | 14.47 | 14.28 |
| Beech | 1,011 | 838 | 11,850 | 12.96 | 14.14 |
| Poplar (Aspen) | 567 | 641 | 6,731 | 12.43 | 10.50 |
| Jack Pine | 708 | 358 | 4,882 | 11.19 | 13.64 |
| Red Pine | 802 | 201 | 2,959 | 13.17 | 14.72 |

Other species cut in small quantities were ash, basswood, poplar, tamarack, butternut, oak and elm.

While only 177 mills reported from New Brunswick in 1913 these mills cut a high average quantity, namely, 2,255,633 feet of lumber. This is the highest average mill production in Eastern Canada.

The cut of white pine increased by 10.6 per cent. and that of hemlock by 4.9 per cent., while that of balsam fir decreased by 39.6 per cent. This resulted in balsam fir dropping from second to fourth place on the list. Otherwise the relative order of the first eight woods remained the same as in 1912. The greatest decrease among the more important woods was in the production of cedar, and amounted to 57.8 per cent. The hardwoods formed only 2.4 per cent. of the production. The average price of lumber increased by $0.98 in this province in 1913.

### Nova Scotia Production

Table 8.—Nova Scotia Lumber, 1912 and 1913, by Kinds of Wood

| Kind of Wood | Quantity | | Total Value | Average Value per M Ft. B.M. | |
|---|---|---|---|---|---|
| | 1912 | 1913 | 1913 | 1912 | 1913 |
| | M. Ft. B.M. | M. Ft. B.M. | $ | $ c. | $ c. |
| **Total** | **312,763** | **274,722** | **3,669,264** | **13.77** | **13.36** |
| Spruce | 200,426 | 156,311 | 2,108,770 | 13.89 | 13.49 |
| Hemlock | 57,755 | 63,851 | 742,627 | 12.90 | 11.63 |
| White Pine | 27,370 | 28,918 | 478,540 | 15.94 | 16.55 |
| Birch | 13,438 | 13,095 | 171,317 | 12.48 | 13.08 |
| Balsam Fir | 5,469 | 5,251 | 59,165 | 10.95 | 11.27 |
| Maple | 3,054 | 2,946 | 37,404 | 10.43 | 12.70 |
| Beech | 1,878 | 1,770 | 23,643 | 11.08 | 13.36 |
| Red Pine | 2,003 | 1,657 | 24,490 | 15.72 | 14.78 |
| Oak | 658 | 614 | 18,938 | 26.77 | 30.84 |
| Poplar (Aspen) | 171 | 95 | 1,038 | 11.54 | 10.93 |

Other species cut in small quantities were jack pine, cedar, ash, poplar, tamarack, willow and elm.

With the exception of Prince Edward Island the mills in Nova Scotia cut a lower average per mill than those of any other province. This average in 1913 was 853,174 feet. Custom mills and small portable mills cutting out small stands of scattered timber are very numerous in this province.

Although the production of white pine and hemlock increased from 1912 to 1913, while that of all other woods decreased, the relative positions of the six most important woods remained the same as in 1912.

The average price of lumber decreased in this province, although the decrease amounted to only 41 cents. The price of spruce and hemlock, which form over 80 per cent. of the production, decreased, while that of the majority of the remaining woods increased. The hardwoods in Nova Scotia formed 6.9 per cent. of the total production of lumber in the province in 1913.

### Prairie Province Production

The three prairie provinces, Manitoba, Saskatchewan and Alberta, are chiefly engaged in the manufacture of spruce lumber. The few other kinds reported are relatively unimportant. The average mill-cut in Saskatchewan was 4,592,000 feet, coming second only to British Columbia in this respect. The four kinds of lumber reported were produced in about the same relative proportions in 1913 as in 1912. The only increase shown was in the production of tamarack. The average price increased by 50 cents, the only decrease being in the price of tamarack. Aspen poplar, the only hardwood cut in the province, formed less than a tenth of one per cent. of the total. The total production of Saskatchewan was 114,800,000 feet in 1913, and 157,255,000 in 1912.

Manitoba was the only province in Canada reporting an increase in lumber production in 1913. The mills cut, on an average, 1,439,220 feet each. The cut of every kind of wood but cedar increased, the greatest increase being with jack pine. The total production of Manitoba was 71,961,000 ft. in 1913 and 39,535,000 ft. in 1912.

Alberta's forty active mills cut an average of 1,111,550 feet of lumber each in 1913. Douglas fir, which is cut by only two mills on the east slope of the Rocky Mountains, showed an increase, while the other woods on the list were produced in smaller quantities than in 1912. The total cut of Alberta was 44,462,000 ft. in 1913, and 47,478,000 ft. in 1912.

### Prince Edward Island Production

The smallest province in Canada has also the smallest average mill-production of 142,022 feet. The timber in Prince Edward Island occurs only in small isolated stands, many of which are merely farmer's woodlots. This material is sawn almost entirely by small neighborhood or custom mills. The hardwoods in this province formed 13.1 per cent. of the total in 1913; this province is exceeded only by Ontario in this respect. The total cut of Prince Edward Island was 6,391,000 ft. in 1913 and 6,771,000 feet in 1912.

### Lath Production

The decrease in lath production in Canada from 1912 to 1913 was 17.7 per cent. as compared to 6.9 per cent. from 1911 to 1912.

Saw mills in Ontario are able to employ a closer utilization of their material than those in British Columbia, and consequently produce more lath, although the British Columbia mills produced more lumber in 1913.

The total production of laths in Canada was 739,678,000 pieces in 1913 and 899,016,000 pieces in 1912. The value of the 1913 production was $1,783,283. The average price per thousand was $2.41 in 1913 and $2.30 in 1912.

### Shingle Production

The decrease in the shingle cut in Canada from 1912 to 1913 was 5.9 per cent. as compared to 14.1 per cent. from 1911 to 1912. The

cut decreased in British Columbia, Ontario, Nova Scotia, and Prince Edward Island, increasing in Quebec, New Brunswick and Manitoba. Alberta did not report any production in 1913, but Saskatchewan reported a small quantity.

British Columbia produces more shingles than any other province, and in 1913 all these were made from one species, western red cedar (Thuja plicata). In Quebec over ninety-seven per cent. of the shingles were made of eastern white cedar (Thuja occidentalis). Other less important shingle woods in Quebec were spruce, white pine, balsam fir, jack pine, hemlock and aspen poplar, named in their order of importance.

In New Brunswick, cedar formed ninety-eight per cent. of the total, the remainder being made up of spruce, balsam fir, hemlock, white pine, red pine and aspen poplar.

Ontario manufactures a large proportion of her shingles from white pine, although cedar headed the list in this province in 1913. Shingles were also made in Ontario of hemlock, red pine, spruce, poplar, balsam fir, butternut and jack pine.

In the three Prairie Provinces, as well as in Nova Scotia and Prince Edward Island, where cedar is practically unknown, the shingles were made for the most part of spruce, with smaller quantities of balsam fir, and jack pine in the west and cedar, balsam fir, hemlock, white pine, jack pine, aspen, and birch in the two maritime provinces mentioned.

With cedar forming 93.7 per cent. of the total production of shingles in Canada the other woods on the list are of little relative importance. Of the total for cedar, 748,626,000 shingles were made from eastern white cedar, as compared to 643,484,000 of western red cedar from British Columbia.

The total production of shingles was 1,485,279,000 pieces in 1913 and 1,578,343,000 pieces in 1912. The value of the 1913 production was $3,064,641. The average value per thousand was $2.06 in 1913 and $2.01 in 1912.

## Practical Logging Cost Accounting

By S. B. Detweiler*

The importance of an accounting system that will show the comparative costs of the various logging operations is easily understood. The primary requisite is that the system be simple, so that it may be kept by the camp clerk without imposing an excessive burden on him. The logging cost-accounting system explained in this article was devised and used by the writer with very satisfactory results. It is also well adapted to nursery work and other lines of forestry.

The first step in starting a cost-keeping system is to determine the amount of detail which is necessary or desirable. This is best done by omitting the camp activities. The following division of the work of the camp into accounts or projects is convenient, but any arrangement may be used that will form the necessary basis for comparison.

**General Accounts**

1. Superintendence (foreman, clerk).
2. Store.
3. Kitchen (supplies, cooking, labor, fuel, garden, etc.).
4. Stable (labor, feed, medicine, repairs to harness, making hay, etc.).
5. Camp (bull cook and miscellaneous labor, toting, miscellaneous repairs, and miscellaneaus supplies).
6. Shop (blacksmithing, filing, carpentering, supplies for shop work).
7. Tools and implements (shop tools, camp tools, logging tools, kitchen utensils).
8. Equipment (permanent buildings, machinery, barges, etc.).

**Logging Accounts**

9. Road work (construction, icing, rutting, snowing).
10. Felling (under-cutting, sawing down, bucking).
11. Skidding (swamping, skidding, decking).
12. Banking (loading, hauling, landing).
13. Rafting (or loading on cars).

**Forestry Accounts**

14. Burning brush (piling and burning).
15. Protection (patrol, fighting fire).
16. Planting (nursery, planting).
17. Thinning.
18. Estimating.

The Moore system of loose-leaf sheets and binders was used for keeping all accounts. The sheets (5 inches by 8 inches) are of convenient size and may be arranged in any order that is found desirable. The binders are quickly and easily operated and a sheet may be removed or inserted without disturbing the others. For a small camp, one binder is sufficient for all accounts. For a camp of 125 to 150 men three binders are required, one for time sheets, one for general accounts and one for logging and forestry accounts, with transfer binders when necessary.

The details of operating the system are as follows:

1. Time Sheet—Time is kept in the actual number of hours worked, by two daily visits of the timekeeper to each crew. Each man and each team has a separate monthly time sheet, on which the time is entered by projects. It is advisable to tally time for the actual occupations in which the men are engaged, and enter the number of the project to which the work belongs in an adjoining column. In transferring the figures to other sheets only the totals for the main projects to which such occupations belong need be used. The advantage of detailed time-keeping lies in the readiness with which the cost of special phases of the work may be obtained at any time. Because of the small size of the sheet, two lines are devoted to each project, the upper line for the first half, and the lower line for the last half of the month. Six separate accounts may be tallied on one sheet; if a man works on more than six kinds of work in a month, a second sheet is used. The last three columns on the right side of the sheet provide for the total number of hours of work, the rate, and the amount due on each project for which time was tallied. At the bottom of the sheet space is provided for total earnings, deductions and balance to date. The back of the time sheet is used as a journal to itimize store account, laundry, hospital fees, transportation, and payments made during the month.

2. Monthly Pay Roll.—This is a large sheet, to which the totals on the time sheets are transferred and summarized by projects. The total wages, deductions and number of the pay check for each man are also included, in ordinary pay roll form.

3. Time Summary.—A sheet similar to the pay roll is used to summarize the number of hours of work on each project, including horse labor. The number of hours worked on each project is then reduced to days, using ten hours as the unit.

4. Boarding Account.—An inventory of kitchen supplies and horse feed is taken at the end of each month. The cost of the supplies consumed is added to the cost of kitchen and stable labor, as shown on the pay roll under those projects. The daily cost of board of men and teams is then computed, using the total number of days as shown in the time summary (less the number of days of kitchen and stable labor) to obtain the unit cost per man or team. Order sheets, in which the names of the various supplies are printed alphabetically with adjoining columns for amount, price, and value, are useful in taking these monthly inventories. The work is further simplified by keeping a price sheet posted in the office on which all articles purchased are listed. This sheet has a number of columns after each article listed, in which the clerk enters the latest prices from the bills as they come in.

5. Monthly Report.—This is a monthly summary by projects (except kitchen and stable accounts) of the number of days of labor, wages, and the pro rata cost of board for men and teams. A column provides for the cost of tools, equipment and supplies purchased (other than those already cared for in the kitchen and stable accounts). Additional columns are provided for the total cost of each project, the material handled on each project, and the cost per unit of material handled. The condition of the work and the amount of material handled may be learned approximately, in those projects where no scaling is done, by having each crew report daily the number of logs handled. This also encourages competition among the crews.

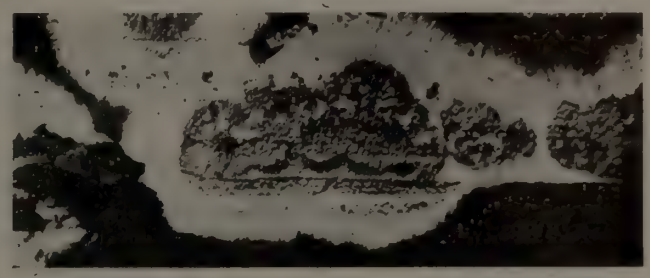
6. Project Reports.—A form similar to the monthly report is devoted to each project. On this sheet the figures given in the monthly reports are entered by months, in regular order. The project reports constitute the camp record, the monthly report being sent to headquarters.

7. Annual Report.—The annual report is a summary of the figures given in the project reports, using a form and arrangement identical with the monthly report. An inventory of tools and equipment belonging to all of the general accounts is made at the end of the year or season and the annual cost ascertained. The expenses of the general accounts, exclusive of kitchen and stable accounts (superintendence, camp, shop, tools and equipment), may be distributed among the logging accounts, making the basis of division either the total days' labor, or the total wages expended on each project.

8. Journal-Ledger Forms.—All expenditures other than labor (stores, tools and equipment) are posted directly from the bills to journal-ledger forms under the project headings. The bills are then O.K.'d and sent to the main office for payment. The items are entered singly, with the name of the firm from which the purchases are made. These are totalled monthly, for use in the monthly report. At the end of the year the journal-ledger sheets for shop, tools and equipment accounts are added to the inventory sheets of these accounts which were made at the beginning of the year, making a complete list to use as a basis for the new inventory. The same journal-ledger forms are used for outside accounts in cases where bills are paid from the camp instead of from the main office.

* Reprinted from the Forestry Quarterly.

Oak columns and white pine floor beams removed from an entire floor of a factory in Ontario, Canada, and replaced by steel after twenty-five years of service. Infection was apparently recently introduced in new lumber used for a basement floor.



Merulius-lachrymans, or dry rot, with fruit, on beam removed from cotton factory in Canada. Scale one-third natural size

## Dry Rot in Factory Timbers—Important Report by F. J. Hoxie

"Dry Rot in Factory Timbers," which has attracted so much attention of late, is the subject of an exceptionally complete and valuable treatment of the subject by Mr. F. J. Hoxie, of the Inspection Department of the Associated Factory Mutual Fire Insurance Companies, Boston, Mass. Mr. Hoxie has previously made public the results of his investigations into this subject. His latest publication, however, contains much new and important matter not included in his former reports. The present pamphlet, which is extensively illustrated, contains the following discussion of the subject by way of preface:—

The interest of the Factory Mutual Insurance Companies in Dry Rot of Timbers is threefold.

First: They have for fifty years been sponsors for so-called slow burning or mill construction. The economy and integrity of this excellent type of building is threatened by the remarkable increase in the prevalence of dry rot during the past few years.

Second: Wood infected by dry rot ignites more easily than sound wood and mill timbers with rotted ends fall more quickly under fire.

Third: The officers and engineers of these companies believe that the dangers of dry rot can be largely eliminated, with the consequent saving of many thousands of dollars to Mutual members.

Thirty cases of dry rot, of greater or less magnitude, have been brought to the attention of the Mutual Companies within the past three years. Several million feet of lumber were involved, and, in some of the worst cases the safety of important structures was menaced. There were undoubtedly many other cases which have not been reported. The direct money loss to Mutual members from this source is undoubtedly many thousand dollars each year in addition to the increased fire and life hazard from loss of strength and greater combustibility of rotting structural timbers.

The varieties of fungi causing this destruction of factories are apparently few, and, while their habits and requirements are not well known, it is evident that the supply of moisture and the temperature are important controlling factors.

Each variety of timber has its own peculiar fungus destroyers, and, as the number of varieties of timber practically available for mill construction is limited, the problem is somewhat further simplified and resolves itself into the selection of timber with the greatest natural resistance to fungi practically attainable, and seeing that this is dry and free from dangerous living fungi when placed in the structure.

In most cases, it is well worth the cost to thoroughly heat the building by use of its heating system as soon as possible after it is completed. This will hasten the drying and kill surface growths of dangerous dry rot fungi. This may fill all requirements in buildings of dry occupancy.

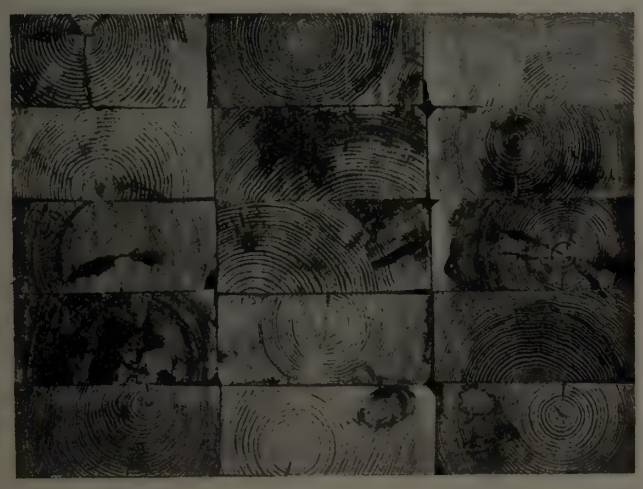
The moist atmosphere present in such processes of manufacture as paper making and cotton weaving, introduces conditions which probably no variety of wood now practically obtainable can withstand continuously without having its natural resistance to fungi reinforced by artificial antiseptic treatment.

Timber of uniformly high natural resistance to fungi is difficult, if not impossible, to obtain by grading methods now in general use. The dence resinous longleaf pine from the butts of trees, which has been used in the past, has proved satisfactory. The present supply of so-called "Commercial longleaf pine," comprising all varieties of Southern pine (North Carolina, shortleaf, loblolly, and Cuban, mixed indiscriminately with true longleaf), is proving far less reliable than the supply of former years, and thus far no standard specifications have been adopted by means of which the purchaser can assure himself of the reliability of the lumber delivered.

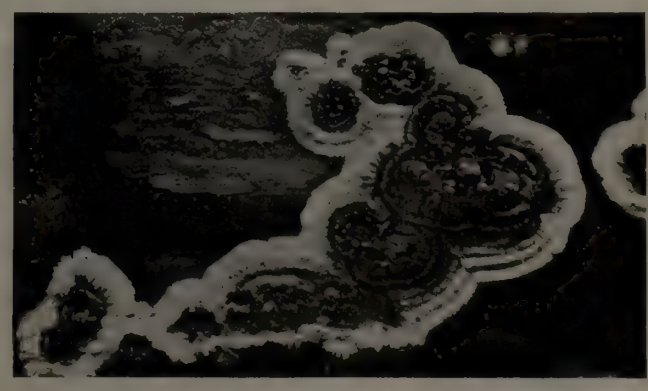
The percentages of rosin and the density are undoubtedly valuable indices of durability and strength. The rosin test is somewhat cumbersome to apply and is not recognized by the lumber trade. The density is roughly covered in the "Growth ring" or "Grain band rule" recently adopted by several lumber associations.

It is probable that a close observer, who has had considerable experience with Southern pine, could select resinous dense wood with considerable certainty, and it would doubtless be worth while for a large user of Southern pine to employ such a man as buyer at the sawmills. This is done by some of the German lumber importing companies. It is, of course, necessary to pay a premium for such selected timber, but it is well worth it, as an unreliable wood in an important structure would be expensive as a gift. This plan is impracticable with the small or occasional purchaser, and to such the only course that can be at present recommended is to buy heartwood timber, of which the density, as indicated by the grain bands, is sufficient to insure the required strength, and to give this a chemical treatment of sufficient antiseptic power to kill any latent fungi that it may contain and to protect the surface from later attack.

The process of antiseptic treatment, which, from the small amount of experience thus far available, appears to be best adapted to use on mill timber, is to soak it for a week in a one per cent. solution of corrosive sublimate dissolved in water. This has been done at the mills in several cases recently, the treatment, with good heatrwood, costing about three dollare a thousand. Lumber already treated with



Part of 750 8" x 18" beams removed from a new factory in Montreal, after only three years' service, because rendered unsafe by decay.



Coniophora, with fruit, on a beam removed from a cotton factory in Canada. Scale one-third natural size.

corrosive sublimate can be obtained commercially, at a reasonable price, where it is desired to avoid the inconvenience and delay necessary for treatment on the job. When such treated timber is used, care should be taken to thoroughly swab with corrosive sublimate solution all parts of the interior of the stick that are exposed by cutting after the treatment is applied.

The problem divides itself into two parts:

First, that of untreated timber, or the possibility of securing uniformly reliable timber at a permissible price, which possesses sufficient natural resistance so that unaided it can withstand fungus in the moist atmosphere found in many rooms in textile mills, or in paper mills.

Second, that of timber treated antiseptically, or timber which can be had in suitable lengths and sizes, with sufficient strength for the required load, and which can be given the necessary resistance to fungus by chemical treatment.

In the past, good quality longleaf pine has given satisfactory service without antiseptic treatment; but the present supply, which comprises much loblolly, shortleaf and poorer longleaf, is lacking in natural resistance. Therefore, in order to make sure of obtaining a grade of Southern pine which can be used safely without antiseptic treatment, the present system of grading must be revolutionized, and based upon those physical and chemical properties which underlie strength and resistance to fungus rather than upon the vague botanical distinctions now in use.

### Suggested Specifications

In making contracts for beams, columns and plank to be used in "Slow Burning Construction," the following specifications are recommended:

Density. No part of the material shall have a density of less than 30 pounds per cubic foot when tested by boring smooth holes one inch in diameter and two inches deep in the ends of the stick, drying to constant weight at 212 deg. F. and weighing the borings and computing the density from the volume of the hole.

Rosin. None of the heartwood shall show less than four per cent. of rosin by weight when borings are taken with a one-inch bit with a hole two inches deep, dried to constant weight at 212 deg. F. and extracted with benzole, the extracted rosin evaporated until it is not soft or sticky when touched with the finger at 70 deg. F.

Heartwood. Heartwood shall show in all four faces of every stick, and sapwood shall not extend more than two inches from the corner at any place, measured perpendicularly to the corner across the face.

Growth Rings. For timber 6-in. x 8-in. or larger, there must show on the cross section between the third and fourth inch, measured radially from the heart centre or pith, not less than six annual rings of growth, a majority of which shall show at least one-third summerwood, which is the dark portion of the annual rings; but wide ringed material excluded by this rule will be acceptable, providing that in the majority of the annual rings the dark ring is hard and in width equal to or greater than the adjacent light colored ring.

For pieces in which the centre is not included, there must show on the cross section, an average of not less than six annual rings of growth, with not less than one-third summerwood. Timbers will be rejected in which there is no sharp contrast in color between the springwood and summerwood.

Defects. No timber with knots greater than one inch in diameter, or rot, or injurious shakes will be accepted.

Branding. Longleaf pine sold under this specification shall be branded with the letters "F. M.," the name of the lumber manufacturer, the location of the sawmill from which it comes, and the date of sawing, in letters at least one inch high.

### Would Be Much More Expensive

The above specifications will require selected longleaf pine from the butts of trees and will undoubtedly command a considerably higher price than "commercial longleaf pine." It will also be worth a higher price. It is a "grade" not known to the lumber trade at present. There is some of it in the South, but, by methods now in use, it is mixed with poorer timber and its good qualities are lost, as it is not the average, but the poorest that characterizes the lot.

The place of shipment is no guarantee of the quality of the stock, as in most places where longleaf pine is growing there is also shortleaf and loblolly.

In some places, the proportion of longleaf is greater than in others. The care and good reputation of the lumber manufacturer is of more importance in assuring good material than the place of shipment.

New lumber frequently contains living fungi in a latent form which is difficult to detect. This difficulty is increased by the common practice at many lumber yards of planing the stock just before it is delivered. The only outward manifestation of fungus in the wood is frequently an inconspicuous brownish tinge. Nearly every lumber pile on careful examination will show a considerable proportion of fungus-infected sticks. In some cases these sticks contain tree fungi that are already dead and harmless. Living plants often start growing in the lumber pile, particularly if the weather is damp, showing lacelike growths between the sticks when the pile is taken down. Lumber showing such growths had best be given an antiseptic treatment if the conditions under which it is to be used are at all moist.

In several cases, serious rotting has been caused by timber which was water-soaked by being left uncovered during a long season of rainy weather, and covered in without provision for drying. When it is necessary to use such water-soaked timber, it will be well worth while to hasten the drying as much as possible by use of the heating system.

Kyanizing can be conveniently done on the job by constructing a tank of concrete or plank of such shape that the material can be packed into it with the least possible voids. It should be weighted or held down with bolts so that it cannot float when the solution is added. This should consist of corrosive sublimate dissolved in water, one pound to twelve gallons of water. The lumber should soak in this solution for a week. The absorption will vary according to the quality and variety of the lumber from two or three per cent. to forty per cent. Care must be used in handling the corrosive sublimate as it is very poisonous if taken internally.

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Mr. Wm. Power, M.P., of W. & J. Sharples, Quebec, P.Q., returned recently from a visit to Great Britain and favored the Canada Lumberman with an interesting discussion of the war situation. Speaking of the Balkan States, Mr. Power stated that they are likely to prove a most important factor in the war. Their military ability has not been fully appreciated by the outside world. Roumania alone has 700,000 picked and well trained men ready for action. Mr. Power believes that Italy will ultimately enter the war in order to protect her own interests. Discussing the shipping situation, Mr. Power stated that the congestion in British ports is gradually being reduced. English people are not very much bothered about the German "blockade," despite the fact that freight rates and marine insurance have advanced to very high figures. Canada probably will feel the increased rates of freight for some time. They will be felt, in fact, all over the world. Ships will not be plentiful this year as the British Government has taken over 1,500 vessels already. One of Mr. Power's sons, Mr. Joe Power, is serving at the front with the first contingent.

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Mr. Peter Lund, Wardner, B.C., has resigned his position as managing director of the Crow's Nest Pass Lumber Company. Mr. Lund and his late partner, Mr. John Breckenridge, organized the Crow's Nest Pass Lumber Company about twelve years ago. They acquired large timber holdings on the Kootenay River and its tributaries and built their large mill at Wardner. Mr. Lund had also associated with him at that time Mr. Wm. Carlin, Alfred Doyle, of Fort Stelle, and Chas. P. Lund, a brother, residing in Spokane. The controlling interest in the company was acquired about five years ago by United States capitalists from Manistee, Mich. Since then about $1,600,000 of new capital has been put into the company and about 600,000,000 feet of standing timber has been added to its holdings. The property has been extensively developed and is now one of the largest producers in the province. Mr. Lund, who is a large stock holder of the company, will continue as a director.

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According to statistics which have just been published the exports of the United States during February, 1915, showed a remarkable increase over February, 1914, the total value being $299,805,869, as compared with $173,920,145 in February, 1914. Imports showed a decline, the totals being, February, 1915, $125,123,391; February, 1914, $148,044,776. Imports into the United States from Canada during February showed an increase, the values being as follows:—1915, $11,438,006; 1914, $10,154,504. During the eight months ending February, the total imports from Canada were valued as follows:—1915, $111,719,350; 1914, $108,031,539. The total exports to Canada during February were valued as follows, 1915, $24,216,370; 1914, $21,322,601. During the eight months ending February the exports to Canada showed a considerable falling off, the total values being as follows:—1915, $197,400,726; 1914, $232.534,315.

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### Ottawa Lumbermen Promote Fire Protection

The annual meeting of the Ottawa Fire Protection Association, of which all Ottawa Valley lumbermen are members, was held recently. It was decided to ask Premier Hearst of Ontario to appoint a fire marshal for the province in accordance with an act passed last session; to inaugurate a week-end clean-up week in the capital and to urge the public to greater precautions against fire. Ottawa's lumber manufacturers have suffered heavily from fire during the last year and energetic steps will be taken to guard against this evil in future. The new officers elected include the following: President, Hon. W. C. Edwards; vice-presidents, C. Jackson Booth, Sir Henry Egan and Sir Clifford Sifton. Lumbermen on the directorate are J. R. Booth, J. F. Booth, Gordon C. Edwards, Denis Murphy, Frank Hawkins and R. H. Campbell.

# Fancy Woods and Veneers

THEIR ORIGIN, VALUE AND USE—COMMENT AND VIEWS ON AN IMPORTANT BRANCH OF THE TRADE.

### Uses for Green Ebony

Green ebony (Brya ebenus) yields one of the best known woods in tropical America. It is not a true ebony (Diospyros, a group to which all the black ebonies of commerce belong), but is a leguminous tree allied to our black locust. The wood is known also as cocas, cocos, granadilla or, less often, greenheart ebony. Of all these common names, green ebony is the one in general use. In Jamaica it is considered as a dyewood and it was probably one of the first woods from tropical America employed in the extraction of dyes for coloring fabrics.

The tree is usually rather small, seldom over 50 feet in height and about 18 inches in diameter. Like that of the logwood and other closely allied trees, the trunk is usually short and somewhat fluted, with a rather large, open crown. The sapwood is thin and light yellow; the heartwood is dark green, frequently with lighter and darker streaks. The heartwood is the only portion of the trunk used, and in order to save on transportation, the useless sapwood is cut away immediately after the tree is felled. The wood thus comes to market in the form of a billet, ranging from 2 to 8 or rarely 10 inches in diameter and seldom over 10 feet in length. Dealers and users of this wood claim that the best kind comes from Cuba. The Jamaican product is said to be coarser and more difficult to work, and, in consequence, is offered at less value.

The wood is very hard, heavy, strong, tough, exceedingly durable, and is susceptible of a high polish. The wood of the young branches or saplings is so tough where the tree grows for riding whips and walking sticks. Its durability is said to be due to a water-insoluble resin which is thoroughly diffused throughout the heartwood. The sapwood contains very little of this resin and is, therefore, very perishable in contact with the soil. The resinous substance in the heartwood is very inflammable, and the Indians in the region where the tree grows use the wood for burning as torches and it is sometimes called torchwood.

Green ebony has many uses, both in this country and in Europe. It is particularly valuable in making musical instruments on account of its dark-greenish color, beautiful veining, strength and elasticity. It was formerly used in England in parquetry, but the sticks which reach the markets now are too small and expensive, though it is still employed for this purpose in fine residences. It is at present used chiefly as a substitute for cocobola and true ebony. When particularly well marked it is one of the most attractive woods for the backs of hair brushes, tool and knife handles, rulers, jewelry boxes, pin trays, and small articles of furniture, and for inlaying.

### Greenheart

This tropical South American wood has earned a world-wide reputation on account of its remarkable lasting qualities, according to a pamphlet prepared by the Forest Service. Authentic records prove that, when placed in contact with water or the soil, it shows more resistance to destroying influences than do iron and steel. This durability is due in part to the presence in the wood of an alkaloid known as biberine and in part to the presence of resinous substances. The development of these latter substances largely determines the color of the wood which is known in the trade as yellow, gray and black greenheart. The black is the most durable. The chief use of greenheart is in construction work in ship and dock-building, being used for keelsons, beams, planking, piers and piling. When placed in water it is proof against the ravages of the teredo or sea worm. There are well-known instances where greenheart has stood in wharves for thirty years and under water for one hundred years, still remaining perfectly sound. All the gates and piers of the Liverpool (England) docks are made of this wood, as are also the lock gates in the Manchester ship canal. Greenheart was also specified for use in the sills and fenders of the lock gates of the Panama Canal. The ship Fram, used by Dr. Nansen in his Arctic explorations, was constructed of greenheart, the same wood was also used in the Antarctic ship Discovery. Trestles, bridges, millwork, flooring, and in fact any construction which will have to stand great wear and tear are the best fields for the employment of this wood.

Greenheart is found in the northern countries of South America and in Brazil and the islands of Trinidad and Jamaica, in the West Indies. Its best growth is along the coast and rivers. Greenheart is a large tree. It ranges in height from 60 to 100 feet and from 2 to 4 feet in diameter. The trunks are without branches for the first 50 or 60 feet and furnish fine logs, free from knots. It is a tree which grows very slowly. Estimates place the age of a tree of merchantable size, say 20 inches in diameter, at about two hundred and fifty years. Methods of marketing this timber are antiquated and expensive. All hauling in the forest is done by gangs of men or by oxen. The same care is not used in preparing the logs for shipment as is employed in the case of mahogany and cedar. At present only the regions along the navigable waterways are being exploited. In British Guiana, especially, there are vast forests, lying above the falls of its many rivers, which contain valuable stands of timber waiting only for modern methods to open them up.

### The Possibilities of Elm

There has never been in this country enough appreciation of or enough effort to develop the possibilities of good elm in cabinet work and interior trim. Elm has been extensively used in the furniture trade for many years but generally in the making of cheap furniture in which no effort is made to finish it to bring out the native beauty of the elm. Usually the efforts to finish consist of using a heavy paint-like stain so as to make it look as nearly as practical like oak or something else. Now and then one comes across an instance where some one has made good use of elm in a piece of furniture, where it is properly finished off. Also one now and then finds it used with the same care and appreciation in house trim. These instances are rare, however, and as a general thing there is but little appreciation of the possibilities of elm for face work. Right now there should be a splendid opportunity to develop the use of good elm. Popular taste is turning toward the softer tones in brown and gray, and here elm should enter readily. It has no distinctive figure but it has a soft color. Some gray elm when polished and finished as it should be presents a beautiful appearance and the red elm properly finished should find favor along with the softer tones in brown. It is a wood that has strength and body and will take a good finish, and something more should be made of it than just a material to use for cheap furniture. Elm has possibilities if it were but given anything like the attention and finish that is bestowed upon other woods, and then properly exploited.—Hardwood Record.

### Hardwood Manufacturers Organize Sales Report System

The Hardwood Manufacturers' Association of the United States have just inaugurated a new system for distribution of a monthly report of actual sales made by its members. The members of the Association report to the Secretary each week the actual sales made in that period. The reports show the date of sale, kind of lumber, amount, thickness, grade, widths, lengths, condition of stock, delivered price, point of delivery and rate of freight to destination.

The consuming territory is divided into accurately defined zones. For illustration, the Chicago territory comprises territory surrounding the city of Chicago, which takes practically the same rates of freight from the producing district, and instead of specifying on the report that is sent to the members the name of the town in which the stock was sold, it will simply show "delivered in Chicago territory," and rate of freight given.

The report shows the state from which the stock was shipped. Under this arrangement the shipper of lumber can form a good idea by looking at the report whether or not the prices given were obtained by his immediate competitors or whether it was shipped from a distant territory. The report will be mailed to the membership early in the month. This information will be for the benefit of members only and will prove a valuable service.

### New Schedules of Ottawa Tolls

The Upper Ottawa Improvement Company has secured approval of a new schedule of tolls to be charged to lumber and paper companies, for the use of its works on the Ottawa River during 1915. The proposed tariff as compared with 1914 is as follows: Tolls—6 rates greater, 2 less, and 3 the same as in 1914; boom working and driving, 7 rates greater, 1 less, 2 same as in 1914; towing, 10 rates greater, 1 less, and 1 same as in 1914; towing per hour, 7 rates, same as in 1914. Rates for pulpwood are, generally speaking, 2 saw-log rates per cord of 128 cubic feet.

# WANTED & FOR SALE DEPARTMENT

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 15 cents per agate line (14 agate lines make one inch.) ($2.10 per inch) each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word net. Cash must accompany the order. Minimum charge 50 cents.

Advertisement must be received not later than the 10th and 26th of each month to insure insertion in the subsequent issue.

## Wanted–Lumber

### Basswood Wanted

No. 2 Common and Mill Cull. Winter cut preferred. Apply Firstbrook Brothers, Ltd., Toronto, Ont. 7-tf

### Wanted

Genuine Rock Elm Plank in car lots, 3¼ in. thick. Quote prices to St. Marys Wood Specialty Company, Limited, St. Marys, Ont. 8

### Wanted to Buy

Birch, Oak, Maple, Ash and Elm. Apply by letter, stating prices, thicknesses, lengths, average widths, quality, also name point of shipment, to Robert Cox & Company, Hope Building, Ottawa, Ont. 7-10

### WANTED

For early spring shipment
10 cars 4 ft. white pine lath No. 3.
10 cars 4 ft. white pine lath No. 2.
2 cars 4 ft. white pine lath No. 1.
10 cars 4 ft. hemlock lath No. 2.
5 cars 4 ft. hemlock lath No. 1
AMERICAN LUMBER & MFG. CO.,
5-8 Pittsburg, Pa.

### Birch Wanted

I am open to purchase one million feet of 1-in. Birch log run, mill culls out, on a railway rate not to exceed 9c. to Montreal. State how much you have to offer, when sawn and price wanted.

HORACE HARTLEY,
19 Mayor Street,
8-9 Montreal, Que.

## For Sale–Lumber

### For Sale

For shipment May 1st car lots Cheese box, Veneer. G. R. Jones, Eldorado, Ont. 6 9

### We Have a Full Stock

of Hardwood, Hemlock and White and Norway Pine Lumber, Norway and White Pine Piling, up to 60 ft. Keenan Bros., Limited, Owen Sound, Ont. 3t.f.

### For Sale

Half million feet Ash and Basswood 4/4
Half million feet Hardwood Maple 4/4 to 16/4.
Half million feet Hemlock, all sizes and lengths.
Prices for low grades right. Rail or water shipment.
Hall Bros., 174 Mutual Street, Toronto. 8-9

### FOR SALE
### Norway Pine—Mill Run

| | |
|---|---|
| 1 x 4/5 x 10/16 ft. | 1,000,000 ft. |
| 1 x 6 | 500,000 ft. |
| 1 x 8 | 85,000 ft. |
| 1 x 10 | 14,000 ft. |
| 2 x 4 | 165,000 ft. |
| 2 x 6 | 220,000 ft. |
| 2 x 8 | 320,000 ft. |
| 2 x 10 | 218,000 ft. |
| 2 x 12 | 65,000 ft. |
| Norway Pine Culls | |
| 1 x 4 and up x 10/16 ft. | 1,500,000 ft. |

DEVON LUMBER CO.,
5t.f. Ottawa, Ont.

### Lumber For Sale

200 Pieces 1 x 15 and up 22 ft. Cypress.
375 Pieces 1 x 15 and up 24 ft. Cypress.
Clear for boat building, in stock at Montreal.

GEO. C. GOODFELLOW,
c Montreal, Que.

### DRY BIRCH FOR SALE
### Shipment Immediately

The following Birch has been on sticks for over two years, and is perfectly dry. Log run, mill culls out.

2 cars 4 x 5 x 10 ft. and up.
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1 No. 51 Crescent universal woodworker; 2 24-in. planers and matchers; 3 12-in. buzz planers; 1 12-in. four-side moulder; 1 No. 802 Canada Machinery Corporation shaper; 5 30-in. Ideal pedestal bandsaws; 2 No. 619 Canada Machinery Corporation saw tables; 1 36-in. double drum sander; 1 20-in. American wood scraper.

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100-in. power clipper.
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These machines are decided bargains and carry the same guarantee as we give our new ones. Prices on application.

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A Forest Engineer—in government employ, who has received his technical training in Canadian and American Universities, and has done technical work in the main forest regions of Canada—east and west, with several years of practical experience—bush and lumber yards, previous to studying forestry, desires to hear from large firm or lumber association. Knowledge of French and English. Best credentials. Box 173, Canada Lumberman, Toronto. 8-9

## Business Chances

### For Sale or Exchange

For sale or in exchange for lumber, a small planing mill in Hamilton, fully equipped with machinery and Hydro-electric power, private siding. Box 177, Canada Lumberman, Toronto. 8

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Can be quickly and profitably disposed of by advertising them on this page. This is where buyers of timber property look for opportunities to invest. If your "ad" is here the investor will see it. Canada Lumberman, Toronto, Ont. tf

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The Lumber Yard of the Estate of D. Dupuis, situated on St. James Street, Hull.

The property comprises a valuable block of land, having frontages of 254 feet on St. James Street, 221 feet on Leduc Street, 142 feet on Wellington Street, and 210 feet deep between St. James and Leduc Streets.

The yards are stocked with a large quantity of valuable lumber of all kinds.

The business is a good going concern, having a large trade, and was established in 1890. It can be purchased en bloc, or the lumber and rolling stock can be bought separately and the land rented.

The property is a valuable building site, suitable for subdivision into city lots, and is situated right in the heart of the business section of the city.

For particulars apply to P. H. Charron, 142 Champlain Ave., Hull. 7-10

## Miscellaneous

### For Sale

Copies of "The Preservation of Structural Timber," by Howard F. Weiss. Published in 1915 by McGraw-Hill Book Company. 312 pages, illustrated. Price $3.00. Canada Lumberman, 347 Adelaide Street West, Toronto.

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If you wish to purchase or dispose of a particular stock of lumber or logs, a mill property or timber limit, or some second-hand machinery, the CANADA LUMBERMAN AND WOODWORKER will bring quick returns. Use our "Wanted and For Sale Department."

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Wooden hull, strongly built. Length 54½ ft., beam 15 ft., depth 5 ft. 9 in. Compound engines 8 in. x 16 in. x 12 in., condenser, steam winch, Jenckes Marine boiler 7 x 7 ft., two corrugated furnaces. All in good condition. Apply to

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Sawmill near Sellwood, Ontario, daily capacity 60,000 feet. All machinery including:—Log Ladder, Bullwheel, Steam Kicker, Log Loader, Stationary Steam Nigger, 42-in. Steel Carriage, 10-in. Steam Feed, 8 ft. Double Cutting Bandmill, Cast Iron Lumber Table, 5-Saw Slab Slasher, 48-in. Big Champion Edger, Trimmer, Transfers to Edger and Trimmer Tables, Sorting Tables, etc. Also, Independent Lathmill, Filing Room Outfit and Power Plant complete. This machinery is of the latest design, practically new and in excellent condition. Offers will be accepted for all or any part of this machinery, where it stands or F.O.B. cars Sellwood.

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### SALE BY TENDER
### OF

Lumber business and stock of lumber belonging to the Estate of the late Thomas L. Gillies, Port Dover, Ontario. An established business of upwards of 35 years.

The following is an estimate of stock on hand:

| | | |
|---|---|---|
| Norway Pine and sized Hemlock | ft. | 20,290 |
| D. 4 S. Pine | ft. | 6,500 |
| Base and Casing | ft. | 1,770 |
| White Pine flooring and matched lumber | ft. | 4,000 |
| Quarter Round and Cove ... bundles | | 3 |
| Door stops | ft. | 480 |
| Crown Mould | ft. | 234 |
| Bevel Siding and Ceiling | ft. | 4,800 |
| Novelty Siding | ft. | 3,000 |
| 1-in. Georgia Pine | ft. | 580 |
| 2 in. x 2 in. Red Cedar | ft. | 1,000 |
| XXX and XXXX Red Cedar Shingles | Thousand | 205 |
| No. 1 White Pine Lath | Bunches | 415 |
| Cedar Posts | | 150 |
| White Pine Doors | | 12 |

About one-quarter of an acre of land with a frame storehouse thereon used as a lumber yard will be sold. Tenders should be sent in separately for the stock, business and goodwill and the land and storehouse and also for the whole en-bloc, including goodwill, stock, land and storehouse.

The highest or any tender not necessarily accepted. Tenders must be mailed and addressed to Miss Martha Gillies, Port Dover, Ontario, and received before 12 o'clock noon on the 26th day of April, A.D. 1915, marked "tender for lumber business." The stock and premises may be inspected.

KELLY & PORTER,
Simcoe, Ont.,
Solicitors for said Estate.
Dated April 7th, 1915. 8

### Important B. C. Conference

An important conference took place on April 2nd, between members of the British Columbia Lumber & Shingle Manufacturers' Association, Hon. W. R. Ross, Minister of Lands, and H. R. MacMillan, Trade Commissioner, who has been entrusted with a special mission on behalf of the Federal Government, to discuss ways and means for improving the present position of the timber industry of British Columbia. The conditions of the export trade were discussed critically, and, while opinion was unanimous that there is every assurance of an early big demand for the lumber products of the province, it was felt that every possible effort must be exerted if success is to follow the attempts now

being made to remove the disabilities under which the trade is suffering.

Representing the lumbermen's association there were present E. J. Palmer, of the Victoria Lumber Company, Chemainus; G. S. Raphael, of the North Pacific Lumber Company, Barnett; D. O. and J. O. Cameron and J. Mitchell, of the Cameron Lumber Company; G. Knight, of the Vancouver Lumber Company; R. H. H. Alexander, secretary of the association; J. D. McCormick, of the Canadian Western Company; and E. Hamber, of Hastings Mills.

Discussion mainly centered on the question of the best method of expending the appropriation of $50,000 made at the last session of the legislature. Some members of the deputation were of the opinion that an effort might properly be made to remove the disability of excess freight charges of shipping imposed by vessel owners on British Columbia exporters.

Mr. Ross assured the deputation that there was no question now giving the Government more concern than that of removing as far as possible those disabilities under which the trade suffered, nor were there ever brighter assurances that the joint efforts which were being expended both by the Government and lumbermen themselves would bear fruit. Signs of an increased demand for lumber were to be noted, and they were most encouraging. He was very hopeful that, as a result of Mr. MacMillan's tour of foreign markets, much would be accomplished to put the industry on a better basis.

Mr. MacMillan sketched what he hoped to accomplish in his forthcoming tour in the interests of the Canadian lumber trade generally. He would visit nearly all of the great overseas markets, study local conditions on the spot, make the most thorough investigation into all questions bearing upon his inquiry; and he felt some assurance, with his knowledge of the position of the lumbering industry in British Columbia, that he would be able to accomplish something in the way of removing disabilities.

The members of the deputation expressed themselves as pleased with the aggressive and intelligent interest which was being taken in the position of the lumbering industry by Mr. Ross and his colleagues of the Government; they had the utmost confidence that ultimately the broad and comprehensive policy now being pursued would be crowned with success.

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### The Land of Beech Trees

The present war has brought into notice the Austrian province Bukowina. The Austrian defenders and Russian invaders have pushed each other back and forth across it many times in the past half year. The name means "land of beech trees." The word "buk," with its other forms "boc," "buck," "beech," "book," and many other variations in spelling and pronouncing, is one of the most remarkable known. It is said to be the oldest existing word in the world. It has been traced to northern India where the people speaking the Sanskrit language used it for "beech." and "book." It is supposed they cut letters on beech bark, hence they used the same word for the tree and the writing on its bark. The word is still in use in various forms in all northern Europe. Even in far away Iceland "bok" means beech. The Russians change it a little and call it "buk." The English, Germans, Austrians, and Russians all agree on that one word for beech, and it is probably the only word on which all of them agree. The word buckwheat comes from the same source, because the grain of buckwheat is triangular like the nut of the beech. The Greeks and Latins refused to adopt the word; but the Latins translated it, by using the word "liber" (bark) for "book." The Greeks, however, were not willing to adopt or even translate the foreign word, so they called the beech tree "eat," because the nuts were edible. The word used by them was "phegos," which, in its latinized form, "fagus," has come down to us, and botanists use it as the generic name for beech—Fagus atropunicea being the botanical name for the common American beech. It has been said that it is easier to conquer than to change their language, and the case of Bukowina seems to carry that out. It is hard to say how many owners it has had since it was first named on account of its beech trees, perhaps in prehistoric times. In spite of its many owners, including the Romans, the Hungarians, and the Turks, it still carries its old name. The Romans called it Dacia, it forming the extreme northeastern part of that province in the period of the Roman empire's greatest extension. It is said that Bukowina and Brazil are the only two countries in the world named for trees, though innumerable islands and small districts are so named.

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### Elements Impair Strength of Wood

Little diagonal streaks or wrinkles across the grain of a piece of timber not only betray weakness, but sometimes indicate periods of stress through which the wood passed when it was growing. They may even be taken as a sort of check on the official record of wind storms, as in the case of some lumber tested at the Forest Service Laboratory at Madison, Wis.

The marks are caused by what are called "compression failures," which occur when the fibers bend or buckle under a too heavy strain. In cutting up logs collected for experiments at the laboratory, it was noticed that these compression failures appeared on the north side of a number of trees which came from the same locality in Florida. By counting the annual rings of the wood and from knowledge of the time when it was cut in the forest, it was decided that the compression failures must have been caused by a severe wind from the south about the year 1898. Inquiries were made in Florida and it was found that a hurricane had, in fact, swept over the region at the time indicated.

The experiments have determined that the strength of a piece of wood may be seriously impaired by slight compression failures due to rough handling. Dropping a beam across a skid may cause a compression failure at the point at which the beam strikes the skid and it will be at this point that the beam gives way when it breaks under a strain too severe for the weakened fibers to withstand. Hitherto unaccountable breakage in hickory wagon spokes and other presumably strong material is now attributed to compression failures caused by wind storms in the period of growth or by hard usage in lumbering and manufacturing processes.

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### Creosoted Fence Posts

There is an interest now being manifested by the retail lumber dealers of the country in the subject of creosoted lumber and timber, and a part of this interest is turning to fenceposts, says the St. Louis Lumberman. It seems that there are a fair number of inquiries for creosoted fenceposts and quite a live interest manifested in the subject by farmers, which is naturally arousing more interest on the part of the retail dealers.

The question of concern to the retailer that was developed at some of the State conventions this winter and spring is how they may prepare themselves to supply creosoted fenceposts. Some have asked where they can secure them, while others have asked about the possibilities of creosoting posts and timbers for farm use themselves.

Here is a place where there will evidently be something doing in the lumber world in the course of the next year or two. So far progress in creosoting for factory and mill timbers and things for that kind has mainly been with the big yellow pine mills, which are not the institutions that make fenceposts as a rule, because the majority of the fence posts are hardwood, being cedar, locust, oak or some other hardwood.

Ties and railway timbers of hardwood are as a rule creosoted under contract for the different railway lines by persons specializing in the creosoted business fitting up plants for this purpose at some concentrating or distributing points.

So far there does not seem to have been any great concentration of thought or effort on the matter of fenceposts, on the assembling, creosoting and distributing of them. There was developed at the various retailers' conventions of the year, however, plenty of evidence that the time is ripe for some action in this matter. The most logical idea that suggests itself right now in this connection is that of wholesale yard men in the hardwood business taking up the work of assembling and distributing fenceposts and establishing a creosoting plant at which they can treat them and treat any other hardwood timbers that they may have a call for.

The local retailer can get fence posts from various sources and thoroughly dry them out and treat them with what is called the open-tank process and obtain some results. It is contended by those who are informed upon the subject, however, that this treatment, while prolonging the life of the post somewhat, is not to be compared with the results obtained by the vacuum system of injecting creosote, which calls for an equipment that is too costly for the retail yard man to install. The answer seems to be for some of the wholesale yard men or some of the creosoting concerns to take this matter up and work it out systematically. Anyway, whether this is the best answer or not, one of the distinctive things that has been developed during the winter convention season of retailers, is that the retailers of the country are interested in the creosoted fenceposts and are ready and anxious to make connections that will enable them to supply these to their customers.

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# Review of Current Trade Conditions

### Ontario

The lumber trade in Ontario has shown a slight improvement since the fine weather commenced. In the country districts there is a continuance of the demand for lumber on the part of farmers. This movement is now of fairly good proportions and is steadily broadening. The fact is well established that the farming communities are in possession of sufficient money to enable them to undertake enlargements and alterations to their buildings which have been postponed for some years. In the aggregate this movement is of considerable proportions, and is keeping retail stocks moving. In the cities of Ontario the movement of stock into consumption continues very slow, but recently there have been some signs of improvement. In Toronto, the retail trade reports increased activity, and the applications for building permits are increasing to a fairly encouraging extent. At Ottawa the outlook is improving, both in the local and export trades. The duty of 7½ per cent. recently placed upon rough lumber entering Canada is already reported to have assisted the home markets for Canadian lumber. The strong demand for eastern spruce in Great Britain is resulting in a disappearance of that stock from Ontario markets. This and the duty upon United States stocks, are expected to make market conditions in Ontario much more satisfactory from the Ontario manufacturer's point of view. The production in the Georgian Bay district will be heavy this year, unless driving conditions should not be favorable. The present indications are for good drives, and as the winter was one of the best on record for woods operations a large cut is expected at the mills. Most of the north shore mills have already disposed of their cuts for export to the United States.

### Eastern Canada

Lumber trade conditions at Montreal are still quiet. The local trade is inactive, as building operations are very light. In the country districts of Quebec it is expected that some improvement will become evident soon. Conditions in general throughout the province are good and are better in the country districts than in the cities. There is greater activity among the box manufacturers at Montreal, on account of substantial orders for ammunition boxes. It is expected that this business will last for some time. Spruce is still being bought in large quantities for the British market. It is encouraging to note that shippers have met with a little more success in securing steamship room. The rates are varying from 100s. to 125s. per standard, according to the port. There does not seem to be much probability, however, of securing sufficient room this summer for all the stock that will offer. It is not unlikely that tramp steamers may come to Montreal and relieve the situation to some extent. Some of the principal exporters are discussing the possibility of chartering tramps to carry full cargoes of lumber.

Steady improvement in the demand for spruce is reported from Boston. The output of eastern mills shows no increase. The base quotation on frames is now strong at $24 with indications of advance. There is a little better enquiry for random. The current range is: 2 x 3, $21; 2 x 4, $22; 2 x 5, 2 x 6, 2 x 7, $20.50 to $21; 2 x 8, $22 to $22.50; 2 x 10, $23 to $24; 2 x 12, $24 to $24.50. Covering boards 5-in. and up wide, 8 ft. and up long, are selling at $20. At New York the demand for eastern spruce also shows steady improvement. The demand for shingles at Boston is broadening. Country yards are the best buyers. Prices, however, continue slow. White cedar extras are offered at $3.30 to $3.40, clears at $2.80 to $2.90 and second clears at $2.50 to $2.60. The enquiry for red cedars shows a little improvement. Quotations, however, show a very wide range, extras being offered all the way from $3.65 down to $3.25. The demand for lath is increasing and prices are firm. Prompt delivery on 1⅝-in. stock has been made at $4.20 and several manufacturers are asking $4.25. Some new business is being taken at $4.15, Boston rate, and $4.10 has been accepted for contracts for the entire output of a mill. For 1½-in. the average price is $3.75.

### Great Britain

No noticeable change has developed in connection with c.i.f. values of spruce deals in the west coast ports of Great Britain. Values, in fact, are entirely regulated by the cost of freight. F.o.b. values continue firm and there is little or no likelihood of any decline. Freight rates are reported to be stiffening daily and 130s. per standard from St. John, N.B., to the west coast of Great Britain is a common quotation. In fact it is reported that this figure has been refused. Spot quotations are very firm, but there is practically no speculative buying on behalf of the consumer. Goods arriving are nearly all going direct into consumption, and available supplies are not sufficient to meet the current requirements. The outlook for the next few months is rather obscure, but it seems certain that any goods arriving will be easily disposed of, even at considerably higher prices than those which are now being quoted.

The spot market at London continues fairly active with consumption about normal. It is not expected that house building will be extensive this year as present prices of materials and labor are high. Deliveries at London docks for the week ending March 20th amounted to 3.474 standards, as compared with 3,211 standards during the corresponding week of 1914. At Churchill & Sim's recent auction sale 3 x 11 firsts, seconds and thirds St. John, spruce was sold at £17 15s. Best Ottawa pine, 2 x 11 brought £30, 2 x 9 ditto £27, 1 x 11 £28, and 1 x 9 £25.

No important change is reported in the timber market at Liverpool. A fair amount of business is in progress and stocks on hand are light in the cases of most of the prominent articles. The demand for spruce deals continues strong. Importations of spruce deals are still very small and the stocks are practically sold out. Quotations for New Brunswick and Nova Scotia spruce deals are difficult to fix. Birch c. i. f. values continue firm. There is a fair enquiry, but not much business. Spot values are increasing, as stocks diminish. Logs are now practically all gone into consumption and planks are gradually becoming scarcer. There is a good demand for boards, especially prime grades, and stocks of these are light. At Manchester, there is no change in the general trade activity. War Office work is greatly in evidence and is taking up a lot of timber. Spruce prices continue firm.

At Glasgow, business continues on the same lines as in recent weeks. Deliveries into consumption are fully maintained. Arrivals continue on the light side. A few Quebec shippers, or their representatives, were recently in Glasgow but it is reported that they were not very successful in making contracts.

### United States

A slow but fairly steady improvement is reported in general business conditions in the United States. Gradually factories are increasing their output and the number of unemployed is being reduced. The improvement, however, is so slow and slight that it is not reflected to any considerable extent in the markets for raw material. The demand for lumber from the industries, however, does show some small gain. Although matters relating to stock markets are not as a rule definitely important to the lumber trade, the fact that the New York stock market has recently been opened to unrestricted trade is of much interest and importance, because it indicates definitely a full confidence in the financial strength of the country. Important changes have been taking place financially in the United States during the past few months. Exports have been increasing to a remarkable extent and the United States, which formerly was a borrowing nation, has become a lending nation. Business generally in the United States is showing some tendency to adopt a waiting attitude, in the expectation that the war will come to an end in six months at the latest and that thereafter there will be a world-wide readjustment of finances and credit. Lumbermen in general, however, take the view that after a declaration of peace there will appear a tremendous demand for lumber for export, a demand which will last for a year or so, and possibly mean a permanent enlargement of the export trade in forest products. There is no question that large amounts of lumber are needed abroad and would be taken if there was any prospect of filling them. Because of the scarcity of tonnage and inability to make shipments, mills that otherwise would be exporting their cut are trying to place their stocks on the domestic markets which are already heavily burdened with supplies.

White pine in the lower grades is showing a little more activity, but the upper grades are slow. A little improvement is reported in the trade in northern hemlock, but there is apparently an over-supply of eastern hemlock. The stronger demand for eastern spruce, however, is helping this situation. Supplies of spruce in Canada and New Zealand would be cleaned out by the foreign demand if there were sufficient vessels to move them. Manufacturers, realizing this, are inclined to hold their stocks rather than sacrifice them in domestic markets. This influence is having a favorable effect upon all woods selling in northern coast markets. The hardwoods are benefiting from the gradual opening up of industrial activity. There is a slow but steady increase in the demand, and this has been coupled with a

View of Mills in Sarnia.

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conservative policy on the part of hardwood purchasers and dealers, so that the situation is encouraging. Many factories in New England are running at full capacity on orders definitely connected with the war, and are calling for a large amount of boxing and crating material of excellent grade. The building trade in the cities is quiet. In general, the lumber market is gradually showing improvement as to volume, although prices show little or no alteration. In the east alone, prices have been stiffening. Apparently the trade is waiting in the hope that a better demand will develop as the season advancs.

# Market Correspondence

**SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD**

## Better Trade Outlook at Ottawa

Ottawa, April 7th (Special to the Canada Lumberman):—There is an increased feeling of optimism among lumbermen in Ottawa and district in regard to the trade outlook for the coming season. It is coming to be generally recognized that business must go on in spite of the war, and consequently money is loosening up a little. The movement to the United States is improving from week to week, and some of the leading lumbermen here say that they have reason to believe that the recent imposition of a 7½ per cent. increase in the customs tariff on lumber coming into Canada, has helped local trade to some extent. Medium and low grades are in most demand from the country to the south, but some purchases are being made in high grades, too. Prices still remain unaltered.

Last week Parliament ratified the expenditure of $100,000,000 for war purposes. The Militia Department will spend over $95,000,000 of this amount and the Naval Department, over $3,000,000. Most of the latter sum will be expended in improving naval yards and in shipbuilding.

At the annual meeting of the Ottawa Fire Protection Association it was decided to ask Premier Hearst to hasten the appointment of a fire marshal for Ontario under the terms of an Act passed last session. The new officers elected included many prominent lumbermen in the city, among them being the following: President, Senator W. C. Edwards; vice-presidents, C. Jackson Booth, Sir Henry Egan and Clifford Sifton; directors, Gordon Edwards, Denis Murphy, J. R. Booth, Frank Hawkins, J. F. Booth, and R. H. Campbell.

Captain John L. Murphy, one of the best known lumbermen in the Ottawa Valley, died recently at Riverside, California, in his 77th year. He was born in Aylmer, Que., and for over fifty years was identified with the transportation of lumber on the Upper Ottawa, owning a fleet of barges that plied between Aylmer and Des Joachims. He was also head of the Upper Ottawa Towing Company, a large shareholder in the Bank of Ottawa, director of the Toronto General Trust Company and prominently identified with a number of other corporations. He went to Riverside, three weeks before his death, to spend a vacation on his orange grove there. His death was due to pneumonia following a cold.

## Montreal Shippers Securing More Vessel Space

Montreal, April 12th (Special to the Canada Lumberman):—No change of any importance in trade conditions is to be reported. Trade is rather slow, the retailers doing little in the absence of any revival in the building line. Some of the wholesalers are looking for a more pronounced demand from the province of Quebec (outside of the cities) where there are many new buildings, especially churches and schools, projected. General conditions in the province are fairly good, and are relatively better than in the cities. The Montreal building permits are a sufficient indication of the state of the local contracting business. During last month the value was $246,695, a decrease of $603,231, as compared with the corresponding period in 1914; for the first three months of the year the total was $891,936 a decline of $975,911, compared with the first quarter of 1914.

The sash and door factories are quiet. One of the largest box factories in the city is very busy on a good order for ammunition boxes, and this is likely to continue for some time.

The recent failure of a prominent contractor which affected two or three lumber firms is likely to turn out better than was at first expected, and it is probable that at least 75c on the dollar will be paid.

A very large quantity of spruce has been purchased for the British market, and a considerable amount of steamship room has been secured, at rates varying from 100s. to 125s. per standard, according to port. The problem will be to obtain space for all the freight which will be on offer, and it may be that tramp steamers will be attracted to the port on account of the high rates which will prevail. Should the mail service not resume its normal schedule, there is a chance that the principal exporters may charter one or more tramps, for the purpose of carrying full cargoes of lumber. An enormous quantity of lumber, principally spruce, is being manufactured for the United Kingdom, and clearly lumbermen are looking to that market to offset any dullness on this side.

Ground wood is easier. There has lately been plenty of water available for the United States mills, and stocks have also accumulated. Although the water is now a little lower, the spring rains will again fill the streams, so that the market for ground wood is not likely to improve just yet.

Exports of chemical pulp from Europe to the United States are on a smaller scale. Advices from England state that the price there has risen about a dollar per ton, due to higher freight charges. European mills are asking increased prices for shipments to the United States, chiefly owing to the higher cost of coal and other raw materials. The consumption of sulphite pulp in Canada and the United States has not been up to normal since December, and it is probable that had the consumption been on the usual basis there would have been a shortage in the available pulp, owing to the decline in European supplies.

Canadian and United States newsprint mills are fully employed.

## Boston Market Report

Editor Canada Lumberman:— Boston, Mass., March 26.

There is little change in prices at Boston. New Brunswick cedar shingles are weak and have been sold as low as $3.30 for extras and $2.75 for clears. Spruce dimension lumber is rather scarce in this market at the present time—i.e., the Maine product, not the Canadian. Regular schedules are now $24 firm, and are likely to advance a little more very soon. This is largely on account of the small number of mills operating at the present time, it being between seasons. Random spruce is possibly a shade firmer, but not much different. Canadian spruce boards seem to be rather weak. White pine is unchanged.—Shepard & Morse Lumber Company.

## Barbabos Market Report

S. P. Musson, Son & Company, Barbados, report under date of March 19th, as follows:—Lumberstuffs—White pine—There have been no arrivals during the fortnight, and stocks are not heavy. First receipts should do well, and we would value the same at around $34 and $26 duty paid respectively, for merchantable and second quality. Spruce—The Schr. "Mina German" has arrived from Belliveau Cove with a cargo of 150 M. which was sold to arrive at $26 per M. for shippers. The market is heavily stocked, and further shipments are known to be on the way. Shingles—There is no improvement in the position. Stocks are heavy, and there is no enquiry to speak of. Shooks—We note the arrival of 400 bundles on importer's account. Wood hoops—No arrivals.

## Spruce Deals in Great Britain

The Timber Trades Journal, referring to spruce deals, in its issue of March 27th, says:—"There is no particular change with regard to c.i.f. values, the position at the West Coast ports remaining as it was, solely a matter of freight. F.o.b. values keep firm, and there is very little likelihood of any decline. So far as freights are concerned, they are stiffening daily, and 130s. per standard St. John to West Britain is quite common; in fact, this figure has, we believe, been refused. There is a fair amount of stuff being offered, but practically all on a basis of freight, which is, to say the least of it, most misleading. For instance, £9 f.o.b. sounds a reasonable price for 3 x 7 in. on to-day's current spot quotation of £16 10s., based on a 90s. rate of freight; but if there has to be another 40s. added to that for freight, it indicates that there is something wrong somewhere, as there has to be added to the f.o.b. cost and freight, not only war insurance, but landing charges as well, to get the actual cost ex quay, and certainly to-day's quotations for 3 x 7 in. do not leave the importer a working margin of profit, so that, in our opinion, spot values are bound to increase. At the present time spot quotations are certainly very firm, but there is almost an entire absence of speculative buying on behalf of the consumer, so that sales for forward delivery are apparently difficult to make; but at the same time it must be realized that goods

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arriving are all more or less going direct into consumption, so that not only are available supplies insufficient to meet current requirements, but stocks are being still further reduced. The consumptive demand, taking it all round, is not too brisk, and consumers are only buying for what they actually require, and their requirements are not difficult to fill. The outlook for the next few months is somewhat obscure, but we venture to think that any goods that come forward will be fairly easily disposed of, even at considerably higher values than are quoted to-day. It is only reasonable to suppose that consumers will not buy ahead for imaginary requirements, but when they want the goods they will be quite prepared, and in most cases realize that they will have to pay more."

## Columbian Pine at Yarmouth

A despatch from Yarmouth, Eng., of recent date ,says:—The most important event at Yarmouth during the past week has been the arrival of the fully-rigged French ship, "Thiers," the largest sailer that has yet visited that port, and a splendid model of what a "three-sticker" should be. Her dimensions dwarf everything else in the harbor, and yet, viewed from the quayside, one gets no real idea of her size, owing to her excellently proportioned lines. The "Thiers," which belongs to Nantes, and has a steel hull, brings the first cargo of wood imported into Yarmouth in 1915, a fact upon which the merchants, Jewson & Sons, who are receiving from the depths of her three holds over a thousand loads, are to be congratulated. Just now, when supplies are cut off from Russia, Sweden, Finland, and, of course, Germany, wood is wood indeed, since no one can tell when another cargo will arrive. Not only is the ship notable as belonging to a type once common, but whose day is inevitably passing, but her cargo is distinctly worthy also. It has been brought over 15,000 miles to eastern counties' consumers, the longest journey any wood has yet made to Yarmouth. It was loaded at deep water jetties at Seattle, and was cut in the wonderful virgin forests of British Columbia, where trees run up as straight and true as a shaft for 300 feet and more.

The wood from these forests, cut from such giants, naturally runs to lengths and widths quite impossible to obtain in European countries. The mills where these logs are converted have in recent years been fitted with up-to-date plant, and Columbian pine now comes to England thoroughly well manufactured. The wood has a reddish tinge, and displays as beautiful a figure as many costly cabinet woods. It has not the resinous nature of pitch pine, but as a general utility wood occupies a place of usefulness that is entirely its own, especially for joinery and cabinet work. The widths in which Columbian pine can be obtained show a considerable range, and in planks it runs to large dimensions. This is not the first cargo of Columbian pine imported into Yarmouth, as some time since Jewson & Sons landed a shipment brought by another big sailer, the "Cissie." The present cargo is being stacked away, as landed, under cover, Messrs. Jewsons having now shedded all their yards, so that wood is kept in the best possible condition, and not exposed to the weather.

The "Thiers," which belongs to a well-known French company, was six months making the passage from Seattle, which she left on May 19th, to the Channel, and she put into Southampton on November 27th. Her master, Captain Lebeau, first heard of the war on September 7th, when coming home with the "trades" through the South Atlantic, but nothing was seen of any German cruisers, and the "Thiers" made her passage safely till she was in touch with the patrols of the Allied fleets.

## Riordon Company Make Good Annual Report

Montreal, April 12th (Special to the Canada Lumberman):—The good prices obtained for pulp during the early part of last year are reflected in the annual report of the Riordon Pulp and Paper Company, presented to the shareholders at the annual meeting held in Montreal on April 7. The statement shows gross profits of $375,862, out of which $65,951 was taken for depreciation and reserve, and $62,832 for interest paid during the year, leaving the net profits of the year at $247,078, an increase of $19,005 over the preceding year. After bond interest of $90,000 and preferred dividends of $70,000, the surplus balance was $244,380, or $87,079 higher than the preceding year. The president, Mr. Charles Riordon, in his report, stated: "Your directors have much pleasure in making the above report, as naturally business has been very much unsettled owing to the war. During the early part of the war the price of pulp advanced materially, but during the last few months the demand has fallen off and prices are lower. We anticipate, however, an improving demand for the company's product during 1915, and hope to make as good a showing for the coming year."

The board was re-elected as follows: President, Mr. Charles Riordon, St. Catharines, Ont.; vice-president and managing director, Mr. Carl Riordon, Montreal; directors, Messrs. J. G. Riordon, F. W. Avery. C. E. Read, W. G. White, and S. B. Pemberton.

## Possibilities of Hardwood Distillation

Valuable information on hardwood distillation was furnished at a recent meeting of the American Institute of Chemical Engineers in an elaborate paper by Edward H. French and James R. Withrow. From historical data gathered by these men it seems that among the pioneer efforts at distillation was what was known as the Scotch Works, built in 1852 by the Turnbull Company of Glasgow, Scotland, the location of this plant being known at that time as Milburn, N. Y. Quite a number of plants were developed along the methods followed by the Scotch Works, using cylinders for distillation and producing mainly acetate of lime. An interesting story is furnished of the early efforts and the gradual development of the industry. The matter of prime interest to the hardwood lumber fraternity today, however, is not so much the history of what has been done as the possibilities of what may be done, the methods followed, the cost of the work, and the possibilities in the way of returns.

In the matter of production cost and value Messrs. French and Withrow have covered the matter in detail and have tabulated production cost results as follows:

| | |
|---|---|
| Fuel | $1.15 |
| Labor | 1.25 |
| Lime | .18 |
| Bags | .14 |
| Freight (acetate) | .35 |
| Freight (alcohol) | .10 |
| Selling Commission (acetate) | .11 |
| Insurance, per cord | .068 |
| Taxes, per cord | .112 |
| General expense | .57 |
| Total (operating expenses) | $3.85 |

They take $5 as an average or maximum wood value, which makes a total cost per cord of $8.85.

Compared with this they show a production value as follows:

| | |
|---|---|
| Alcohol (82 per cent.), 11 gal. at 25 cents | $2.75 |
| Acetate of lime, 216 lbs. at $1.75 | 3.78 |
| Charcoal, 52 bu., net 6¼ cents | 3.38 |
| Total crude value | $9.91 |

To quote from the paper in question: "This gives a production cost of $8.85 and a sales value of $9.91 per cord. It will be noted that no selling costs, except in the case of acetate of lime, have been included because in the works not refining or making the finished product, which are in number far in excess of those who do refine, the alcohol is sold under contract to the refiner and the charcoal as in the case of those plants in the lake district is either consumed at iron furnaces in connection with the plants, or, as in the eastern field, handled by a general sales agency controlled by the manufacturers."

The production costs in this case are based on what is called the eastern field, which, it is pointed out, gives a higher production than the lake district. They figure, however, that this discrepancy is compensated for by the fuel cost which is lower in the lake region where mill waste is available. There is room for inquiry here. Examination should be made into the subject of the relation of capacity to cost in the distilling plant, and the size or capacity of equipment necessary to get an average or minimum cost be determined. The relation of the size of the equipment to get efficiency to the possible supply of raw material that might be available in the form of waste wood must also be taken into consideration.

Leaving out the cost of wood supply and equipment necessary to secure it regularly, it is estimated that the value of the equipment necessary for hardwood distillation will run approximately $2,000 per cord per day of production. For instance, Mr. French says, that the cost of boiler, oven, cars, coolers, pumps, etc., is about $650; copper work, including stills, condensers, piping, etc., approximately $450, and brick work for ovens and boiler settings about $190. These three general items would of course vary a little with location and other local conditions. However, the general figure of $2,000 for equipment per cord, per day production is a reasonable estimate, though, of course, this cost might be varied more or less in equipping a plant, depending on the equipment, methods followed, and the extent to which the work of producing and refining is carried.

One of the interesting features of the treatment of the subject of hardwood distillation in the paper referred to is in the tabulation of the extent and distribution of hardwood distilling plants in the United States at the present time. This is as follows:

| | | | |
|---|---|---|---|
| Michigan | 8 | oven plants carbonizing | 1,032 cords daily |
| | 5 | kiln plants carbonizing | 1,050 cords daily or |
| | 13 | plants carbonizing | 2,082 cords daily |
| Pennsylvania | 33 | oven plants carbonizing | 1,424 cords daily |
| | 13 | retort plants carbonizing | 215 cords daily or |
| | 46 | plants carbonizing | 1,639 cords daily |
| New York | 7 | oven plants carbonizing | 256 cords daily |
| | 17 | retort plants carbonizing | 362 cords daily or |
| | 24 | plants carbonizing | 618 cords daily |
| Wisconsin | 2 | oven plants carbonizing | 96 cords daily |

# CAMP SUPPLIES

Many lines of food supplies have advanced materially during the past few months. To offset this advance we have some specials which you may be able to use to good advantage in the camps.

| | |
|---|---|
| Natural Figs, Extra Fine Quality, Bags 30 lb. | 5¾ |
| Dried Peaches, 50 lb. Boxes | 4¾ |
| Sair Dates, Boxes about 60 lbs. | 3½ |
| Prunes 70/80, Boxes 50 lb. | 7¾ |
| Evaporated Apples, Boxes 50 lb. | 7¾ |
| Gallon Apples | 2.10 |
| Gallon Rhubarb | 1.65 doz. |

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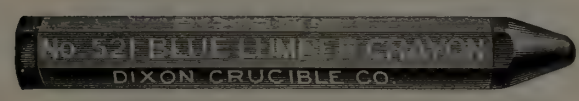


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of severe exposure to sun and storms often fails to dim the marks of

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**Established 1827**

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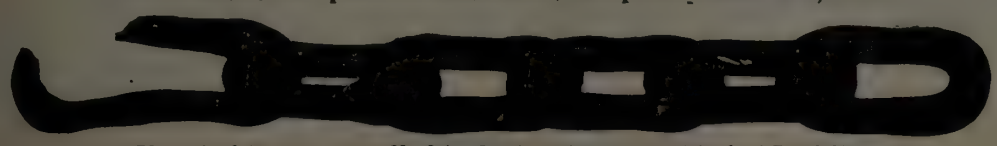

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**(See how this Chain stretched before breaking)**

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The reason for this great demand is simply and absolutely—Quality and Dependability—that feeling of sureness—that is so essential to good work.

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## Standard Chain Company

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| | | |
|---|---|---|
| | 1 oven-kiln plant carbonizing ... . | 250 cords daily or |
| | 3 plants carbonizing ... ... ... ... | 346 cords daily |
| Kentucky ..... | 1 oven plant carbonizing ... ... ... | 20 cords daily |
| West Virginia .... | 1 oven plant carbonizing ... ... ... | 49 cords daily |
| Tennessee..... | 1 oven plant carbonizing ... ... ... | 32 cords daily |
| Vermont..... | 1 retor plant carbonizing ... ... ... | 16 cords daily |

This makes a daily capacity of 2,909 cords in 53 oven plants or a total of 4,802 in 90 plants. In Canada there are 9 oven plants charring 424 cords daily and one retort plant charring 48 cords, or a total of 472 cords in 10 plants. This makes a total for America of 5,274 cords per day in 100 plants.

This elaborate review of the hardwood distilling industry in America takes note among other things of efforts made in 1903 by a well-known lumber concern at Cincinnati to distill sawdust continuously by means of an endless belt carrying the sawdust through an oven. Mr. French says that it can be seen readily that sawdust cannot be destructively distilled in bulk because the insulating space between the particles prevents the heat from going through the mass. That was the reason for the endless belt. The pretentious effort along this line mentioned did not prove profitable, but it does not mean that some efforts may not prove successful, for it takes time and failures as well as experiments to develop an industry of this kind.

Hardwood distillation, especially distillation of the waste products of various kinds of the hardwood sawmill is a matter that seems to have reached the point where we can get down to real business and hope for actual returns, and it is therefore a subject which the large operators in the hardwood territory should study closely—not consider it as merely something distant and apart from them. It has possibilities in the way of personal returns and more profit out of hardwood holdings.

## Disston' Panama Exhibit

Henry Disston & Sons, Incorporated, saw and saw tool manufacturers, Philadelphia, Pa., recognizing the importance and value of the Panama-Pacific International Exposition, were among the first to apply for space in the Palace of Manufactures, with the purpose of making an exhibit. Their display, now installed in a fine corner location on the central aisle, Palace of Manufactures, indicates that they have successfully carried out their intention with credit to themselves and to the Exposition. The exhibit appropriately commemorates the seventy-fifth year of the house of Disston in the business of manufacturing good saws—1915 is therefore the Disston diamond jubilee.

There are few industries that do not use the Disston products in some form. Most people will be keenly interested in the tool and saw display, and will be amply repaid in visiting the Disston booth several times, as, like the Exposition itself, its beauty, elaborate detail, scope and mechanical effects are too great to be fully appreciated in one visit.

A cordial invitation is extended to all by Henry Disston & Sons to visit this exhibit at the intersection of Avenue C and Sixth Street, Palace of Manufacturers, Panama-Pacific International Exposition, at San Francisco.

## Slipping Belts

What does it profit an engineer if he has the right kind of boiler, the right kind of grates, the right kind of stokers, the right kind of draft, the right kind of engine and the right kind of belting; and—then loses approximately thirty per cent. of his driving power by belts slipping? When something is wrong with the drive, let's fix the drive. The belt is all right, or at least it was all right before the fibre of the leather pulled off by dry rot, caused by tight tension and friction due to running on a smooth pulley face. The less the tension can be made within reasonable limits without causing slipping, the longer will be the working life of the belt. Belt manufacturers tell us the same thing, and it is claimed by the best practice that neatsfoot and castor oil is the best and the only food or lubricant for leather belts.

Its use means pliability, which overcomes a part of this friction.

By the knowledge of belt manufacturers, it is an absolute fact that belt burning is caused by slipping, which results in cracking, breaking, and loss of time and money. This trouble is prevalent particularly in refrigerating plants, where the drives are short and heavy.

The chief engineer of the Wright's Health Underwear Company, Troy, N.Y., states in his report to the president of this company that he has eliminated this trouble by using "Gripwell" Pulley Covering, manufactured by the "Gripwell" Pulley Covering Company, 601 Candler Building, New York City.

This is an oil and cement compound applied in conjunction with a specially prepared canvas to the pulley face. It acts as a lubricant to the belt and at the same time gives the pulley a leather-like surface of the same nature as the belt.

It is claimed for this pulley covering that it permanently stops all slipping, thereby increasing the life of the belts, of the bearings and the machinery, and adding to the efficiency of the power plant.

Exhibit of Henry Disston & Sons, Incorporated, at the Panama-Pacific International Exposition at San Francisco.

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70 per cent. of the lumber fires start in the yards. Is it not good business to employ a night watchman and a Hardinge clock?
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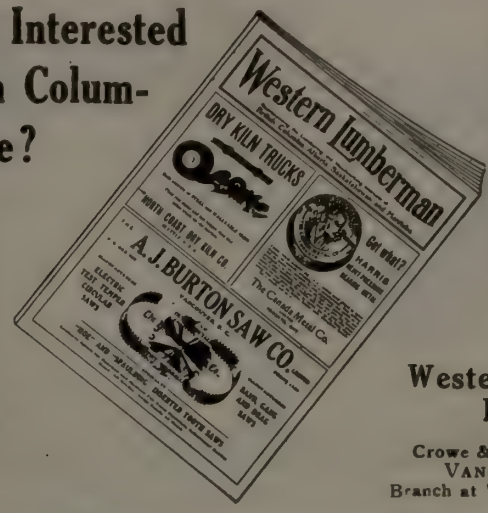


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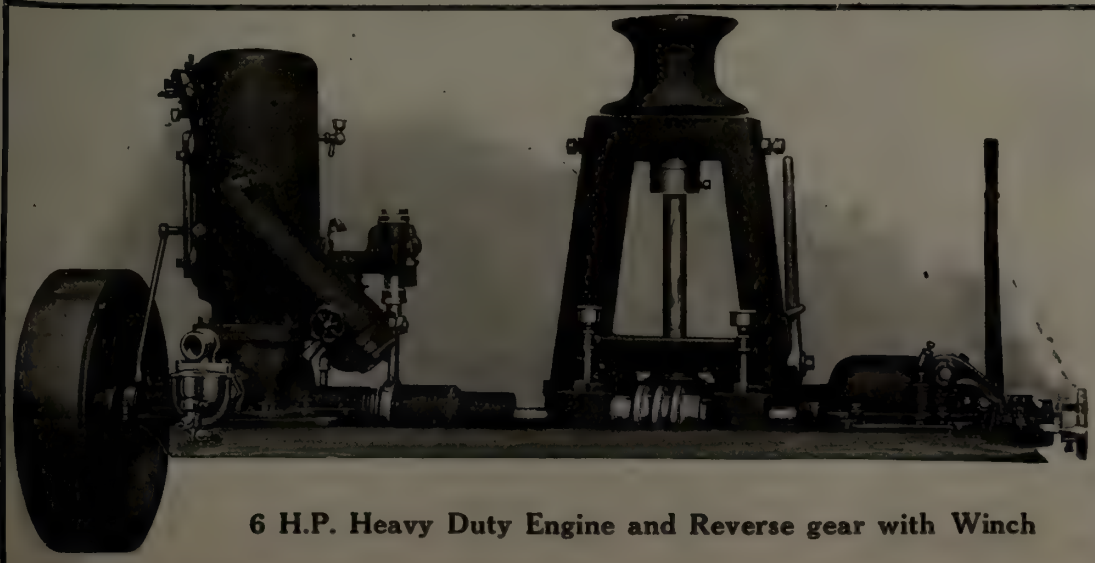

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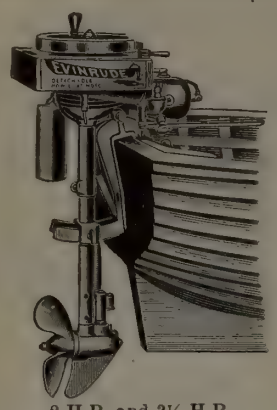


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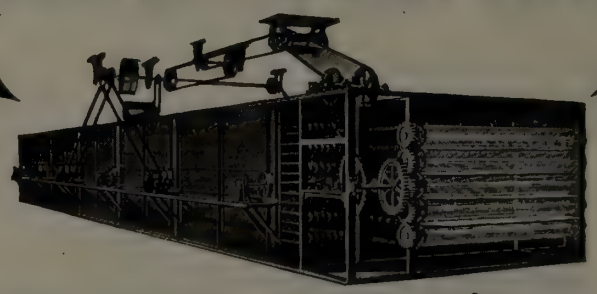

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# EDGINGS

## Ontario

W. P. Ball, Thorold, Ont., has commenced work on the erection of a furniture factory to be 1½ storeys high, 25 x 50 ft., frame construction.

The Kemp Furniture Company, Amherstburg, Ont., are contemplating the erection of an addition to their factory at a cost of $3,000. The building will be two storeys, 28 x 38 ft.

E. W. Near, Limited, has been incorporated with head office at Ridgeway, Ont., to take over the mill and lumber business of E. W. Near. The provisional directors of the company are E. W. Near, I. L. Round, G. B. Snyder, C. A. Larkin and M. V. Visher. The capital stock of the company is $30,000.

The Canadian Fibre Board Company, Limited, have been incorporated with head office at London, Ont., and capital stock of $40,000. The provisional directors are W. Buchanan, J. S. Ferguson, E. Buchanan, C. W. Coles and R. G. Ivey. The company is given power to purchase, manufacture and sell all kinds of building material.

The Canadian Wall Board Company, Limited, has been incorporated with head office at Toronto and capital stock of $50,000, to manufacture, buy and sell wood fibre, pulpwood, wood pulp, either mechanically or chemically prepared, paper and other articles. The incorporators include H. Riley, W. B. Sturrup, T. S. H. Giles and W. C. H. Swinburne, all of Toronto.

The Ontario Pulp & Paper Makers Safety Association has been incorporated with head office at Toronto to promote the prevention of accidents in pulp and paper mills and other industries assessable by the Workmen's Compensation Board of Ontario in the same insurance group as pulp and paper mills. The provisional directors of the corporation are W. P. Gundy, I. H. Weldon, Carl Riordon, C. H. Le P. Jones and H. R. Erskine.

C. C. Ruggles, head of the South Coast and Northern Lumber Company, Saranac Lake, N.Y., recently visited Midland, Ont., and closed a deal with Manley-Chew for a large block of white pine lumber. Through this deal the South Coast and Northern Lumber Company has a stock of over 15,000,000 feet of dry lumber to draw on. The stock is cut in full thickness in lengths 10 to 16 feet, more than fifty per cent. of the lot being 16; the widths are all piled separately and run from 4 to 20 inches, with a good assortment of all grades from uppers to No. 2 box.

S. Anglin & Company, Kingston, Ont., who recently lost their sawmill and planing mill by fire have commenced work upon rebuilding their sawmill, and when it is completed they intend to rebuild the planing mill. The sawmill is to be a one-storey building, 25 ft. x 105 ft. It will be a metal clad, wooden structure of slow burning mill construction type, the floor consisting of 2 x 4 scantling laid on edge, which makes a heavy, rigid floor, suitable for any machinery. They are installing a 40 h.p. Waterous high speed engine, and a Waterous saw frame to take a 60-in. circular saw, which is intended for cutting all kinds of logs, timber and lumber. The fire which destroyed their former plant occurred on February 16th. The company hope to have their new saw mill in running order by April 15th.

## Eastern Canada

The Eagle Lumber Company have started up their new planing mill at St. Jerome, P. Q. The company have also a sawmill at St. Jerome and one at Mont Laurier.

Good progress is reported upon the erection of the sash and door factory belonging to Lebel & Fergues Company, Limited, 97 Van Horne Avenue, Montreal, P.Q. The plant is to cost $5,000.

M. T. Schurman & Company, Summerside, P. E. I., will commence work upon the erection of their sash and door factory on May 1st. The machinery has been ordered. The plant is to cost $5,000.

The Victoria Mills, owned by Fraser Limited, Fredericton, N.B., commenced sawing operations on April 5th. It is expected that the cut of the mills will be between 12,000,000 and 15,000,000 feet this season.

Walter Brown, Beebe Junction, P.Q., is contemplating the erection of a sash and door factory to cost $5,000, at Beebe. The building will take the place of the one which was recently destroyed by fire. Work will be commenced in the near future.

Before the Corporations Committee of the New Brunswick Legislature the South West Miramichi Boom Company's bill recently asked for the extension of their charter for twenty years from 1920, but the committee recommended an extension of only five years, or until 1925, instead of 1940. The company's application for an increase of 10 cents per thousand feet for rafting was refused by the committee, and a recommendation has been decided upon to bring the company in future under the regulations of the Public Utilities Commission.

There was a very large attendance at the sale by auction on March 30, of the effects of Lucien Morin (Morin Freres), lumber merchant, 2710 St. Lawrence Boulevard, Montreal. The sale was by order of the Court. The stock of lumber, valued at $15,991, was sold for 65c. on the dollar to the St. Lawrence Lumber Company, Montreal, after some very brisk bidding; the same company purchased the rolling stock at 37c. on the dollar. The book debts of $31,207 were sold for 6 cents on the dollar. Six shares of $100 each in the Canada Lumber Sales Company, Limited, fetched $191. The mill and lumber yard property, covering about 24,000 feet, and including a two-storey brick encased mill and machinery, was withdrawn at $31,000. A number of shares in various land companies, valued at $7,500, brought low prices.

## Western Canada

The Canadian North American Lumber Company, Limited, Winnipeg, Man., have decided to transfer their head office from Winnipeg to Vancouver

in the near future. The company recently took over the plant of the Converse-Brown Shingle Company, Limited, at Sidney, Vancouver Island.

The plant of the Canadian Puget Sound Lumber Company, Limited, Victoria, B.C., recently resumed cutting operations on a six-hour-a-day schedule.

F. J. Carpenter & Company, Limited, Yorkton, Sask., have been incorporated.

T. H. Adams, who some time ago purchased the Stone Lumber Company sawmill in Duncan district, Vancouver Island, is preparing to start up the plant.

The Empire Lumber Company have reopened their logging camps at Cowichan Lake, Vancouver Island, and have resumed the shipment of timber to Genoa Bay.

Tomlinson & Mitchell, wholesale lumbermen, Winnipeg, Man., and Vancouver, B.C., have opened an office in Minneapolis, in charge of H. H. Hoover, who formerly represented the firm in that territory.

The cutting of ties still continues to give good business to a number of British Columbia plants. The M. B. King Lumber Company, which has a mill at King's Siding, not far from Vancouver, is among the lucky ones.

Sealed tenders are being received by the Minister of Lands of British Columbia up to May 16th for the purchase of license X392 to cut 2,548,000 feet of fir and hemlock on lot 29, Beaver Creek, Loughborough Inlet, Range 1, Coast District. Two years will be allowed for removal of the timber.

Noel Humphrey & Company, Limited, have been incorporated in British Columbia with head office at Vancouver, and capital stock of $10,000, to carry on business as locators, cruisers and surveyors of timber, mineral and other lands.

The Comox Logging & Railway Company, Limited, a subsidiary company of the Canadian Western Lumber Company, Limited, Fraser Mills, B.C., recently opened up two of its four camps in the Courtney district, Vancouver Island.

Sealed tenders are being received by the Minister of Lands for British Columbia up to May 16th for the purchase of License X16 to cut 3,649,000 feet of fir, cedar and hemlock on Lot 24 Thurlow Island, Mayne Channel, Range 1, Coast District. Two years will be allowed for removal of the timber.

Sealed tenders are being received by the Minister of Lands for British Columbia up to May 4th for the purchase of license X224 to cut 3,072,349 feet of Douglas fir, red cedar and hemlock, on an area adjoining S. T. L. 2892 P, Princess Royal Reach, Jervis Inlet, New Westminster district. Two years will be allowed for removal of the timber.

The Shull Shingle Mill Company, who are building a large mill on the north arm of the Fraser River in Burnaby, B.C., report that the construction of the plant is progressing satisfactorily and that they expect to open it by June 1st. This will be one of the largest shingle mills on the coast and will give employment to from eighty to one hundred men.

A report from Port Alberni, B.C., states that the plant of the Canadian Pacific Lumber Company is resuming operations. This will doubtless bring into action the camp of the Weist Logging Company, which has supplied logs to that saw mill in the past. It is reported also that lumber business conditions, if not particularly improved, are at least very encouraging. If carriers can be secured, material betterment will at once take place.

Chief Justice Hunter has refused to grant an order for foreclosure in the matter of certain timber limits held in the name of Alvo von Alvensleben and the Alvo von Alvensleben Company, of Vancouver, B.C., made by J. G. Fordham, who has a first mortgage of $20,000 at five per cent. against the property. The Franco-Canadian Corporation has advanced $71,000 as a second charge against the timber leases, and all the directors of the company are at the front in Europe. Such a satisfactory offer was made on their behalf that the judge extended the foreclosure order for six months, with the promise of a further six months' delay if the offer is lived up to.

W. Allen and F. King, of Bellingham, Wash., have about completed their plans for the erection of a shingle plant of fair size on the waterfront at West Vancouver, on the north shore of Burrard Inlet. The site secured is distant about a block from the old wharf at Hollyburn landing. Messrs. Allen and King control extensive cedar limits on the upper benches of the mountains back of West Vancouver; these will be tapped by means of a log flume about two miles in length, which will deliver the bolts direct to the mill. Water for the operation of the flume will be supplied by a dam 182 ft. in width and 16 ft. high, to be put in at an elevation of 1,138 ft. Some delay has occurred in securing the necessary water rights from the Government, but it is likely a start will soon be made on construction.

Articles of incorporation were filed recently with the county clerk at Portland, Ore., by the International Hardwood Company, by S. E. McCallum, of Victoria, B.C.; D. J. McCallum and C. E. Moore, with a capital stock of $25,000. The company plans to import in large quantities to Portland birch and maple timber from Eastern Canada where the McCallums are interested in large bodies of timber in which they have now started operations. The company here has already orders for 2,000,000 feet of material that will figure largely in the manufacture of furniture. The material will be brought here in steamers via the Panama Canal. John McCallum, father of S. E. and D. J. McCallum, is interested in a large way in hardwood timber in Eastern Canada. A mill will probably be installed here to resaw the timber upon arrival.

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The annual meeting of the Upper Southwest Miramichi Log Driving Company, was held at the office of McLellan & Hughes in Fredericton, N. B., recently. J. W. Brankley, of Chatham, was elected president; R. W. McLellan, of Fredericton, secretary; W. P. Eaton, Fredericton, treasurer. The directors are J. W. Brankley and James Robinson, of Millerton; H. D. Freese, of Boisetown, and Guy Welch, of Bristol. The meeting of the Southwest River Driving Company was held on the same day, and the following directors were chosen: J. W. Brankley, James Robinson, H. D. Freese, Guy Welch and R. W. McLellan. Mr. Brankley was chosen president, R. W. McLellan, secretary and W. P. Eaton, treasurer.


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## Lumber in Porch Work

Quite an important part of the material business of every building season is made up of porch work. There are porches for the new buildings and many porches added to old buildings, so that with it all for several years now porch work has been an important part, much more important than previously, of the building material business. It includes front porches and, as a conspicuous item, sleeping porches, and often, with the co-operation of an enterprising lot of carpenters and builders, much more porch work can be stimulated than is naturally done.

The porches of to-day are much simpler in outline and generally more massive in appearance and construction than they were a decade ago. Much of the old scroll and bracket work and ball and rod work has disappeared. There has come lately some scroll lines in exposed parts of roof construction which is a development of the bungalow type of architecture, but, taking the business as a whole, there is not much gingerbread any more, and as a rule it is either heavy round columns or square columns and extending cornices.

Another change that has come in this era of porch building is in the tendency to use concrete extensively in porch construction. In this, as in every new idea, there is a tendency while the idea is new and popular to carry it to extremes, which will result eventually in some reaction. There is really room for much more use of wood in porch construction and better satisfaction to be derived from it.

Arguments that have been heard about the relative cost of concrete and wood in porch construction have led to some investigation of the subject, which brings out some remarkable contrasts in the cost of porch construction that should not exist.

In one locality, for example, where cypress, pine and oak flooring were available, it was found that common oak flooring of short mixed lengths could be had for less than half the price of special cypress porch flooring. It was because those using the cypress had developed the practice of buying stated, uniform lengths and somewhat thicker stock.

When we take some of these higher prices of special porch flooring it may be often found that in first cost it is practically as cheap to build a porch floor of cement.

Another peculiar fact developed in this connection is that the oak flooring folks themselves have never exploited their flooring extensively for porch work. This seems odd in view of the fact that narrow oak flooring makes the best kind of a porch. This is not a matter of guesswork with the writer, but is a demonstrated fact that is supported by about a thousand feet of oak porch flooring on the writer's own home. It is No. 1 common 1½-inch face and it makes a splendid floor that costs less than half the price charged for some special porch flooring.

The oak flooring folks are more concerned with exploiting the higher-grade, higher-priced flooring as an artistic proposition and seem to have some apprehension that the use of common stock painted on the porch floors will detract from the value and appreciation of oak as the ideal material for the finest floors. This, in the writer's opinion, is a mistaken idea, and it is just as important to exploit porch floorings as it is hardwood floorings for factories.

This is not specifically an exploitation of oak, but rather a desire to present some good ideas about wooden floors for porches, ideas taken from actual experience. Where thick common oak stock is available in narrow strips this is, in the writer's opinion, the best porch floor that can be had. However, splendid floors can be made from pine, fir, cypress or any of the woods that will stand service and exposure when painted. The best results for the least money in either case may be secured by using narrow stock in mixed lengths. Of course, it is ideal to have all single-length pieces in the floor, but it is an expense which does not justify itself. The main thing to get a good floor is to use narrow strips, preferably not wider than two inches, and it is the writer's opinion from experience that 1½-inch face is better. Stock of this kind either end matched or joined over a joist will make just as good a floor as full-length stock.

The competition in porch material between concrete and wood does not end with the floor, though the floor is an important consideration, but extends even to the columns. The offerings in columns now include concrete columns, metal columns and brick piers are entering considerably, too. Strange as it may seem, too, some of these are offered to the consumer cheaper than wood.

The only explanation found for this is that somehow the retailers are often asking more than they ought for wooden columns, or else it is costing more to manufacture them than it should. It should be practical to manufacture a wooden column cheaper than any of the competitive offerings. We have machines and methods that will do this, and those who are following long, tedious processes for manufacturing columns need to take a few kinks out of their system and shorten up their process.

Wood work is more attractive in a porch than concrete and brick, just as it is more attractive in the interior of the home, and with the present widespread tendency to sleep in the open air and to make the sleeping porch a part of every home there should be a better chance than ever before to push the wood products in competition with others, because certainly a sleeping porch with a wooden floor and constructed largely of wood is more desirable and attractive than one of cold concrete or of metal. There is a chance in porch work to do a lot of good exploiting of wood products that will help make a profit for the lumber retailer and the local planing mill man and to make more satisfactory homes for the people.

### Nail Collars

The man who thinks a nail is just a nail, has another think coming, because things happen even to plain nails, and one of the latest happenings of this kind is putting a collor on the nail. Something like a year ago there was described for the retailers a type of wire nail with an extra head on it for temporary and form work which would make it easy to draw out. Now there is a new wrinkle for this same purpose in the form of a nail collar made in various sizes which is bought separate from the nails, and through which the nail is slipped before driving for doing temporary and form work—the idea being that the collar will serve the purpose of clamping the work tight and, at the same time, leave the head of the nail projecting for taking down the temporary work. The nail collar with the nail inserted and driven home has a suggestive resemblance to the familiar collar button of masculine attire, and it is made in three sizes, the smaller to fit 4, 5, 6, 8, 10d. common wire nails, the medium to fit 10, 12, 16, 20's, and the large size to fit 30, 40, 50 and 60's wire nails.

## Romance of the Timber Trade

James Lawler, Honorary Secretary of the Canadian Forestry Association, delivered a lecture recently in the assembly hall of the Carnegie Library, Ottawa, on the subject "The Romantic History of the Canadian Timber Trade."

He began by saying that the subject was so big he could touch only the high spots. In Canada the lumber industry had come second in point of time and was now second in importance, from which point it ought never to recede, considering the large proportion of the land of Canada which was fit only to grow trees, unless Canadians were criminally careless of their great forest heritage.

By means of lantern slides he reviewed the history in an interesting way. He began with the old French governors, followed by the first British governors after Canada had been ceded to Britain, and he pointed out that the first efforts to exploit and to conserve the timber wealth of Canada were made by these men for the purpose of securing timber to build the Royal Navies of France and of England.

The first timber regulations were made through the seigniors, those old nobles to whom the land of New France was parcelled out in order that the feudal institutions of the old land might be copied in the new. After the cession to Britain these seigniors were confirmed in the possession of their lands but were no longer entitled to the appellation "Sir." One of these seigniories he described in particular, that of Lotbiniere, which has been in the possession of the same family since 1655, and which was the first timber holding to be handled by the family owning it in a modern way as to conservation. Sir Henry Joly de Lotbiniere (he was knighted by Queen Victoria for distinguished parliamentary services) was the man who began practicing forestry on this estate, of which the timber part amounts to 45,000 acres, and he was also one of the fathers of forestry in Canada, one of the founders of the Canadian Forestry Association and the first president of that association in the years 1900 and 1901.

The arrival of Philemon Wright, the pioneer of lumbering in the Ottawa Valley, from the United States in the closing years of the eighteenth century was duly chronicled and the subsequent development of the great industry indicated while later the connection of the trade with the Canadian rebellion of 1837-8 was shown.

The lecturer went at length into the rise and decline of the square timber trade of the port of Quebec, showing that in 1864 no less than 1,350 full-rigged sailing ships sailed from the port of Quebec loaded with lumber, and that the decline in this form of timber export had been rapid and steady ever since until now it had almost vanished.

The beginnings of the lumber industry in the Maritime Provinces were also dealt with, as was also the history of lumbering on the Pacific coast of Canada. In connection with the survey of the subject in Nova Scotia the lecturer pointed out as an interesting fact that historians stated that St. Paul's Episcopal Church, Halifax, was the oldest church building in Canada, though built throughout, except foundations, of wood. There were church buildings in the city of Quebec of stone of which the foundations were older than St. Paul's but their superstructures were destroyed by canon balls at the time of the siege in 1759.

A picture showing the area covered by the Miramichi fire in New Brunswick in 1825 recalled the extent of that horror when a territory 100 miles long and 25 miles wide was swept by fire in which 160 persons lost their lives, while the loss of property was enormous for that infant colony.

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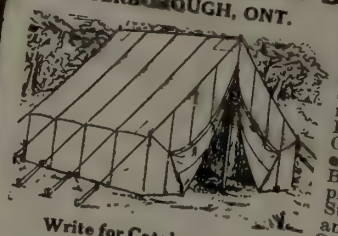

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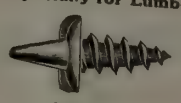

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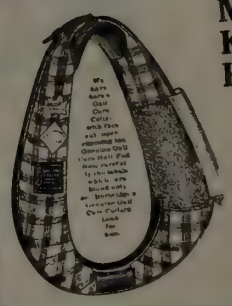

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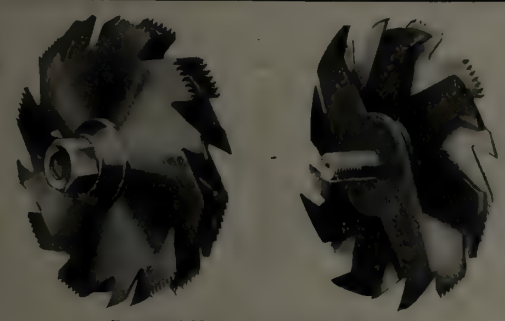

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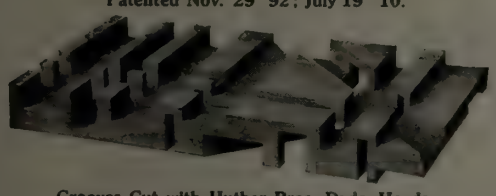

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| 5/4 and 6/4 x 6 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 8 m.r., m.c. out | | 29 00 |
| 5/4 and 6/4 x 10 m.r., m.c. out | | 32 00 |
| 5/4 and 6/4 x 12 m.r., m.c. out | | 34 00 |
| 2 x 10 common | | 28 00 |
| 2 and 3 x 12 common | | 30 00 |
| 1 x 8 box and common | 23 50 | 24 50 |
| 1 x 10 inch box and common. | 25 00 | 26 00 |
| 1 x 12 inch box and common | | 27 00 |
| 1-in. mill run sidings | 25 00 | 27 00 |
| 1-in. mill run shorts | | 22 00 |
| 1-in. mill run Norway | | 22 00 |
| 2-in. mill run Norway | | 23 00 |
| Norway, c and cf. 1-in. | | 32 00 |
| Norway, c. and cf. 1½-in. | | 32 00 |
| Norway, c. and c. 2-in. | | 32 00 |
| Spruce mill culls | | 20 00 |
| **Hemlock No. 1:** | | |
| 1 x 4 and 5-in. x 9 to 16 ft. | | 17 00 |
| 1 x 6-in. x 9 to 16 ft. | | 20 00 |
| 1 x 8-in. x 9 to 16 ft. | | 21 00 |
| 1 x 10 and 12 in. x 9 to 16 ft. | | 22 00 |
| 1 x 7 ,9 and 11 in. x 9 to 16 ft. | | 19 00 |
| 1-in. No. 2, 6-ft. to 16-ft. | | 17 00 |
| 2 x 4 to 12, 10 and 16 ft. | | 20 00 |
| 2 x 4 to 12-in., 12 and 14 ft. | | 20 00 |
| 2 x 4 to 12-in., 18 ft. | | 24 00 |
| 2 x 4 to 12-in., 20 ft. | | 26 00 |
| 2 x 4 to 12-in., 22 ft. | | 27 00 |
| 2 x 4 to 12-in., 24 ft. | | 28 00 |
| 2-in. No. 2, 4-in. and up in width, 6 to 16 ft. | | 17 00 |
| Clear in B. C. cedar, kiln dried | | 50 00 |
| **Douglas Fir:** | | |
| Dimension Timber up to 32 feet: 8x8, 10x10, 10x12, 10x14, 12x12, 12x14, 14x14, 14x16 up to 32 ft. | | 31 50 |
| 6x10, 6x12, 8x10, 8x12, 10x16, 12x16, 16x16, 16x18, 18x18, 20x20, up to 32 ft. | | 32 00 |
| 6x14, 8x14, 12x18, 18x20, up to 32 ft. | | 32 50 |
| 6x16, 8x16, 10x18, 12x20, 14x20, 16x20 up to 32 ft. | | 33 00 |
| 10x20, up to 32 ft. | | 33 50 |
| 6x18, 8x18, up to 32 ft. | | 34 00 |
| 6x20, 8x20, up to 32 ft. | | 35 00 |

Timber in lengths over 32 feet take the following additions: 33 to 35 ft., 50c; 36 to 40 ft., $1; 41 to 45 ft., $3; 46 to 50 ft., $5; 51 to 55 ft., $7; 56 to 60 ft., $9; 61 to 65 ft., $12.50; 66 to 70 ft., $15; 71 to 75 ft., $18; 76 to 80 ft., $22.

| | | |
|---|---|---|
| Fir flooring, edge grain | | 36 00 |
| No. 1 and 2 clear 1-in. Fir rough | | 39 00 |
| No. 1 and 2 clear 1¼, 1½ and 2-in. Fir rough | | 41 00 |
| 1½-in. No. 1 4-ft. pine lath | | 5 00 |
| 1½-in. No. 2 4-ft. lath | | 4 75 |
| 1½-in. 32-in. pine | | 2 65 |
| 1½-in. No. 1 4-ft. hemlock lath | | 4 00 |
| 1½-in. mill run hemlock lath | | 3 75 |
| XX B. C. cedar shingles | | 2 25 |
| XXX 6 butts to 2-in. | | 2 90 |
| XXXX 6 to 23-16-in. | | 3 10 |
| XXXXX | | 3 35 |

### Hardwoods—Per M. Feet, Car Lots

| | |
|---|---|
| Ash, white, 1sts and 2nds, 1½ and 2-in. | 60 00 |
| Ash, white, No. 1 common | 45 00 |
| Ash, brown, 1sts and 2nds, 4/4 | 50 00 |
| Ash, brown, common and better | 39 00 |
| Ash, brown, 1sts and 2nds, 6/4 & 8/4. | 60 00 |
| Birch, 1sts and 2nds, 4/4 | 39 00 |
| Birch, No. 1 com. and bet., 4/4 | 30 00 |
| Birch, 1sts and 2nds, 6/4 and 8/4 | 42 00 |
| Birch, 1sts and 2nds, 10/4 and 12/4. | 45 00 |
| Birch, 1sts and 2nds, 16/4 | 50 00 |
| Basswood, 1sts and 2nds, 4/4 | 40 00 |
| Basswood, No. 1 com. and bet., 4/4. | 30 00 |
| Basswood, No. 2 and 3, common | 18 50 |
| Basswood, 6/4 and 8/4, 1sts and 2nds. | 44 00 |
| Basswood, 6/4 and 8/4, com. and bet. | 38 00 |
| Basswood, 4/4, No. 2 com. and bet. | 28 00 |
| Soft elm, 1sts and 2nds, 4/4 | 40 00 |
| Soft elm, No. 1 com. and bet., 4/4 | 28 00 |
| Soft elm, No. 2 and 3 common | 17 50 |
| Soft elm, 6/4 and 8/4, 1 and 2 | 42 00 |
| Rock elm, 1sts and 2nds, 6/4 x 8/4. | 55 00 |
| Rock elm, No. 2 com. and bet. 6/4 and 8/4 | 37 00 |
| Soft maple, 1sts and 2nds, 4/4 | 33 00 |
| Soft maple, com. and bet., 4/4 | 25 00 |
| Soft maple, 6/4 & 8/4, 1sts and 2nds. | 35 00 |
| Hard maple, 1sts and 2nds, 4/4 | 37 00 |
| Hard maple, common and better, 4/. | 28 00 |
| Hard maple, 12/4 & 16/4, 1sts and 2nds. | 46 00 |
| Red oak, plain 1sts and 2nds, 4/4. | 59 00 |
| Red oak, plain 1sts and 2nds, 6/4 & 8/4 | 65 00 |
| Red oak, plain 1sts and 2nds, 12/4 and 16/4 | 75 00 |
| White oak, plain, 1sts and 2nds, 4/4. | 59 00 |
| White oak, plain, 1sts and 2nds, 1½ and 2-in. | 65 00 |
| White oak, plain, 1sts and 2nds, 12/4 and 16/4 | 75 00 |
| White oak, ¼ cut, 1sts and 2nds, 4/4. | 85 00 |
| White oak, ¼ cut, 5/4 and 6/4, 1sts and 2nds | 88 00 |
| White oak, ¼ cut No. 1 common | 55 00 |
| Hickory, 1sts and 2nds, 4/4 | 70 00 |
| Hickory, 6/4 and 8/4, 1sts and 2nds. | 75 00 |

## OTTAWA, ONT.

Manufacturers' Prices

| | | |
|---|---|---|
| **Pine good sidings:** | | |
| 1-in. x 7-in. and up | $52 00 | 54 00 |
| 1¼-in. & 1½-in. x 8-in. and up | 55 00 | 58 00 |
| 2-in. x 7-in. and up | 58 00 | 62 00 |
| No. 2 cuts 2 x 8-in. and up | 40 00 | 42 00 |
| **Pine good strips:** | | |
| 1-in. | 38 00 | 40 00 |
| 1¼-in. and 1½-in. | 50 00 | 52 00 |
| 2-in. | 52 00 | 55 00 |
| **Pine good shorts:** | | |
| 1-in. x 7-in. and up | 40 00 | 42 00 |
| 1-in. x 4-in. to 6-in. | 30 00 | 33 00 |
| 1¼-in. and 1½-in. | 50 00 | 54 00 |
| 2-in. | 52 00 | 54 00 |
| 7-in. to 9-in. A sidings | 25 00 | 27 00 |
| Pine, No.. 1 dressing sidings | 30 00 | 33 00 |
| Pine, No. 1 dressing strips | 29 00 | 30 00 |
| Pine, No. 1 dressing shorts | 22 00 | 24 00 |
| Pine, 1-in. x 4-in. s.c. strips | 22 00 | 23 00 |
| Pine, 1-in. x 5-in. s.c. strips | 24 00 | 25 00 |
| Pine, 1-in. x 6-in. s.c., strips | 23 00 | 24 00 |
| Pine, 1-in. x 7-in. s.c. strips | 23 00 | 24 00 |
| Pine, 8 s.c., 12 ft. to 16 ft. | 25 00 | 26 00 |
| Pine, 1-in. x 10-in. M.R. | 27 00 | 28 00 |
| Pine, s.c. sidings, 1½ and 2-in. | 28 00 | 30 00 |
| Pine, s.c. strips 1-in. | 21 00 | 23 00 |
| 1¼, 1½ and 2-in.. | 24 00 | 26 00 |
| Pine, s.c. shorts, 1 x 4 to 6 in. | | 20 00 |
| Pine, s.c. and bet., shorts, 1 x 5 | 20 00 | 21 00 |
| Pine, s.c. and bet., shorts, 1 x 6 | 20 00 | 21 00 |
| Pine, s.c. shorts, 6'-11' 1"x10" | 23 00 | 24 00 |
| Pine, box boards: | | |
| 1" x 4" and up, 6'-11' | 17 50 | 18 00 |
| 1"x3" to 6", 12'-16' | 19 00 | 20 00 |
| Pine mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up | 17 00 | 19 00 |
| Pine mill culls stock 1 x 12 | 21 00 | 22 00 |
| Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft. | 17 00 | 18 00 |
| O. culls r & w p | 15 00 | 17 00 |
| Red pine, log run: | | |
| mill culls out, 1-in. | 18 00 | 20 00 |
| mill culls out, 1¼-in. | 19 00 | 21 00 |
| mill culls out, 1½-in. | 19 00 | 21 00 |
| mill culls out, 2-in. | 22 00 | 24 00 |
| Mill culls, white pine, 1"x7" and up | 20 00 | 21 00 |
| Mill run Spruce: | | |
| 1"x4" and up, 6'-11' | 17 00 | 18 00 |
| 1"x4" and up, 12'-16' | 18 00 | 20 00 |
| 1"x9"-10" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x7" 8-9" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x10" and up, 12'-16' | 22 00 | 24 00 |
| 1½" & 2"x12" and up, 12'-16' | 25 00 | 26 00 |
| Spruce 1-in. clear (fine dressing and B) | 25 00 | 27 00 |
| Hemlock 1-in. cull | 13 00 | 15 00 |
| Hemlock 1-in. log run | 17 00 | 20 00 |
| Hemlock 2x4, 6, 8, 10, 12/16'. | 19 00 | 23 00 |
| Tamarac | 19 00 | 20 00 |
| Basswood log run, dead culls out | 22 00 | 24 00 |
| Basswood log run mill culls out | 23 00 | 26 00 |
| Birch log run | 19 00 | 22 00 |
| Soft elm, common and better, 1, 1½, 2-in. | 20 00 | 24 00 |
| Ash, black, log run | 25 00 | 28 00 |
| 1 x 10 No. 1 barn | 33 00 | 36 00 |
| 1 x 10 No. 2 barn | 23 00 | 26 00 |
| 1 x 8 and 9 No. 2 barn | 22 00 | 23 00 |
| Lath per M: | | |
| No. 1 white pine 1½-in. x 4-ft. | 4 25 | 4 50 |
| No. 2 White Pine | 3 80 | 3 95 |
| Mill run white pine | 4 00 | 4 25 |
| Spruce, mill run 1½-in. | 3 25 | 3 50 |
| Red pine, mill run | 3 60 | 3 70 |
| Hemlock, mill run | 2 75 | 3 00 |
| 32-in. lath | 2 00 | 2 00 |
| Pine Shingles | | |
| xxxx, 18-in. | 3 00 | 3 50 |
| Clear butt 18-in. | 2 50 | 3 25 |
| xx | | 1 75 |
| White Cedar Shingles: | | |
| xxxx, 18-in. | 3 75 | 4 25 |
| Clear butt, 18-in. | 3 00 | 3 50 |
| 18-in. xx | | 2 00 |
| Spruce logs (pulp) | 13 00 | 15 00 |

## QUEBEC, QUE.

| | cts. | |
|---|---|---|
| **White Pine—In the Raft** | | |
| First class Ottawa waney, 18-in. average, according to lineal | 60 | 65 |
| **Oak—Michigan and Ohio** | | |
| By the dram, according to average and quality | 60 | 70 |
| **Elm** | | |
| By the dram, according to average and quality, 40 to 45 feet | 70 | 75 |
| By the dram, according to average and quality, 30 to 35 feet. | 50 | 60 |

### Ash

| | | |
|---|---|---|
| 13 inches and up, according to average and quality, per cu. ft. | 25 | 30 |
| Average 16 inch | 30 | 40 |

### Birch

| | | |
|---|---|---|
| 14 inch, per cu. ft. | 20 | 22 |
| 15 inch, per cu. ft. | 24 | 26 |
| 16 inch, per cu. ft. | 28 | 30 |
| 18 inch, per cu. ft. | 32 | 35 |

### Quebec Spruce Deals

| | | |
|---|---|---|
| 12 ft. and up x 3 x 9 and up. | $22 00 | 23 00 |
| Oddments | 17 00 | 18 00 |
| Boards, 1 and 2 in. | 16 00 | 18 00 |

### Birch Planks

| | | |
|---|---|---|
| 1 to 4 in. | 16 00 | 18 00 |

## SARNIA, ONT.

Fine, Common and Better

| | |
|---|---|
| 1 x 6 and 8 in. | $54 00 |
| 1 in., 8 in. and up wide | 62 00 |
| 1¼ and 1½ in. and up wide | 65 00 |
| 2 in. and up wide | 70 00 |

### Cuts and Better

| | |
|---|---|
| 4/4 x 8 and up No. 1 and better | 55 00 |
| 6/4 x 8 and up No. 1 and better | 65 00 |
| 8/4 x 8 and up No. 1 and better | 65 00 |
| 6/4 x 6 and up No. 2 and better | 52 00 |
| 8/4 x 6 and up No. 2 and better | 54 00 |
| 6/4 x 6 and up No. 3 and better | 46 00 |
| 8/4 x 6 and up No. 3 and better | 50 00 |

### No. 1 Cuts

| | |
|---|---|
| 1 in., 8 in. and up wide | 42 00 |
| 1¼ in., 8-in. and up wide | 55 00 |
| 1½ in., 8-in. and up wide | 57 00 |
| 2 in., 8-in. and up wide | 60 00 |
| 2½ and 3 and 8-in. and up wide | 75 00 |
| 4 in., 8-in. and up wide | 85 00 |

### No. 2 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide | 31 00 |
| 1¼ in., 6-in. and up wide | 42 00 |
| 1½ in., 6-in. and up wide | 44 00 |
| 2-in., 6-in. and up wide | 47 00 |
| 2½, 3 and 4 in., 6-in. and up wide | 62 00 65 00 |

### No. 3 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide | 24 00 |
| 1¼ and 1½ in., 6-in. and up wide | 33 00 |
| 2-in., 6-in. and up wide | 33 00 |
| 2½, 3 and 4-in., 6-in. and up wide | 43 00 48 00 |

### Common and Dressing Mill Run

| | |
|---|---|
| 1-in. x 4-in. | 25 00 |
| 1-in. x 5-in. | 25 00 |
| 1-in. x 6-in. | 26 00 |
| 1-in. x 8-in. | 27 00 |
| 1-in. x 10-in. | 29 00 |
| 1-in. x 12-in. | 34 00 |
| 1 in. x 13 in. and up | 34 00 |
| 1¼, 1½ and 2-in. | 30 00 |

### No. 1 Barn

| | | |
|---|---|---|
| 1 inch | 31 00 | 45 00 |
| 1¼, 1½ and 2-in. | 36 00 | 45 00 |
| 2½ and 3-in. | | 45 00 |
| 4 inch | | 50 00 |

### No. 2 Barn

| | | |
|---|---|---|
| 1 inch | 28 00 | 36 00 |
| 1¼, 1½ and 2-in. | 30 00 | 36 00 |
| 2½ and 3-in. | | 38 00 |

### No. 3 Barn

| | | |
|---|---|---|
| 1 inch | 21 00 | 28 00 |
| No. 1, 1, 1¼, 1½, 2-in. | 20 00 | 25 00 |

### Box

| | | |
|---|---|---|
| No. 1, 1, 1¼, 1½, 2-in. | 22 00 | 25 00 |
| No. 2, 1¼, 1½, 2-in. | 19 00 | 23 00 |

### Mill Culls

| | |
|---|---|
| Mill run culls, 1-in. | 19 00 |
| 1, 1¼, 1½ and 2-in. | 20 00 |
| No. 2 | 17 00 18 00 |

### Lath

| | |
|---|---|
| No. 1, 32-in. pine | 1 75 |
| No. 2, 48-in. pine | 4 25 |
| No. 1, 48-in. pine | 4 75 |
| No. 3, 48-in. pine | 3 75 |

## WINNIPEG, MAN.

No. 1 Pine, Spruce and Tamarac

Dimensions, Rough or S. 1 S. and 1 E.

| | 6 ft. | 8 ft. | 10 ft. | 14x16 ft. |
|---|---|---|---|---|
| 2 x 4 | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 6 | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 8 | 17 00 | 17 50 | 21 00 | 19 00 |
| 2 x 10 | 18 00 | 18 50 | 21 50 | 20 00 |
| 2 x 12 | 18 00 | 19 00 | 23 50 | 21 50 |

## FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

Dimensions

| | |
|---|---|
| 2 x 4-12 | 20 50 |
| 2 x 4-8-14-16 | 20 50 |
| 2 x 4-10-18-20 | 22 50 |
| 2 x 6, 8 to 16 | 20 00 |
| 2 x 8, 8 to 16 | 20 50 |
| 2 x 4-6 and 8-in.; 8, 12, 14 and 16 ft. | 22 50 |
| 2 x 4-6 and 8-in.; 10 ft. | 24 50 |
| 2x4-6 and 8-in.; 24,26,28, 30, 32 ft. | 26 50 |
| 2 x 10 and 2 x 12; 8-16 ft. | 23 50 |
| 2 x 10 and 2 x 12; 18, 20, 22 ft. | 25 50 |
| 2 x 10 and 2 x 12; 24, 26, 28, 30, 32 ft. | 27 50 |

### No. 1 Common Boards

| | |
|---|---|
| 4 inch | 19 00 |
| 6 inch | 21 50 |
| 8, 10, 12 inch | 23 50 |
| Mixed widths | 22 50 |

### Flooring

| | |
|---|---|
| 4 or 6 inch No. 1 | 33 00 |
| 4 or 6 inch No. 2 | 31 00 |
| 4 or 6 inch No. 3 | 25 00 |

### Shiplap—Finished

| | |
|---|---|
| 4 inch | 19 50 |
| 6 inch | 23 00 |
| 8, 10 and 12 inch | 24 00 |

### Siding

| | |
|---|---|
| 6 inch No. 1 | 33 00 |
| 6 inch No. 2 | 31 00 |
| 6 inch No. 3 | 25 00 |

### Lath

| | |
|---|---|
| No. 1 Cedar, pine, spruce (not mixed) | 5 00 |
| No. 1 Cedar, pine, spruce (mixed) | 4 50 |
| No. 2 Cedar, pine, spruce (mixed) | 3 25 |

## PINE—ROUGH TIMBER

| | |
|---|---|
| 3 x 6 in.; 8 to 16 ft. | 25 10 |
| 3 x 8 in.; 8 to 16 ft. | 22 00 |
| 3 x 12, 4 x 4, 6 x 6 in.; 8-16 ft. | 25 00 |
| 4 x 10 to 10 x 10, 8 x 8, 6 x 12 in. up to 32 ft. | 27 00 |

## BRITISH COLUMBIA FIR

Dimensions, S 1 S, and E.

| | |
|---|---|
| 2 x 4 in.; 6 and 8 ft. | 17 50 |
| 2 x 4 in.; 12 x 14 ft. | 18 50 |
| 2 x 4 in.; 10 x 16 ft. | 19 50 |
| 2 x 4 in.; 18 x 20 ft. | 20 50 |
| 2 x 4 in.; 22 x 24 ft. | 21 50 |
| 2 x 4 in.; 26 x 32 ft. | 23 50 |
| 2 x 10 and 2 x 12 in.; 10 to 16 ft. | 20 00 |
| 2 x 10 and 2 x 12 in.; 18 and 20 ft. | 22 00 |
| 2 x 10 and 2 x 12 in.; 22 and 24 ft. | 23 00 |
| 2 x 10 and 2 x 12 in.; 26 to 32 ft. | 25 00 |
| 2 x 14 in.; 10 to 16 ft. | 25 00 |
| 2 x 14 in.; 18 and 20 ft. | 27 00 |
| 2 x 14 in.; 22 and 24 ft. | 28 00 |
| 2 x 14 in.; 26 to 32 ft. | 30 00 |
| 3 x 3 and 3 x 4 in.; 8 to 14 ft. | 21 00 |
| 3 x 3 and 3 x 4 in.; 8 to 16 ft. | 22 00 |
| 3 x 3 and 3 x 4 in.; 18 and 20 ft. | 23 00 |
| 3 x 3 and 3 x 4 in.; 22 and 24 ft. | 24 00 |
| 3 x 3 and 3 x 4 in.; 26 to 32 ft. | 26 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 6 to 16 ft. | 24 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 18 and 20 ft. | 24 50 |
| 6 x 6, 6 x 8, 8 x 8 in.; 22 and 24 ft. | 25 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 26 to 32 ft. | 25 50 |

### FLOORING

| | |
|---|---|
| Nos. 1 and 2, 1 x 3 in., E. G. | 32 00 |
| Nos. 1 and 2, 1 x 4 in., E. G. | 31 00 |
| Nos. 1 and 2, 1 x 6 in., E. G. | 29 00 |
| Nos. 1 and 2, 1 x 4 in., or 6 in., F. G. | 23 00 |
| No. 3, 1 x 4 in. or 6 in. | 20 00 |
| No. 3 Edge grain $3.00 per M. extra. | |

### SHIPLAP

| | |
|---|---|
| B. C. Fir, 6 in. | 21 00 |
| B. C. Fir, 8, 10, 12 in.; 8 to 16 ft. | 22 00 |
| No. 2 Shiplap, 6 in. | 19 00 |
| No. 2 Shiplap, 8, 10 and 12 in. | 20 00 |

### FIR, COMMON BOARDS, S 1 S, 8 to 16 Ft.

| | |
|---|---|
| Mixed widths (may contain 30 per cent. 4 and 6 in.) | 19 00 |
| Common Boards, 8 to 12 in. | 20 00 |
| No. 2 Mixed widths | 17 00 |
| No. 2 Boards, 8 to 12 in. | 18 00 |

### SHINGLES

| | |
|---|---|
| XXX B. C. Cedar | 2 75 |

### LATH

| | |
|---|---|
| Fir lath, 3/8 x 1 3/8 in. x 4 ft., bundled in 50's | 4 00 |
| Cedar lath 3/8 x 1 3/8 in. x 4 ft. | 4 50 |

## BUFFALO AND TONAWANDA, N.Y.

White Pine

Wholesale Selling Price

| | |
|---|---|
| Uppers 4/4 | $94 00 |
| Uppers 5/4 to 8/4 | 92 00 |
| Uppers 10/4 to 12/4 | 97 00 |
| Selects 4/4 | 84 00 |
| Selects 5/4 to 8/4 | 82 00 |
| Selects 10/4 to 12/4 | 92 00 |
| Fine common 4/4 | 61 00 |
| Fine Common 5/4 | 65 00 |
| Fine common 6/4 | 65 00 |
| Fine common 8/4 | 67 00 |
| No. 1 Cuts 4/4 | 51 00 |
| No. 1 Cuts 5/4 | 57 00 |
| No. 1 Cuts 6/4 | 59 00 |
| No. 1 Cuts 8/4 | 61 00 |
| No. 2 Cuts 4/4 | 32 00 |
| No. 2 Cuts 5/4 | 43 00 |
| No. 2 Cuts 6/4 | 45 00 |
| No. 2 Cuts 8/4 | 50 00 |
| No. 3 Cuts 5/4 | 33 00 |
| No. 3 Cuts 6/4 | 34 00 |
| No. 3 Cuts 8/4 | 36 00 |
| Dressing 5/4 | 46 00 |
| Dressing 5/4 x 10 | 51 00 |
| Dressing 5/4 x 12 | 52 00 |
| No. 1 Moulding 5/4 | 58 00 |
| No. 1 Moulding 6/4 | 58 00 |

(Continued on page )

*28 "Service" Branches Throughout Canada*

# Canadian Consolidated Rubber Co., Limited

**Montreal, P. Q.**

## To Take Care of Your Requirements More Fully We Are Spending

# $1,020,000.00

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## (Tires, Hose, Belting, Packing, etc.)

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**Montreal, P. Q.**

*28 "Service" Branches Throughout Canada*

## CURRENT LUMBER PRICES—Continued

| | | |
|---|---|---|
| No. 1 Moulding 8/4 | | 58 00 |
| No. 2 Moulding 5/4 | | 47 00 |
| No. 2 Moulding 6/4 | | 47 00 |
| No. 2 Moulding 8/4 | | 47 00 |
| No. 1 Barn 1 x 12 | | 48 00 |
| No. 1 Barn 1 x 6 and 8 | | 34 00 |
| No. 1 Barn 1 x 10 | | 36 00 |
| No. 2 Barn 1 x 6 and 8 | | 32 00 |
| No. 2 Barn 1 x 10 | | 34 00 |
| No. 3 Barn 1 x 6 and 8 | | 26 00 |
| No. 3 Barn 1 x 10 | | 27 00 |
| Box 1 x 6 and up | | 23 00 |
| Box 1 x 10 | | 25 00 |
| Box 1 x 12 | | 26 00 |
| Box 1 x 13 and up | | 30 00 |

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda:

MAPLE

| | 1s & 2s | No. 1 Com. | No. 2 Com. |
|---|---|---|---|
| 4/4 | 30 - 32 | 20 - 22 | 14 - 16 |
| 5/4 to 8/4 | 33 - 35 | 22 - 24 | 14 - 15 |
| 10/4 to 16/4 | 37 - 39 | 27 - 29 | 19 - 21 |

RED BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 41 - 43 | 27 - 29 | 15 - 17 |
| 5/4 to 8/4 | 43 - 45 | 29 - 31 | 17 - 19 |

SAP BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 23 - 25 | 17 - 19 |
| 5/4 and up | 37 - 39 | 25 - 27 | 17 - 19 |

SOFT ELM

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 24 - 26 | 15 - 17 |
| 5, 6 & 8/4 | 37 - 39 | 26 - 28 | 17 - 19 |

BASSWOOD

| | | | |
|---|---|---|---|
| 4/4 | 33 - 35 | 24 - 26 | 16 - 18 |
| Thicker | 35 - 37 | 26 - 29 | 19 - 20 |

PLAIN OAK

| | | | |
|---|---|---|---|
| 4/4 | 51 - 53 | 32 - 34 | 20 - 22 |
| 5/4 to 8/4 | 53 - 55 | 34 - 36 | 22 - 24 |

ASH, WHITE AND BROWN

| | | | |
|---|---|---|---|
| 4/4 | 45 - 47 | 27 - 29 | 18 - 20 |
| 5/4 to 8/4 | 52 - 54 | 29 - 31 | 19 - 21 |
| 10/4 and up | 61 - 63 | 41 - 43 | 21 - 23 |

BOSTON, MASS.

| | | |
|---|---|---|
| White pine uppers, 1 to 2 in. | 92 00 | 98 00 |
| Selects, 1 to 2 inch | 80 00 | 88 00 |
| Fine common, 1 in. | 68 00 | 70 00 |
| Fine common, 1¼ to 2 in. | 70 00 | 72 00 |
| No. 1 Cuts 1 in. | | 55 00 |
| No. 1 Cuts 1¼ to 2 in. | 60 00 | 64 00 |
| No. 2 Cuts, 1 in. | | 40 00 |
| No. 2 Cuts, 1¼ to 2 in. | 48 00 | 50 00 |
| Barn Boards, No. 1, 1 x 12 | 48 00 | 50 00 |
| No. 1, 1 x 10 | 37 00 | 38 00 |
| No. 1, 1 x 8 | | 37 00 |
| No. 2, 1 x 12 | 36 00 | 40 00 |
| No. 2, 1 x 10 | 34 00 | 35 00 |
| No. 2, 1 x 8 | 33 00 | 34 00 |
| No. 3, 1 x 12 | 31 00 | 32 00 |
| No. 3, 1 x 10 | 29 00 | 30 00 |
| No. 3, 1 x 8 | | 29 00 |
| Canadian spruce boards | 23 50 | 25 00 |
| Spruce, 10 in. dimension | 25 00 | 27 00 |
| Spruce 12 in. dimension | 26 50 | 28 00 |
| Spruce, 9 in. | 23 50 | 24 50 |
| Spruce, 8 in. and under dimen. | 24 00 | 25 00 |
| 10 and 12 in. random lengths, 10 ft. and up | | 24 00 |
| 2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 and 3 x 4 random lengths, 10 feet and up | 21 00 | 22 00 |
| All other random lengths, 7-in. and under, 10 ft. and up | 21 00 | 21 50 |
| 5-inch and up merchantable boards, 8 ft. and up, p 1s | 21 00 | 22 00 |
| 1 x 2 and 1 x 3 furring, p 1s clipped and bundled | 22 00 | 22 50 |
| 1⅝-in. spruce laths | | 4 10 |
| 1½-in. spruce laths | 3 70 | 3 80 |

New Brunswick Cedar Shingles

| | | |
|---|---|---|
| Extras | 3 40 | 3 85 |
| Clears | 2 85 | 2 90 |
| Second clears | | 2 75 |
| Clear whites | | 2 30 |
| Extra 1s (Clear whites out) | | 1 50 |
| Extra 1s (Clear whites in) | | 1 00 |
| Red Cedar Extras, 16-in. 5 butts to 2-in. | | 3 35 |
| Red Cedar Eurekas, 18-inch 5 butts to 2-in. | | 4 25 |
| Red Clear Perfection, 5 butts to 2¼ | | 4 80 |
| Washington 16-in. 5 butts to 2-in. extra red clear | 3 30 | 3 40 |

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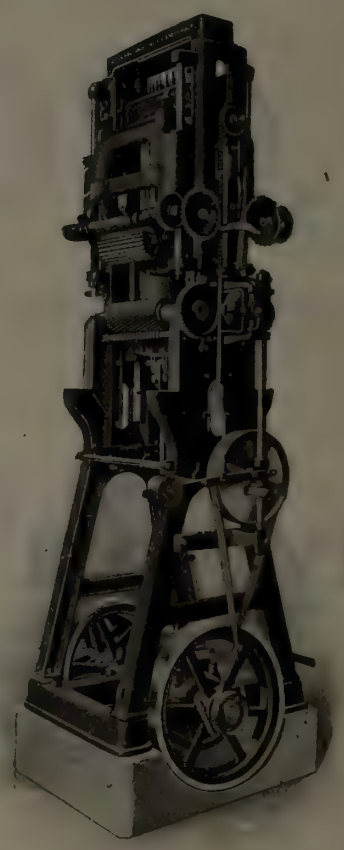

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LIMITED
TORONTO AND MONTREAL

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Ontario's timber production last year valued at $26,774,937 or 40% of Canada's total output.

| | |
|---|---|
| Pine production, | 905,442,000 ft. B.M. |
| Pulpwood, | 246,282 cords. |
| Railway Ties, | 5,704,459. |

Ontario's woodworking industries, using 34 different kinds of wood, provide a ready market for the lumberman. Eighty-two per cent. of lumber used in Ontario's industries purchased within the Province.

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# Dominion Timber Regulations

Licenses to cut timber on Dominion Lands in the Provinces of Manitoba, Saskatchewan, and Alberta, the Northwest Territories, within twenty miles on either side of the main line of the Canadian Pacific Railway in the Province of British Columbia, and in the tract of three and one-half million acres to be located by the Government in the Dominion in the Peace River district in the Province of British Columbia, lying east of the Rocky Mountains and adjoining the Province of Alberta, shall be disposed of by public auction at the office of the Dominion Timber Agent for the districts in which the berths are situated.

Before any parcel of timber is offered for sale it shall be surveyed by a duly qualified Dominion Land Surveyor into berths of an area not exceeding twenty-five square miles, and each of such berths shall then be thoroughly cruised by a duly qualified timber cruiser in the employ of the Dominion Government. The Minister shall then fix an upset price at which the berth shall be disposed of, and no berth shall be sold at less than the price so fixed.

Purchases to the amount of one thousand dollars or under shall be paid in cash at the time of sale. Purchases over one thousand dollars and not exceeding five thousand dollars shall be paid, one-half in cash at the time of sale, and a note or notes shall be given for the remaining half of the purchase price, payable in three months, with interest at the rate of five per cent. per annum. Purchases over five thousand dollars and not exceeding ten thousand dollars shall be paid one-third in cash at the time of sale, and notes shall be given for the remaining two-thirds of the purchase price, payable in three and six months, with interest at the rate of five per cent. per annum. Purchases exceeding ten thousand dollars shall be paid one-fourth in cash at time of sale, and notes shall be given for the remaining three-fourths of the purchase price, payable within three, six and nine months, with interest at the rate of five per cent. per annum. Notes shall be made payable at a bank in the city or town in which the sale is held or at a bank in the city of Ottawa. Cash payments must be made at the time of sale in legal tender or by an accepted cheque on a chartered bank, or by a draft issued by a chartered bank, payable to the order of the Deputy Minister of the Interior. If default is made in any payment required by this section the sale shall be forfeited and void.

The purchaser must also pay the cost or the estimated cost of the survey of the berth before a license is issued.

The licensee shall pay an annual ground rent of five dollars per square mile except for lands situated to the west of Yale, in the Province of British Columbia, in which case the yearly ground rent shall be five cents per acre.

The licensee shall pay the following dues on timber cut on his berth :—

Sawn lumber, 50 cents per thousand feet, board measure.

Railway ties, eight feet long, 1½ cents each.

Railway ties, nine feet long, 1¾ cents each.

Shingle bolts, 25 cents per cord.

And 5 per cent. on the sale of all other products of the berth.

# Timber Permits

Yearly permits are granted to settlers, mine operators and others on application to the Dominion Timber Agents, from whom further information can be obtained.

**W. W. Cory,**

Department of the Interior, Ottawa,
December 20th, 1912.

Deputy Minister.

**PULP MILL MACHINERY**
Moreau Barking Machine Co.

**PUMPS**
Smart-Turner Machine Company
Waterous Engine Works Co.

**RAILS**
Gartshore, John J.
Morris Crane & Hoist Co., Herbert

**REDWOOD LUMBER**
Mershon Lumber Co., John D.
Pacific Lumber Company.

**ROOFING**
Bird & Son
Can. H. W. Johns-Manville Co., Ltd.
Turner Bros. Canada, Limited

**RUBBER GOODS**
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited

**SASH**
Batts Limited
Haeberle Lumber Company
Heaps & Company, E. H.
Rat Portage Lumber Company
Rimouski Industrial Company
Tessier, Alphonse.

**SAWS**
Atkins & Company, E. C.
Disston & Sons, Henry
Gerlach Company, Peter
Hoe & Company, R.
Mereen Johnston Machine Company
Radcliff Saw Mfg. Company
Shurly-Dietrich Company
Simonds Canada Saw Company

**SAW MILL MACHINERY**
Berlin Machine Works
Gerlach Company, Peter
Hamilton Company, William
Huther Bros. Saw Mfg. Company
Long Manufacturing Company, E.
McLennan Foundry & Mach. Works
Mereen-Johnson Machinery Co.
Mershon & Company, W. B.
Morris Crane & Hoist Co., Herbert
Parry Sound Lumber Company
Payette & Company, P.
Waterous Engine Company

**SHINGLES**
Barclay Shingle Mills
Bartram Brothers
Campbell-MacLaurin Lumber Co.
Can. H. W. Johns-Manville Co., Ltd.
Christy-Moir Company
Fraser Limited
Gillespie, James
Harris Tie & Timber Company
Heaps & Company, E. H.
Larkin Lumber Company, C. A.
Long Lumber Company
McGibbon Lumber Company
North Shore Shingle Association
Rat Portage Lumber Company
Snowball Company, J. B.
Timms, Phillips & Company

**SHINGLE & LATH MACHINERY**
Gerlach Company, Peter
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Payette & Company, P.
Waterous Engine Works Co.

**SOUTHERN PINE**
Arkansas Soft Pine Association
Cameron & Company
Garrett Lumber Company, T. H.
Harris Lumber Co., Frank H.
Hobart & Company
Mason, Gordon & Company
Wilson Lumber Company
Wuichet, Louis

**SPRUCE**
Auger & Son
Bartram Bros.
Blair & Rolland
Cameron & Company
Canada Lumber Sales Company
Christy-Moir Company
Donogh & Company, John
Elgie & Jarvis Lumber Company
Fenderson & Company, John
Fraser Limited
Fraser-Bryson Lumber Company
Gillies Bros
Leak & Company
Mackarell & Company, Thos.
Mason, Gordon & Company
New Ontario Colonization Co.
Quebec & St. Maurice Industrial Co.
Rideau Lumber Company
Spencer, C. A.
St. Gabriel Lumber Company
Waterous Engine Works Co.

**STEEL CHAIN**
McKinnon Chain Company
Standard Chain Company

**SNOW PLOWS**
Pink Company, Thos.

**TAPS and DIES**
Pratt & Whitney Company
Waterous Engine Works Co.

**TELESCOPIC ASH HOISTS**
Morris Crane & Hoist Co., Herbert

**TIES**
Fesserton Lumber Company
Harris Tie & Timber Co.
Spears & Lauder

**TIMBER BROKERS**
Cant & Kemp
Farnworth & Jardine
Lacey & Company, Jas. D
Meier, F. R.

**TIMBER ESTIMATORS**
Lauderburn, D. E.
Meier, F. R.
Munson-Whitaker Company
Sewall, James W.

**TIMBER CRUISERS**
Campbell Lumber Company, L. E.

**TUGS**
West & Peachey

**VENEERS**
Dominion Mahogany & Veneer Co.
Hoffman Brothers Company
Webster & Bro., Jas.

**VENEER MACHINERY**
Coe Mfg. Company
Perrin, William R.
Philadelphia Textile Machinery Co.

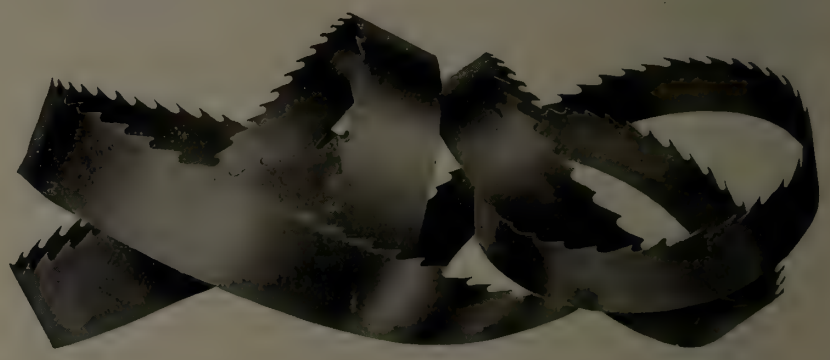
**WIRE**
Steel Company of Canada

**WOODWORKING MACHINERY**
American Woodworking Mach. Co.
Berlin Machine Works
Canadian Buffalo Forge Co.
Fay & Egan Co., J. A.
Hamilton Company, William
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Waterous Engine Works

**WOOD PULP**
New Ontario Colonization Co.
River Ouelle Pulp & Lumber Co
St. Gabriel Lumber Company


# Not a Crack!

Bent and twisted beyond hope of repair—but the



## Temper and Toughness
of the
# DISSTON SAW
were equal to the strain.

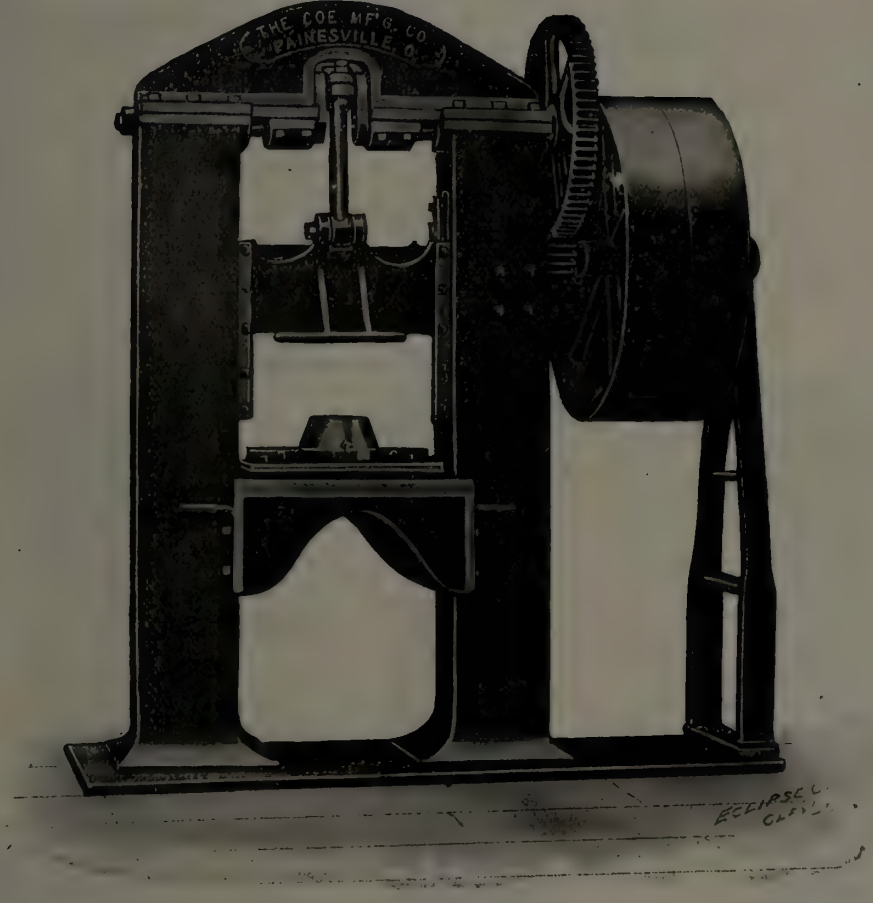
DISSTON 1849 1915 JUBILEE

**Henry Disston & Sons, Ltd.**
2 Fraser Ave., TORONTO, Ont.

# Veneer Coe Machinery

# Hollow Die Stamping Machine

Heavy
Strong
Massive




Basket
and
Package
Dies

Style "B" Weight 4,500 pounds

This machine was especially designed for use in basket factories for making "Climax" bottoms and covers, taper peach basket staves, berry box patterns, grease and butter packages, bottoms and covers for other packages of any shape.

Its cutting capacity is from 50,000 to 400,000 pieces per day of ten hours, the output, of course, depending on the thickness of stock used.

We can equip the machine with any number of special dies to do your work. All we need are samples of the work you have to do, and we will make the dies to do it.

The machines are very heavy and strong, and with proper care will last a lifetime.

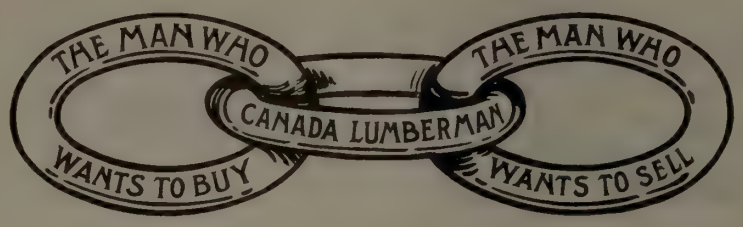
A line to us will bring full detailed description of all or any one of the Coe Machines, Rotary Cutter, Slicer, Drag Saw, Knife Grinder, Clipper, Wringer, Roller Dryer. ***Catalogue on request.***

# The Coe Manufacturing Co.

**Painesville, Ohio, U. S. A.**

*Established 1850*

***The oldest and largest manufacturers of complete veneer equipment.***




# The Connecting Link

Way back in 1880 the **Wanted and For Sale** columns of the Canada Lumberman and Woodworker were used extensively by the lumbermen of Canada for the purchase and sale of timber, lumber and machinery.

Time has but served to enhance the value of this medium, until to-day the **Wanted and For Sale Department** of the Canada Lumberman has become a national market.

Twice a month "the paper with the green cover" brings together buyers and sellers of lumber and machinery from all the principal lumbering centres of Canada and the United States. By covering this wide field, the percentage of waste circulation for advertisers has been reduced to a minimum.

For quick and satisfactory results, get your advertisement in the **Wanted and For Sale Department** of the

**Canada Lumberman & Wood Worker**

Published 1st and 15th of the Month

*The National Lumber Journal of Canada*

TORONTO - - - CANADA

Branch Offices:

Montreal Winnipeg Vancouver London, Eng.

United States Representatives:
W. D. Ward, 628 Tribune Building, NEW YORK.
E. I. Macintyre, 1155 Peoples Gas Building, CHICAGO.

# Ready Sale for this Fine Footwear

Palmer oil-tanned waterproof footwear has undergone a testing-time of almost forty years.

We now have them well advertised all over Canada, so that they find a ready sale wherever men want the best in special footwear. When you carry the famous

## "Moose Head Brand" and Palmer's Oil Tans

you handle a line that gives you a good margin of profit, plus a reputation for quality footwear, plus well satisfied customers.

These lines are sold by leading jobbers of footwear in every part of Canada See our samples and prices before placing your orders.

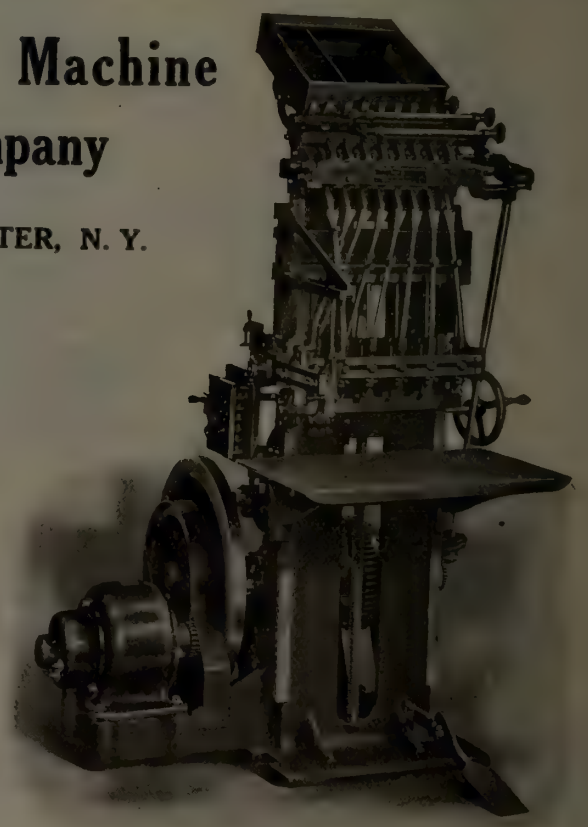
BOOKLET L. FREE ON REQUEST

**John Palmer Co., Ltd., Fredericton, N.B.**

(Canada's largest manufacturers of oil-tanned footwear)

# Morgan Machine Company

ROCHESTER, N. Y.



Manufacturers of—

**Nailing Machines,**

**Lock Corner Box Machinery,**

**Box Board Matchers,**

**Box Board Printing Machines.**

Every manufacturer of boxes; every manufacturer who has nails to drive in any article, or packages of any kind to manufacture, should write the Morgan Machine Company for latest developments in machinery for the Box Industry.

**Morgan Machine Company**
ROCHESTER, N.Y.

B. L. No. 316, Chestnut

# BATTS LIMITED

**377-9 Pacific Avenue**

## TORONTO, ONT.

*Manufacturers of*

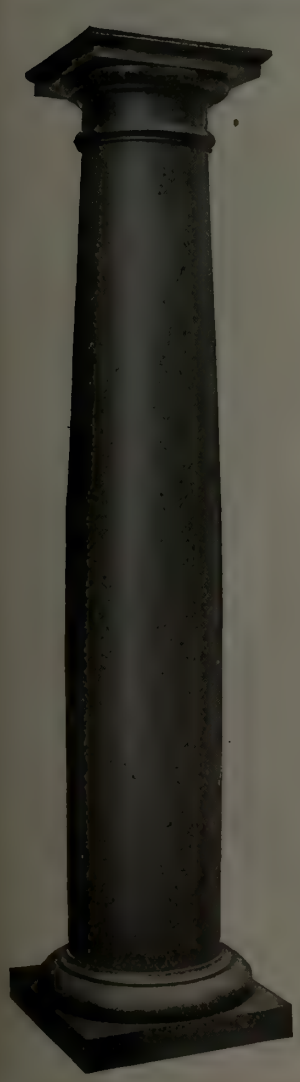
**Staved Columns,**
**Veneered Doors,**
**Greenhouse Material,**
**Newels, Balusters,**
**Panelling and**
**Interior Fittings.**

**Buy Goods**
**"Made in Canada"**

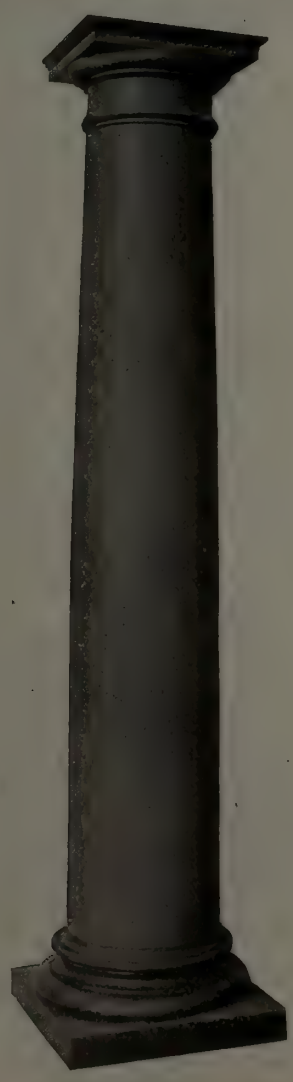
**(We manufacture all our own goods.)**

***Write for catalogue.***

B. L. No. 334, ¼-Cut Oak.

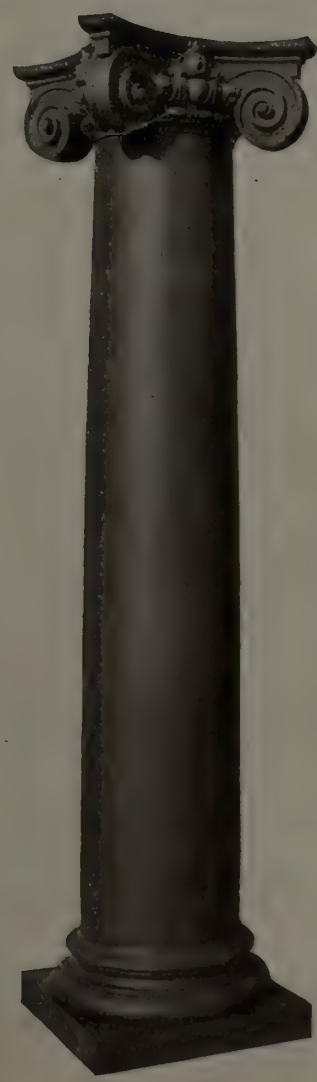


Design B. L. No. 1

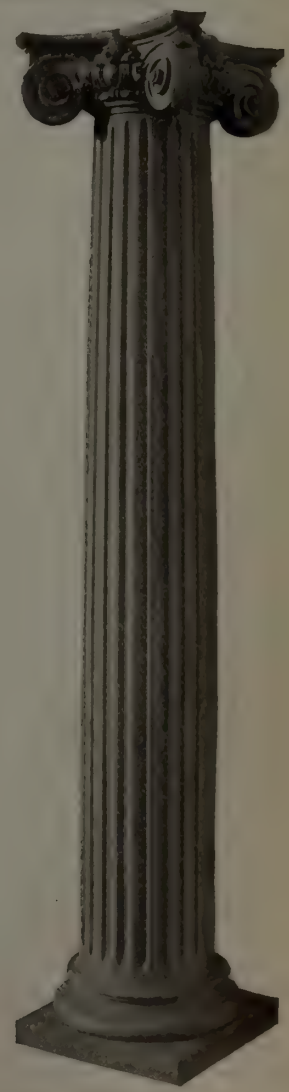


Design B. L. No. 2

Design B. L. No. 3



Design B. L. No. 4



Design B. L. No. 5

***The Mark*** ***of Quality***

The last word in steel carriages.
Built in a suitable size for **your** mill.
**Not** an "eyebeam" carriage but a **Modern** carriage.

***Our catalogue No. 100 explaining what we mean will be sent on application.***

# The E. Long Manufacturing Company, Limited

**Orillia, Canada**

**AGENCIES:**

**Vancouver—Robt. Hamilton & Co.**
**Winnipeg—Stuart Machinery Co., Ltd.**
**Calgary and Edmonton—Gorman, Clancey & Grindley, Ltd.**
**Montreal—Williams & Wilson, Ltd.**

No. 3 enclosed setworks wiih double steel wheel.

# A Question ?

***Why not clean up the small Spruce on your limits with—***

# WATEROUS PULPWOOD
## Cutting and Barking
# MACHINERY

IF you have pulp logs to cut and bark, we can supply you with all your needs.

We build BARKERS, SLASHERS, CUTTING-UP RIGS, and all other equipment for handling pulpwood. These outfits with power plant to drive them supplied in sizes to handle 6 cords a day and up to any capacity.

***We build a Portable Barking and Cutting-up Outfit, mounted on a flat car that has done splendid work in Northern Ontario and Quebec. Ask for particulars.***

All Waterous Machinery is guaranteed for quality. It is "Made in Canada" too.

*Catalogues on request.*

## The Waterous Engine Works Co., Ltd.

**Brantford, Canada**

H. B. Gilmour,
**Vancouver, B. C.**

Branch—
**Winnipeg, Man.**

**$5,000,000.00**
**worth of mixed metal sold annually.**

# "FROST KING" METAL

Our thirty-five years experience in metal mixing enables us to place on the market a babbitt that we believe to be absolutely perfect. For high speed machinery and engine work it is without an equal. It is specially designed for saw-mills, planing mills, threshing engines, traction engines, pumps, rolling mills, pulp machinery, and all classes of stationary engines. It is a high grade metal made of the very best selected stock, and carefully compounded.

If your dealer does not stock FROST KING send us a money order for your requirements. **Price 30c per lb.**, Fort William and East; West of Fort William **35c per lb.**, delivered nearest railway station; packed in 30 lb. and 60 lb. boxes.

For extra duty, such as over-hanging saws, our FAULTLESS BABBITT will stand where all other metals will fail. Price, Fort William and East, **40c per lb.**; West of Fort William, **45c**, delivered to your nearest railway station; packed in 30 lb. and 60 lb. boxes.

## HOYT METAL CO., Toronto, Canada

**Have factory and office at Eastern Avenue and Lewis Street, Toronto, Canada**

**Factories also at:— New York, N. Y. London, Eng. St. Louis, Mo.**

President and General Manager D. C. CAMERON, Winnipeg

Secretary-Treasurer, WILSON BELL, Winnipeg

# The Rat Portage Lumber Co. Ltd.

Manufacturers of

## LUMBER

**Cedar Shingles, Fir and Cedar Lath**

Car Sills and Sheathing, Cedar Siding

Large and Long Timbers
for heavy construction work

**Vancouver, B.C., and Harrison River, B.C.**

**The J. C. McLaren Belting Co.**
Limited
**General Mill Supplies MONTREAL**

## Knowledge Is Money

**Our Knowledge and Experience will Save you Money in the installation or remodelling of your Exhaust System.**

### Our *"Foster"* Blower

**will save you money by reducing your power bills 50%**

**Our Special "Foster" Sawmill Blower will blow your green sawdust any distance.**

Our Improved Low Pressure Dust Separator.

"Foster" Blower Fitted with Tight and Loose Pulley.

***We Know How! Let us Prove it.***

**Toronto Blower Co., 156 Duke St., Toronto**

Vol. 35 Toronto, May 1, 1915 No. 9

# Canada Lumberman & Wood Worker

New **RAILS** Relaying
12 to 80 pounds per yard.
**LOGGING CARS**
**Jno. J. Gartshore**
58 Front St. West, Toronto

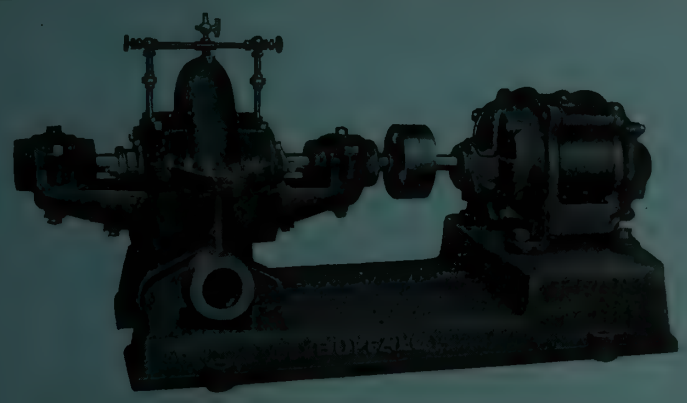
***Electric-Welded Boom Chain***

25% {More Weld = 25% {More Strength = 25% {More Wear

Sheared Toggle and Ring * T Bar Hook and Link * Two Sheared Toggles * Forged Toggle and Ring

Made in Canada Write to Fully Guaranteed

**McKinnon Chain Co., St. Catharines, Ont.**



Class "S" Divided Shell Centrifugal Pumps. Built in sizes from 1" to 48" discharge—for capacities from 25 to 80000 gallons per minute.

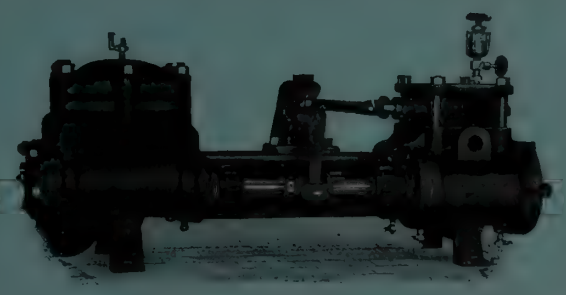
**EFFICIENT—DURABLE—ACCESSIBLE**

You want pumping equipment that requires as little power as possible—that gives satisfactory year after year service—that is easy to inspect and take apart when repairs are necessary.

**Canadian Centrifugal Pumps**
*"Made in Canada"*
have all of these desirable features—and many more.
MAY WE SEND YOU BULLETIN 270-17?

**Canadian Blower and Forge Co., Limited**
BERLIN, ONTARIO
St. John Montreal Toronto Winnipeg Vancouver

GENUINE "TURBROS"
**Balata Belting**
*Waterproof and Stretchless.*
*The best belt for sawmills.*
Manufactured and guaranteed by
**Turner Bros. Canada Limited**
Montreal — Vancouver



Do not risk expensive delays in production by installing an unreliable Pump.

It will pay you to investigate the line of

**PUMPING MACHINERY**
—Built by—
**The Smart-Turner Machine Co., Limited**
HAMILTON, CANADA

**The OPERATING EXPENSE of**
a Shaw Motor-Headworks or Gasoline Warping Tug
**IS LESS THAN $10.00 PER DAY**
This Includes, Full Crew (less log men) Fuel, Oil, Upkeep and Depreciation
**IT WILL WARP 2,000,000 FEET OF LOGS**
**or TOW 100 BOOM-STICKS**
*Manufactured by* **RUSSEL BROTHERS - Fort Frances, Ont.**

Alphabetical Index of Advertisers, Page 64 Classified Directory to Advertisements, Page 56

"Leather like gold has no substitute."

# Precious Power

If you could operate your plant without paying a cent for power think how your profits would soar. The next best thing is to utilize all the power that you pay for. Have it transmitted to your various machines by belting with a surface that will grip your pulleys. A poor belt provides as sure a leak for your profits as a hole in a boat does for water.

Use the well known Amphibia Belting throughout your plant. It is made of waterproof tanned selected hides.

**"Made in Canada since 1876"**

***Write us for particulars stating where the belt is to run.***

*Sadler & Haworth*

*Tanners and Manufacturers*

**MONTREAL**
511 William St.

**TORONTO**
38 Wellington St. E.

**ST. JOHN, N. B.**
149 Prince William St.

**WINNIPEG**
Galt Building

**VANCOUVER**
217 Columbia Ave.

# When You Want
# White and Norway
# PINE

**That is Well Manufactured and Closely Graded**

***Write or Wire us for Prices***

## George Gordon & Company
Limited

**Cache Bay - Ontario**

# Are You Being Held Up?

Hostile times cause panic, prices go aviating and the public pay what is asked.

## Buy Hocken's HEMLOCK

and you will get a square deal — good stock and a prompt shipment—write us.

## Hocken Lumber Company, Limited

**Otter Lake Station, Ont.**

**Toronto Representative :—L. M. Dougherty, 77 Lindsay Ave., Phone Park. 2170**

CALIFORNIA REDWOOD

# REDWOOD

CALIFORNIA REDWOOD

our big specialty. The versatile wood. You have read our previous messages and know what this wonderful and economical wood is.

# BIG TIMBERS

our hobby. The bigger the better.

# RAILWAY TIES

our big line and everything in lumber. Second to none.

***TRY OUR QUALITY GOODS AND EFFICIENT SERVICE.***

## Canada Lumber Sales Co., Limited

**145 St. James Street, Montreal**

# Spruce, Hemlock and Hardwoods

***We have on hand ready for shipment:—***

| | |
|---|---|
| 1,000,000 ft. | Merchantable Hemlock 1″, 2″ and 3″, lengths 9 ft. to 26 ft., widths 4″ to 11″, each length and width piled separately. |
| 1,200,000 ft. | Merchantable Spruce 1″, 2″ and 3″, lengths 8 ft. to 24 ft., widths 4″ to 12″, piled separately. |
| 700,000 ft. | Hard Maple 1″, 1¼″, 1½″, 2″ and 3″, sawn on grade. |
| 250,000 ft. | 1″ and 1½″ Beech, sawn on grade. |
| 125,000 ft. | 1 x 4 & up Basswood L.R., No. 2 C. & B. |
| 125,000 ft. | 1″ M. C. Ash. |
| 70,000 ft. | 1″ M. C. Elm. |

We specialize in timbers—lengths 10 ft. to 26 ft. long, and we have facilities for Dressing.

***Send us your inquiries***

## Fassett Lumber Company, Limited

**Fassett, Que.**

# Hardwood

## Longford

| | | | |
|---|---|---|---|
| 30,000 | 1 x 4 & up | No. 1 & 2 | Com. Birch |
| 110,000 | 1 x 4 & up | No. 3 | Com. Birch |
| 5,000 | 1½ x 4 & up | No. 1 | Com. & Bet. Birch |
| 12,000 | 1 x 4 & up | No. 1 | Com. & Bet. Elm |
| 11,000 | 1 x 4 & up | No. 2 & 3 | Com. Elm. |
| 46,000 | 1 x 4 & up | Mill Run | Maple |
| 14,000 | 1 x 4 & up | Mill Run | Beech |

## South River

| | | |
|---|---|---|
| 15,000 | 2 x 4 & up | No. 1 Com. Birch |
| 70,000 | 2 x 4 & up | 1st & 2nds., Birch |
| 120,000 | 1 1/4 x 4 & up | No. 1 Com. & Bet. Birch |
| 60,000 | 1 x 4 & up | Dead Cull Birch |
| 40,000 | 1 x 4 & up | Log Run Maple |
| 22,000 | 1 x 4 & up | Log Run Elm |

## The Long Lumber Company

HAMILTON, ONT.

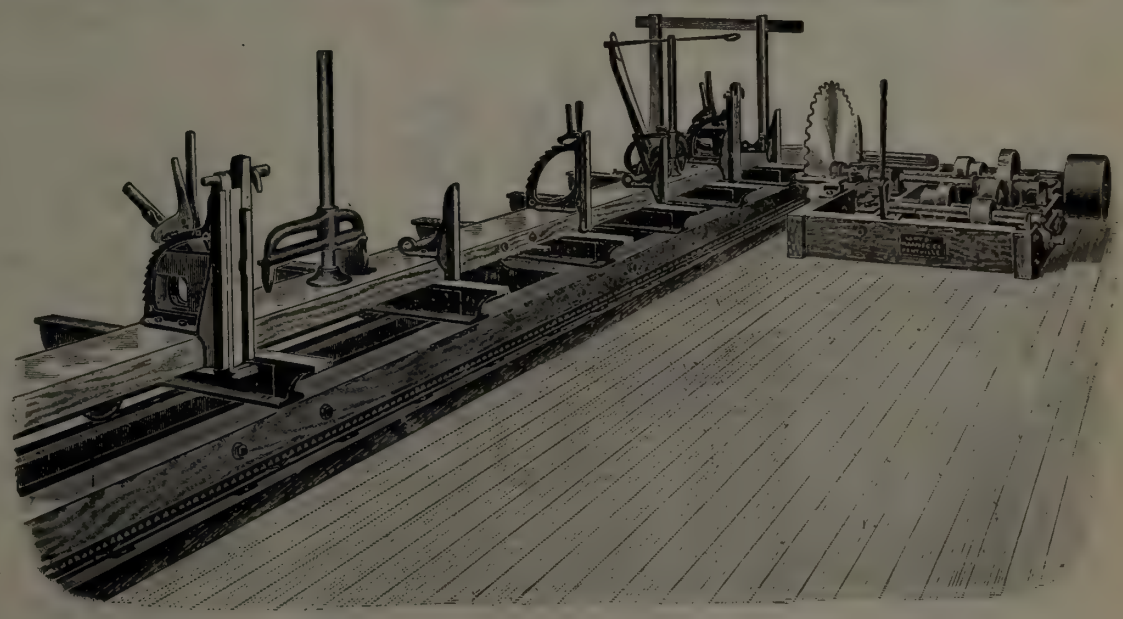


# This Lloyd Portable Rotary Saw Mill
## Combines Lightness and Strength

The machine illustrated here was designed and built to meet the conditions that arise in portable mill work.

*Specifications*

**Set Beam 18 ft. long, 9″ x 3½″**
**Carriage Frame Timbers 5″ x 5″½**
**Saw Frame Floor Space 84″ x 52″**
**Saw Frame Timbers 4″ x 9″**
**Weight of Mill about 3600 lbs.**
**Feed Belt required 9 ft. 3 in.**
**Will take power from 15 to 40 h.p. engine**
**Capacity 12,000 to 15,000 ft. a day.**



Don't put in a portable saw mill till you hear more about this machine. Write us for full particulars and prices.

## Lloyd Manufacturing Co., Ltd. Kentville, N.S.

**Watson & Todd Limited**

WHOLESALERS

**Dry White Pine and Norway**

OTTAWA

Also

Montreal and Liverpool, Eng.

---

The

**Harris Tie & Timber Co.**

Ottawa - Canada

Lumber - Lath - Shingles

Cedar Poles and Posts

Railway Ties - - Piles

---

The

**Georgian Bay Lumber Co.**

Limited

Waubaushene, Ontario

Manufacturers of High Grade

**Lumber and Laths**

---

**Fraser Bryson Lumber Co., Ltd.**

Wholesale Lumber Dealers

Selling agents for Fraser & Co., Manufacturers

Mills at Deschenes, Que., near Ottawa

**White Pine**
**Red Pine**
**Spruce**
**Lumber and Lath**

Office, Castle Building 53 Queen St. Ottawa, Can.

---

JOHN GILLIES, President — DAVID GILLIES, Vice-President. — J. S. GILLIES, Sec.-Treas.

Established 1873

**GILLIES BROS.**

Limited

Mills and Head Office BRAESIDE, ONT.

Manufacturers of

**WHITE PINE**

RED PINE SPRUCE

New York City: Guy E. Robinson, 1123 Broadway

# BARTRAM BROTHERS, LIMITED
## OTTAWA, CANADA

# SPRUCE, RED AND WHITE PINE

***We Offer for Immediate Shipment:***

**NORWAY & JACK PINE, M. R.**

1 x 4/5 x 10/16 ft.—1,080,484 ft.
1 x 6 x 10/16 ft.— 443,000 ft.
1 x 8 x 10/16 ft.— 81,000 ft.
1 x 10 x 10/16 ft.— 14,000 ft.
2 x 4 x 10/16 ft.— 164,312 ft.
2 x 6 x 10/16 ft.— 220,000 ft.
2 x 8 x 10/16 ft.— 320,000 ft.
2 x 10 x 10/16 ft.— 218,000 ft.
2 x 12 x 10/16 ft.— 65,000 ft.
3 x 4 & up x 10/16 ft.—129,000 ft.

**NORWAY & JACK PINE, CULLS**

1 x 4 and up x 8/16 ft.—1,500,000 ft.
3 x 4 and up x 10/16 ft.— 82,517 ft.

**NORWAY & JACK PINE LATH**

1½ x ⅜ x 4 ft., No. 3—471,000
1½ x ⅜ x 32 in., M.R.—440,000

**SPRUCE, M. R.**

2 x 3 x 10/16 ft.— 24,000 ft.
2 x 4 x 10/16 ft.—700,000 ft.
2 x 5 x 10/16 ft.—400,000 ft.
2 x 7 x 10/16 ft.— 14,000 ft.
1¼ x 3 x 10/16 ft.— 13,600 ft.

**SPRUCE LATH—M.R. CULLS OUT**

1¼ x ⅜ x 4 ft.—Five cars.

**SPRUCE, M. R.**

1¼ x 4 x 10/16 ft.— 92,000 ft.
1¼ x 5 x 10/16 ft.— 17,000 ft.
1¼ x 6 x 10/16 ft.— 14,000 ft.
1¼ x 9 x 10/16 ft.— 67,000 ft.
1 x 3 x 10/16 ft.— 31,000 ft.
1 x 4 x 10/16 ft.— 75,000 ft.
1 x 5 x 10/16 ft.—140,000 ft.
1 x 7 x 10/16 ft.— 15,000 ft.

**SPRUCE CULLS**

3 x 4 and up x 8/16 ft.—125,000 ft.
2 x 4 and up x 8/16 ft.— 20,000 ft.
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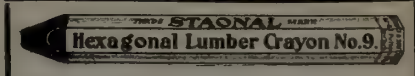

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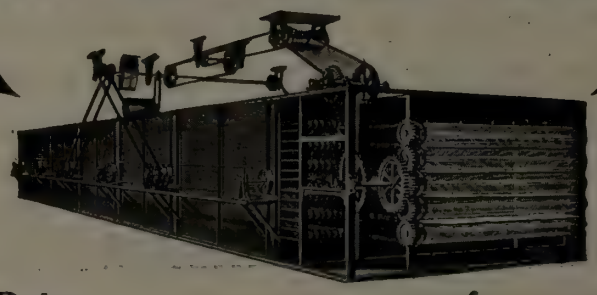

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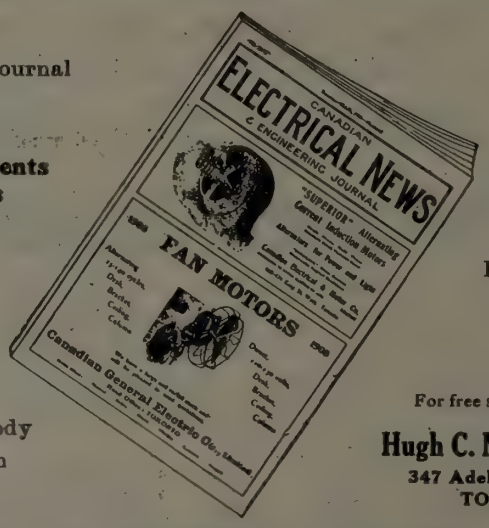


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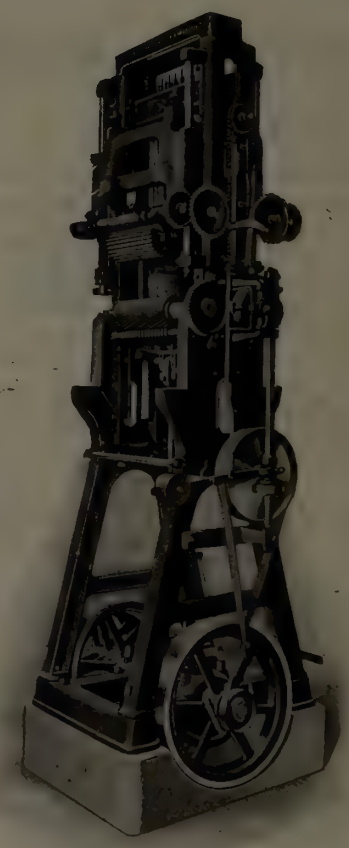

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5/4 No. 1 Common, 1 car.
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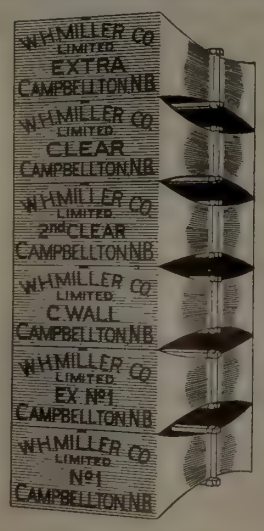
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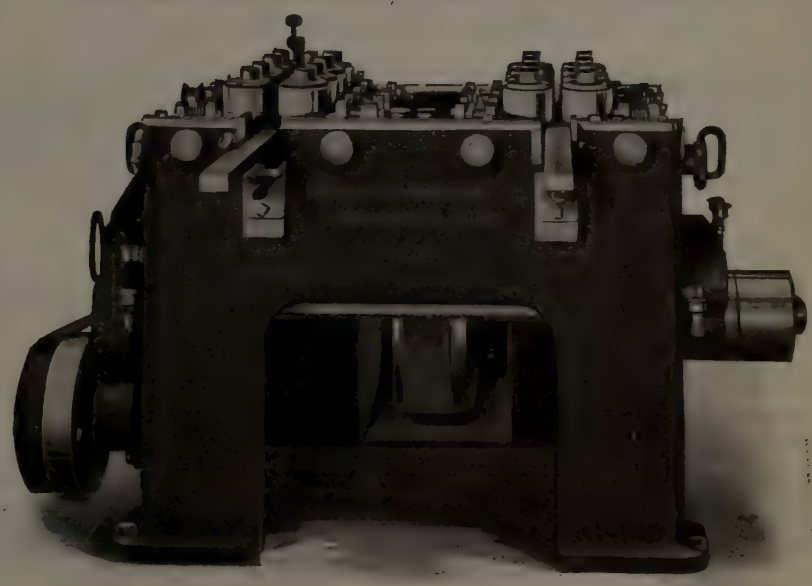

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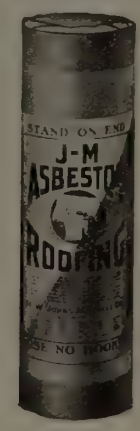


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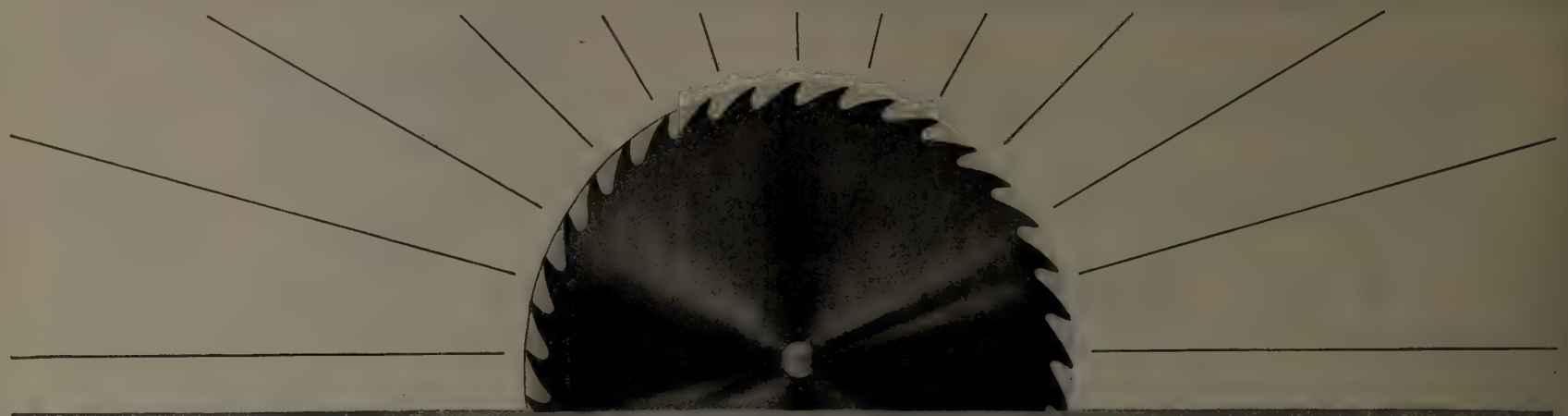


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Issued on the 1st and 15th of every month by

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HUGH C. MacLEAN, Winnipeg, President.
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"The Canada Lumberman and Woodworker" is published in the interest of, and reaches regularly, persons engaged in the lumber, woodworking and allied industries in every part of Canada. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

Authorized by the Postmaster General for Canada, for transmission as second class matter.

Entered as second class matter July 18th, 1914, at the Postoffice at Buffalo, N.Y., under the Act of Congress of March 3, 1879.

Vol. 35 Toronto, May 1, 1915 No. 9


## Export Number—June 1st

The June 1st issue of the Canada Lumberman and Woodworker will be an "Export Number." We need offer no explanation of the reasons which have induced us to bring out an issue devoted to the export trade in wood goods. There has never been a time in the history of the lumber and timber industry of Canada when the export end of the business was of greater importance to the industry than it is today. We are of the opinion even, that its importance today has never before been equalled or approached. This importance exists in the great opportunities now presented for developing the export markets in Canadian wood goods, and in the necessity for doing so in order to place the industry upon a sound basis.

The lumber industry of Canada was born of the export trade. In the course of time its domestic markets grew in importance, but the export trade has always been large and has helped Canada to maintain a balance of trade with other countries. It has witnessed many ups and downs of prosperity, many changes in its chief characteristics, and many struggles against competition, but in the long run it has made a good showing.

Today, the lumber industry of Canada lies in the melting pot of economic revolution. The old courses of trade are being dissolved and broken. New ones are being established. Out of all this disintegration and reconstruction the lumber trade of Canada—if those who are its sponsors realize their opportunities—will emerge with its horizon widened far beyond its present limits.

This is the reason why we will publish an Export Number on June 1st. The information we are preparing for that issue will be practical and indispensable to those who are exporting or hoping to export lumber or timber from Canada.

## Co-operation the Logical Cure

Whenever the question of credits comes up for discussion among a lot of lumbermen, whether retailers, wholesalers or manufacturers, it is a sure thing that everyone present will be interested. No one single question touches all branches of the trade and industry so intimately, or is so important a factor in connection with the success or failure of their business. Although their interests are all affected, it does not follow that they are all affected in precisely the same manner. The chief principles in connection with credit matters are the same all over the world, but they affect different concerns in different ways and it is not a simple matter to induce a lot of retailers, wholesalers and manufacturers to take identical views as to the manner in which credit problems should be handled.

An illustration of this fact has been clearly afforded at the recent meetings of the Lumbermen's Section of the Toronto Board of Trade. Although everyone present at these meetings was agreed that the credit situation in Toronto and in Ontario generally was about as unsatisfactory as it could be, there developed a distinct cleavage of opinion as to the manner in which this situation ought to be dealt with. So far as the retailers were concerned no difference of opinion was disclosed whatever, but among the wholesalers who were present a reasonable doubt was expressed as to whether the question was not one which, under present conditions at least, ought to be handled by the retailers alone. This view was held by several prominent wholesalers who were of the opinion that the solution of the difficulty was largely in the hands of the retailers. Other wholesalers in Toronto however, among them for instance the mover of the motion for the formation of a credit bureau, believed just as strongly as the retailers that the wholesalers were to a considerable extent responsible for the unsatisfactory credit situation, and therefore ought to take part in such a plan for providing a remedy as was proposed. As to the rightness or otherwise of these opinions the Canada Lumberman does not wish to make any statement at present, but as to the necessity for doing something very radical and doing it quickly we have no hesitation in saying what we think.

There is no single question which has been discussed in private by lumbermen with representatives of the Canada Lumberman, more frequently, or more earnestly, than this question of credits and their management. We have seldom made a round of visits among the trade in Toronto, or anywhere else in Canada for that matter, without having come across some lumberman who wanted to have a heart to heart talk upon this subject. Sometimes the discussion takes the general form of a talk about ways and means for improving the situation. At other times it takes the form of a denunciation of some other lumbermen who have transgressed the ordinary rules of business common sense. The strange thing from our point of view is, that until the matter came to be discussed jointly by members of the Lumbermen's Section of the Toronto Board of Trade, no one had thought that it would be worth while to seek out a remedy based upon co-operation in connection with the Toronto trade.

The trouble caused by granting indiscriminate credits is one of ancient standing, yet we believe that the only thing necessary in order to devise and put into operation a successful plan for improving matters is that members of the trade should become better acquainted with one another than they have in the past. This is one of the objects of forming an association of lumbermen such as the Section of the Board of Trade, and an organization of this sort will not be living up to its opportunities if it leaves this important question aside before putting into effect a definite plan for improvement founded upon confidential exchange of information.

No lumberman needs to have information given to him as to the actual manner in which loose credit management demoralizes trade. The working out of the evil once it has secured a foothold, is rapid and certain. The strange thing is that it is ignored by so many people when its symptoms are so definite and clear. Although everyone who is engaged in business knows the dangers, it seems as though there are in the lumber business, as in every other line of life, a large percentage of men who have an absurd idea that their own case is an exception. These men are the responsible ones. It is by means of

their weakness that the perennial crop of dishonest men manage to keep their hold on the trade long enough to make a good clean-up at the expense of men and firms who should have known better and of others who have felt themselves driven into the maelstrom of price cutting by the fierceness of competition. The individual who will take advantage of this tendency on the part of business men who consider themselves exceptions to the natural laws of business, will always be with us and will continue to prey upon us so long as we fail to get together. Getting together, in the widest sense of the phrase, is the only manner in which the situation can be cleaned up. It is not a difficult problem. It is rather a personal problem, one which depends upon good fellowship, business confidence between legitimate members of the trade and a determination to co-operate in bringing about a sadly needed reform.

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Talking of credits and of the manner in which careless handling of credits may lead to serious loss, a few examples are worth mentioning. If necessary we could bring forward a great many, but we well confine ourselves to two which have lately come to our notice. Recently an auction sale was held of the effects of a certain firm of lumbermen. The stock of lumber was sold at 65 cents on the dollar. This stock was valued at about $16,000. The book debts of the company, amounting to over $31,000, were sold for the ridiculously low price of 6 cents on the dollar. It is hard to conceive how any firm could have seriously considered itself capable of doing business which would allow credit to its customers to the extent of just about double the value of the stock which it had on hand. Perhaps it is possible to do business in this manner if the firms to which credit is given are of such excellent standing that the book debts will show a large percentage of good accounts, but with stocks bringing 65 cents on the dollar and book debts to twice the value of the stocks bringing only 6 cents on the dollar there must have been some remarkably loose credit management, which could only result in early and complete failure.

Outside of the lumber trade the same situation exists in many other lines of business. We have before us a copy of the minutes of the meeting of creditors of the Imperial Export Company, Limited, of Toronto, which made an assignment on March 24th, together with a printed statement of the company's affairs, which was presented to the creditors. The assignee explained to the creditors at the meeting that the deficiency between assets and liabilities was approximatly $179,500; a very large percentage of the total liabilities, which were $217,884. The assets amounted only to $38,716. The asests included accounts receivable considered good, to the amount of $1,688; doubtful to the amount of $9,538 (estimated to be worth $2,550), and bad to the amount of $30,826. Of the accounts receivable, therefore, amounting to $42,054.20, only $1,688 can be reported as good, while over $40,000 is nearly all of no value, a small portion being considered of slight value. Yet this firm carried on business in a large way and maintained offices in Toronto, Melbourne and Buenos Aires, and was able to get extensively into debt with many large firms of long standing.

An important feature of this particular case is the list of creditors included in the statement of affairs. The direct creditors included firms and individuals of long standing and widely recognized business ability. It is impossible in all these cases to assume that the creditors could not, in some manner, have learned that they were treading upon dangerous ground, long before the assignment was made. There is unquestionably great need for something far more definite in the way of checking up credits in the business world of Canada than has been put into practice in the great majority of cases up to date. Credits can be handled and are being handled by many successful firms with scientific accuracy, and unless this is done by others there must be great loss of profits and continual danger of failure.

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# Ontario Retailers Need An Association

Although there is so much talk of co-operation and association work among lumbermen in Canada, the field for such a laudable movement is sadly neglected. There are many associations now in existence, all of them doing good work in their respective fields, but there is room for many others, also room for a widening of the scope of those already at work. There are manufacturers' and wholesalers' associations and some retailers' associations, but the country is not sufficiently covered in connection with any of these. The manufacturers and wholesalers have done the best so far, but are far from realizing a reasonable share of their possibilities. Every manufacturer of lumber in Canada who takes a businesslike interest in his work ought to be a member of the Canadian Lumbermen's Association and of any local manufacturers' association in his district. Among the retailers there is great need for association work. In no one field of the lumber business is there such lack of co-operation and such regrettable distrust of one another as there is evident in practically every district where competition comes into play. It leaves the retail lumberman a prey to the scheming of his customers, obliging him to give terms of credit which are unwise; to reduce prices to unsafe levels, or to lose business; and in a hundred and one ways to conduct affairs in a manner unworthy of a man whose ambition is to make an honorable living in an honorable business.

Take the matter of handling customers as an instance of the way in which failure to co-operate works out. The retailer becomes practically at the mercy of the customer. The customer may get into the retailer's debt and delay making payment almost indefinitely, and when the retailer at last becomes exasperated and refuses to sell any more until the bills are paid, the customer simply goes to another retailer and starts over again. If the second retailer asks the first one for information regarding this prospective customer when he switches his business, how likely is he to get information upon which he can depend; or even to act upon such information, whether it has been given in good faith or not? The probability is that he will follow his own judgment irrespective of the information he may have secured. He has been stung so often by customers, by other retailers, and sometimes even by wholesalers, who sell to his trade, that he is sceptical of everything except his own personal experience of a customer's ways of doing business, so, the new customer has the whip hand in nearly every case.

An instance which we heard of recently illustrates the above point very clearly. A prospective new customer came to a retail dealer for lumber. When the terms of payment were under discussion it developed that the customer had been dealing with a competitor and was switching his business. The retailer asked him why he was doing so and was told that the other retailer had not been treating him satisfactorily. So the second retailer asked if there would be any objection to his telephoning the other retailer for information as to the customer's promptness in paying bills. No objection was taken and the following line of conversation took place over the telephone.

"Mr. A. wants to buy some lumber from me. He used to be one of your customers. Can you tell me what sort of pay he is?"

"Well, he is a little bit slow."

"Does he owe you anything"?

"Yes, a little bit, and it is hard to get it out of him."

"Thank you, very much, good-bye."

Turning to the customer the retailer told him exactly what the other retailer had said. The customer appeared surprised, but presently said he would call again in a short time and show the retailer something interesting. A little later he returned and laid before the retailer a bundle of receipted bills for lumber which he had bought from the other fellow, indicating clearly that he was in the habit of paying his accounts in a satisfactory manner and that the other retailer had been giving his competitor untruthful information. He had thought to keep this man's trade, but in reality the result was that he confirmed the customer's bad opinion of him and lost his trade completely. We have heard of cases of this sort of thing from all parts of the country.

It seems to us that the only cure is association work, which will

bring members more closely in touch with one another, showing them that they will be more prosperous if they act towards one another as reasonable business men. If the formation of an association of retail lumbermen in Ontario, for instance, could be brought about, and could be followed up by a plan for the exchange of information regarding the credit standing of customers, the retail lumber trade could be placed upon a much more substantial and satisfactory basis. This sort of thing has been effectively worked out in other parts of the country, both in Canada and the United States. In some cases it is handled locally by the trade in a well-defined district. Organizations of this nature ought to be developed in connection with the retail trade in the chief consuming districts of Canada. In Ontario, for instance, such organizations could avoid heavy losses and much trouble to the local trade and they could exchange information with similar organizations in other districts whenever necessary.

A few days ago we received a letter from a prominent firm of retail lumber dealers in southwestern Ontario which we are publishing elsewhere in this issue. The writer of this letter advocates strongly the formation of a retail-lumbermen's association in Ontario, not so much for the purpose of regulating credits, as discussed above, as with a view to relieving the retailer of another trouble, which, while not so extensive, perhaps, as his credit trouble, is nevertheless, a serious one. He discusses bitterly the dishonest methods of a few wholesalers with whom he has done business at one time or another. It is a matter for congratulation that so many of the wholesalers in Ontario are men of honorable business instincts, but there are others whose ideals are based largely upon the belief that the only thing to consider is the actual transaction which may be under way, and how it can be made to yield the greatest profit without any consideration of the interests of others in the trade. The particular case which this retailer uses as an instance is a flagrant one. He tells of a wholesaler who took a high moral standing in his discussion of business methods, assuring the retailer that he was doing all he could to protect his customers. The retailer found, however, upon one occasion recently, that a considerable amount of lumber was shipped into his district and unloaded by farmers. The sale had been made direct by a wholesaler to the farmers and investigation showed that the wholesaler was none other than the one who had been pretending to protect his customers. It is needless to say that this wholesaler, while he made a pretty good profit on the sale of this stock, lost entirely the custom of this retailer, who carries on a business of considerable extent in his district. The wholesaler has grabbed at the shadow and lost the substance. Moreover, it is a pretty sure thing that this retailer will advise other retailers, with whom he may be on intimate terms, of the manner in which the wholesaler has duped him. It is regrettable that there should be any such behavior on the part of important members of the wholesale trade. We suppose that so long as the trade exists, however, there will always be some of this class of dealers, and for this reason also it is important that retailers should work out some plan for protecting themselves.

# How the Stamp Tax is Working Out

Since the stamp tax upon cheques, bills of exchange, promisory notes, etc., was imposed on April 15th, numerous enquiries have reached us as to the proper manner in which to comply with the new regulations. Although the tax has only been in effect for a fortnight the public has become pretty well accustomed to it and there is not now anything like the uncertainty in regard to what should be done, that there was at first. There has developed, of course, considerable diversity of opinion as to how the tax will work out as a revenue-producing measure, and as to how it ought to be worked out in order to be as fair as possible to all parties concerned. What we are interested in at present however, is the actual working out of the measure under existing conditions. Considerable enquiry which we have made among bank managers and lumbermen shows that the situation is about as follows:—On cheques, it is necessary for the person issuing them, that is to say the person whose signature appears on the face of the cheque, to attach a stamp. Otherwise he renders himself liable to a penalty not exceeding $50. On drafts presented to the bank for collection, the person presenting the draft must attach a stamp, irrespective of whether the bank succeeds in making collection or not. A similar penalty is provided in this case. Promisory notes or bills of exchange when delivered to the bank must have a stamp attached by the person delivering them.

As a result of these regulations, the burden of the tax in some cases does not seem to be placed upon the right party, from a business point of view, although it is being pretty generally accepted in a philosophical and uncomplaining manner. In the case of cheques for instance, one would naturally expect that the person in whose favor it is made out would be very willing to affix the stamp. This may be done in some cases, but the regulations state definitely that the issuer is the responsible party and the one liable to fine. For this reason all the information we have been able to secure from various sources indicates that it has already become the definite practice of those who issue cheques, to attach the stamp. Likewise, those who send drafts to the banks for collection are attaching stamps. During the first few days the bank returned many drafts which had not been stamped.

One enquiry which we received recently related to "time cheques" issued by logging operators for payment of their workmen in the woods. These time cheques, are payable at the head office of the company wherever it may be located, but many of them are handed to merchants in payment of an account, and from the merchant they reach a bank which presents them finally at the head office for payment. We are advised by the Finance Department at Ottawa that these "time cheques" are "bills of exchange" and not strictly cheques. The company issuing them does not require to place stamps upon them, but the party who tranfers them to a bank must place stamps upon them at or before the time when he negotiates them.

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A large flagstaff has been got ready for shipment to England, where, as a present from the Government of British Columbia, it will interest the crowds of Londoners who flock to Kew Gardens, the famous botanical gardens a few miles up the Thames from London. The flagstaff is the most perfect specimen in existence, for from end to end it is absolutely without a flaw. When it was cut on the limits of the Brooks, Scanlon & O'Brien Company at Gordon Pasha Lake, the stick was 236 feet long, but 20 feet was cut off later owing to a flaw being detected. In its original state the stick was five feet in diameter at the butt, and 14 inches in diameter at the top, and as straight as could be. Since the workmen have finished dressing it into shape, the stick now has a diameter of 32 inches square at the butt for a distance of 16 feet. For the next 100 feet it has an octagonal shape, and for the last 100 feet it is perfectly round. The upper 200 feet is a gentle taper from 32 inches to 12 inches.

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The United States Commissioner of Currency recently made enquiries of eighty National Bank examiners as to business conditions, asking them for special reports upon the outlook. Ninety per cent. of the replies received stated that a permanent improvement in business conditions has taken place recently. According to a summary of the reports, which has been made public by the Commissioner of Currency, hopefulness is apparent in nearly every district. Agricultural conditions are said to be generally excellent and commercial lines, with comparitively few exceptions, are enlarging their activities mainly as a result of an increased demand, but in some instances in preparation for new business, which is expected to develop with the coming of good weather. Industries receiving orders for supplies from foreign countries are described as especially buoyant.

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For the fiscal year ending March 31, 1915, the receipts at the Dominion timber office at New Westminster, B.C., totalled $72,031.84 and for the corresponding period ending the last of March, 1914, the receipts were $59,601.47.

# Toronto Trade Discusses Credit Bureau

## Spirited Views Expressed Regarding Importance of Adopting Plan for Checking Credits—Positions of the Wholesaler and the Retailer

The Lumber Section of the Toronto Board of Trade held a meeting on April 9th at which an important discussion took place in connection with a proposal to form a credit bureau. Mr. J. L. Campbell, chairman, presided.

After the routine business had been disposed of Mr. A. E. Clark, introduced the discussion of the proposed credit bureau. Mr. Clark had given notice of motion at the previous meeting that a credit bureau might cover the trade of Ontario or even further if they saw fit. Similar bureaus were being run at present in connection with the Canadian Lumbermen's Association and in connection with some of the large lumbermen's associations of the United States. The operation of such a bureau went much further than that of any commercial rating company. From the commercial rating companies you could not get information to the effect that a man was a chronic kicker, claiming shortages, etc. He had in mind a man who invariably made claims for shortages. On one occasion he had claimed that a car was 200 feet short. Mr. Clark had gone to see the car without this man's knowledge and found that it had not even been unloaded. That was only one small item, but it was indicative of the general situation. There were concerns also throughout the country who were not entitled to credit at all, but who got a little credit from many wholesalers. If a credit bureau were established it would work out to the benefit of both wholesalers and retailers, by furnishing a means of checking up credits both from a financial standpoint and also from a moral standpoint. He suggested that they should form a committee to look into this situation and secure information from organizations which are running similar systems. In time, he believed, they could form a good credit association for Ontario. Mr. Clark concluded by presenting a resolution to the effect that a committee should be appointed. Mr. W. C. Gall seconded the motion. Referring to the necessity for a credit bureau Mr. Gall instanced cases where men would secure credit from one firm and go to another and get a little lumber from them until they had practically gone the rounds and everybody was caught. A credit bureau would be an infinite benefit to the trade.

### Breaking the Heart of the Legitimate Retailer

Mr. J. B. Reid spoke vigorously in support of the proposition, saying that the retail man suffered when the wholesale man suffered and if there was anyone who ought to be protected it was the retailer, who should be protected by the wholesaler. The wholesaler also ought to be protected by the manufacturer. So long as wholesalers continued to sell to men who could not and would not pay, they were breaking the hearts of the men who would pay. The wholesale men today were weeping more than he had ever heard them in all his experience. He believed that the war had nothing whatever to do with this situation. The real cause of the trouble was that there were too many men trying to do business as retailers. There was not sufficient business for them all to make a decent living. The consequence was that everybody was grabbing for everything at any old price. Some people were not satisfied to run a small yard as had been the case in the old times when the running of a small yard was an honorable occupation. Today, if a man wanted a load of lumber to build a house, and dug a small hole in his front lawn in the morning, before the next morning, there would be three or four men sitting on his door step waiting to sell him lumber. When these men came along to see the builder he gave them lists and waited to see what was doing. The salesman with the list would return to the office and persuade his firm to furnish the lumber. That was the way the retail business had been going on for the last two or three years. It was not being run as it ought to be run. When a man wanted lumber he should be made to go to a responsible yard and pay a respectable price. The man who sat on the door step looking for the builder's trade did not care anything about bad debts. He was getting his salary and going around looking for more prospects. If the wholesaler would give a retailer lumber in return for promisory notes on which 10, 15 or 25 per cent. only would be paid when they fell due, and the balance renewed indefinitely, where would he land? He would have a fine book full of debts upon which he would never recover more than half.

As far as the credit bureau was concerned, the best advice they could get was the advice they could give one another. They must be honest among themselves and expect their customers to be honest with them. When they got information from half a dozen men in the trade about a proposed customer they would be able to size up the man's financial and moral responsibility far better than they could by getting information from any mercantile agency. He thought that they should have in the files of such a bureau a book in which all such information would be set forth. If a lumberman were to be stung by a customer he should give information to that effect, giving the name of the customer and the amount. This information should be filed away and no one should have authority to divulge the name of the party making a report. The information would be available for every member of the bureau, thus giving those who were trying to pay their way, a chance.

### The Speculative Builder's Evil Influence

Mr. Reid thought that the ball had been started rolling in the right direction by Mr. Clark. Speculative builders, he believed, had been the curse of the lumber trade. They were purely and simply gamblers, taking great chances. They had no money on which to take a chance, but they took it upon the money of the lumbermen. If they won they won, and if they lost the lumberman lost. His experience had been that there was always a tail to the cat, and the last fellow got squeezed good and hard, and the profits he had made out of the first half dozen deals were all eaten up in the last one.

A lot of the trouble came from worrying too much about what the other fellow was doing. They ought not to care what the other fellow was doing. The two loads that he sent out might be going to perdition, while your one load was making good. If the lumbermen could get together and form some kind of a system to look after the credit trouble there would be a great improvement in the whole trade. No lumberman had ever lost one dollar through men who came to their yards for supplies, compared with $100 lost through men whom they went after. Mr. Reid also dwelt forcibly upon the wholesaler's connection with the situation, claiming that the wholesaler, by granting credit indiscriminately to every man who called himself a retailer, was encouraging cutting among retailers and preventing those who were trying to do an honest and profitable trade from doing so.

Mr. Norman Hocken, Otter Lake Station, Ont., expressed hearty approval of the proposal to form a credit bureau. This was a proposition, however, which would require a great deal of thought in order to work it out successfully. He suggested that they should all give their attention to the subject and come to the next meeting prepared to discuss it in much greater detail. They would probably then be able to lay down definite plans which a committee could take up and work out.

### Credits Extended Without Proper Enquiry

Mr. A. E. Clark again discussed the subject saying that he agreed with Mr. Reid that a large portion of the trouble in Toronto had originated from wholesalers issuing credits without making proper enquiries. It was just as necessary for the wholesaler to check his credits as it was for the retailer. The wholesaler and the retailer must work together on such a question. Speaking as a wholesaler he thought that wholesalers were partly responsible for the present situation. If they could put into effect a practical credit system which would enable them to eliminate a lot of those men who had their offices under their hats or on somebody's door step, and thus give the trade to the legitimate lumber dealers they would raise the standard of the business and also its profits.

Mr. J. L. Campbell, the chairman, thought that the credit problem was definitely divided into two parts, one relating to the wholesaler's business with the retailers and the other relating to the retailer's business with his customer. If the retailer were careful about his credits and sold only to those who were responsible and sure pay his cost would be reduced to a minimum and there would be no danger to the wholesaler provided that he sold only to the retailer who conducted a legitimate business. If the wholesaler went past the retailer and sold to the retailer's customer he was demoralizing the trade.

Mr. Reid remarked that if the wholesaler sold to the legitimate retailer who paid his debts when they fell due, Mr. Campbell's argument was sound, but if he sold to a retailer who did not pay his debts it was unsound.

Mr. Campbell replied that he was just coming to that point. If the wholesaler sold to the contractor or to the consumer, going past the retailer, he was taking from the retailer business to which the latter was entitled and upon which he should have a profit. In that way he was reducing the capacity of the retailer to pay his bills to the wholesaler and was helping to make the retailer a poor retailer. The wholesaler ought to scrutinize his accounts just as carefully as the retailer and cut out the men who were not meeting their paper in

the proper way. One of the great difficulties with the retailer, he thought, was that he so often wanted to do all the business. This was one of the most serious errors that a man could make. Every man should recognize that the other fellow had a right to his share. Failure to recognize this fact led to price cutting, bad debts and trouble for everybody.

Mr. G. W. Boake said that the trouble the retailers were up against was that every man who hung out his shingle as a retailer had all the wholesalers calling upon him offering him any terms he wanted. Then, when the wholesaler came across a bill that was too large for this class of retailer to handle, the wholesaler often went straight to the contractor. The result was that the legitimate retailer was up against it on both sides.

"Had not the retailers a remedy in their own hands largely, by refusing to buy from wholesalers who sell to the retailers' customers"? Mr. Campbell asked. Mr. Boake replied that he thought this was the case.

Mr. Reid thought that the retailers would be perfectly satisfied to compete with any other retailers if they knew that the man who sold to the competing retailers made him pay for the lumber when the time was up.

Mr. Boake agreed with this, but remarked that the great trouble was that so many men tried to get into connection with the new customers and to give them all the credit and all the lumber they wanted.

Mr. W. B. Tindall spoke of the manner in which his company, the Parry Sound Lumber Company, had handled its credit affairs. He believed that his company had not had a loss of more than one-half of one per cent. on account of the extension of credit. They watched their credits rigidly. They never let an applicant for credit make his own terms. That principle had been followed out as far as was consistent. Much of the trouble in connection with credits arose from the fact that many men went into business without sufficient capital, trying to do a ten, fifteen, or thirty thousand dollar business on one thousand dollars of capital. They went to the bank for credit and the banks made them pledge everything they had. Then, when they wanted to get more capital, they went to the wholesaler who was supplying them with lumber and all too frequently obtained further credit to which they were not entitled. When trouble developed the wholesaler found that the bank had everything tied up so tight that he could get little or nothing in payment for his lumber. If the wholesaler would investigate these men and find out the extent to which their stock had been pledged or their credit exercised, the situation would be very different. It happened frequently that the salesmen had too much to do with the extension of credit. There was not a salesman made who ever was a good dispenser of credits. The man who sold should have nothing whatever to do with extending credits. In his company, when a man wanted credit he was always referred to the "mean man" in the office, who was especially capable of looking after the credit situation.

At the suggestion of the chairman, the discussion was adjourned until the next meeting.

The next meeting was held on April 16th. Mr. Campbell gave an outline of the discussion at the previous meeting and a further interesting discussion took place. Mr. W. J. Lovering suggested that the creation of a credit bureau as suggested would duplicate to some extent the work done by the Canadian Lumbermen's Association which furnished wholesalers with information regarding the credit standing of retailers.

Mr. L. F. Strickland said that there were enough retailers in the Board of Trade to make it worth while to try such a plan. If a credit association existed the interests of the wholesalers would be taken care of, as well as those of the retailers.

Mr. Lovering thought that this might be the case and added that according to his idea it would be best not to have a regular bureau of information, but simply to exchange confidential information at regular meetings.

Mr. Boake thought it was important that they should work out some plan for giving a better idea as to the retailers' standing than was at present available. The more carefully the wholesalers watched their credits and the more systematically they exacted payment when it was due, the better it would be for the retail trade.

Several other members took part in the discussion drawing attention particularly to the expense which would be involved in forming a regular credit bureau and the large amount of clerical work which it would involve. The discussion finally centred largely around the point as to whether such a plan for reporting upon credits should be handled entirely by retailers, or whether the co-operation of the wholesalers would be essential. It was evident that the opinions of those present were as yet unsettled in regard to this point, although all were agreed that the necessity for introducing some definite plan for checking up the credits of retailers and contractors was a most pressing problem.

The discussion on the subject was again adjourned until the next meeting.

## Lieutenant in an English Regiment

Lieut. C. P. Waldie of Victoria Harbor, Ont.

Mr. C. P. Waldie, whose portrait we publish herewith, is well known to lumbermen in Ontario as the manager of the Victoria Harbor Lumber Company, at Victoria Harbor, Ont. Mr. Waldie felt the call to go to the front, soon after the war commenced. He left Canada in September, proceeded to England, where he secured a commission as a lieutenant in the Queen's Royal West Surrey Regiment. At present Mr. Waldie is stationed at Worthing, England.

The Victoria Harbor Lumber Company operate three mills at Victoria Harbor, which, together with the power house and an excellent piling yard, make up the company's plant. The mills are equipped with everything that goes to the creation of a modern and efficient lumber producing plant. It has been in the management of this large plant that Lieut. Waldie has been engaged. He devoted his whole time to the business of superintending the plant and its output. Lieut. Waldie is a son of the late John Waldie, who made for himself in the lumber business of Canada a name which stands among the very highest.

## Personal News of the Trade

F. L. Johnson, Jr., advises us that he has moved to 1231 Lumbermen's Exchange Building, La Salle and Madison Streets, Chicago.

Mr. R. Wilson has been appointed secretary of R. Macfarlane & Company, Limited, lumber merchants and sash and door manufacturers, Montreal.

Geo. Weisner, formerly with the Long Lumber Company, Hamilton, Ont., has joined the selling staff of the Canada Lumber Company, Weston, Ont.

Mr. Leon Gagne, Jr., formerly General Manager of the Western Lumber Company, Montreal, has assumed charge of the purchasing and selling ends of the Canada Lumber Sales Company, Limited, Montreal.

Herbert McKnight, Cobalt, Ont., in a letter to the Canada Lumberman states that he finds business good, war or no war. Mr. McKnight is a wholesale dealer in lumber, handling spruce, pine, ties, poles and piling.

J. M. Donovan, of the Long Lumber Company, Hamilton, Ont., whose office was formerly in Toronto, is again covering the city of Toronto for the Long Lumber Company and will visit the Toronto trade for about a week in each month.

Mr Harold Bradley, general manager of Forest Products, Vancouver, B.C., states that his company has received a standing order for 200,000,000 feet of hemlock logs from a prominent Puget Sound box manufacturing company. The order follows upon a trial order for 600,000 feet of lumber supplied a short time ago.

Captain R. S. Bingham, manager of the Coast Lumber Yards, Limited, Winnipeg, has been granted leave of absence and Mr. W. H. Sinclair will be in charge of the company's business until Captain Bingham's return.

Hon. John C. Kaine, Minister without portfolio in Sir Lomer Gouin's Cabinet, has been nominated Legislative Councillor for Stadacona, P.Q. Mr. Kaine has represented Quebec West in the Legislative Assembly since 1904. He was made a Minister by Sir Lomer Gouin two years later. Mr. Kaine is a prominent and successful steamboat owner and lumber merchant.

Mr. J. William Jones, a member of a prominent timber firm in Liverpool, England, who recently visited Victoria, B.C., expressed himself as much impressed with the outlook for the timber industry. "With the favorable freight rates afforded by the opening of the Panama Canal," he said, "British Columbia should be in a position to compete advantageously with the Baltic, where formerly England secured most of its timber. The lumber obtainable in British Columbia is well adapted for box making, and I see no reason why an extensive trade should not be developed between British Columbia and the British Isles." Mr. Jones' firm recently placed an order with a Victoria company for 500,000 wooden boxes, a branch of the business in which his firm specializes, and he has just completed arrangements for their shipment to the Old Country.

# The Reader's Viewpoint on Trade Topics

## Retailer Urges an Ontario Association—Vigilance Necessary for Credit Management—Wood Silos Filling the Bill

Articles or letters to the Editor of the Canada Lumberman, dealing with trade conditions, or discussing questions of interest to manufacturers, wholesalers or retailers of lumber are always welcomed by our readers. Here are a few that have been received lately:—

### Ontario Retailers Should Organize

Editor Canada Lumberman: Exeter, Ont., April 22.

We have for some time been debating in our minds the question of wholesalers selling to other than retailers. and we feel that the question is one in which every retailer in the country is and should be interested.

From time to time we have been subject to such treatment, from wholesale firms, who sell direct to farmers, and we expect that other retailers have received the same treatment. We know there are a large number of wholesalers loyal to the retail trade. but you will find in all business relations some who will do business and care not how till they are caught red handed. Then you must listen to their excuses.

We have now in our mind one firm who delivered two cars of cedar posts to our station in the last month, same was unloaded and paid for by farmers themselves. This firm have the reputation for doing the same thing elsewhere. They have since informed us that they are very careful to whom they sell and always protect their customers. We have been buying from this firm for some time, so this proves their protection is not to be depended upon.

It is up to every retail dealer in this part of the country to raise his voice or pen to combat this class of business. We, as business men, must look after our part of the business and see that it is conducted to our own interest; not by charging the consumer a large profit, but by running our business on a fair margin and getting what business there is in our communities. Is it not in the interest of the wholesale firms to see that we get fair treatment in this matter, as business for us is business for them. We might add that now in this time of depression of all time, is the time for them to be loyal.

At the present time there is no other class of people, who can help the trade better than the farmers. as most of them will allow a business man a fair margin, but you will find a few wise ones, who think they should have all, and are wise enough to pull the wool over the eyes of the simple-minded wholesaler, to sell them a car of posts once a year. When a wholesaler has done this he will find out that he has lost his retail business in that section of the country for good.

Would it not be a wise plan on the part of the retailers to organize themselves into districts and meet once a month to talk matters over. We would then be in a position to meet the wholesale dealers who sell to consumers, in an organized body, have no business dealnigs with them and fight them to the last ditch? We do not know of any body of men who have less organization than the retail lumber dealers, and as long so we stand by and let others combine themselves, it will be to our loss.

Now in conclusion let us say as for us, we are out to give this class of wholesalers their dues and we will not buy from them and will do all in our power to hit their trade wherever we find it.

We would be pleased to hear from some of your readers in reference to the above matter as it is striking at the very foundation of the retail business.—The Ross-Taylor Company, Limited.

### Vigilance Essential to Credit Management

Editor Canada Lumberman:— Toronto, Ont.

We have been interested in many of the articles and letters which have recently appeared in the Canada Lumberman discussing the situation in connection with credits and collections. This is one of the most important features in connection with the wholesale lumber trade and we have given it close study.

Before we sell any stock to a man we secure all the information we can in regard to his financial standing, his general habits, etc., and particularly as to his way of doing business, that is to say, whether he is a money-maker or is one of those who conduct their business in a slip-shod manner. We make up our minds before we sell him anything, how much credit we are prepared to give him on regular terms. Our terms are two per cent. thirty days from date of shipment, and three months net from date of shipment.

When a man's bill comes due, if he does not pay we want to know why. In fact we insist on knowing why very definitely. In any case we insist upon a part payment, unless there is some very good and exceptional reason.

Discretion must be used in connection with every individual case. Each case must be decided upon its merits. The secret of successful collections is to know your man and to know when to grant an extension and when to decline it. If we think that a man is treating us fairly, and we find that he is urgently in need of an extension of time we grant it, but if it once gets into our heads that he is not giving us a square deal we close down upon him very sharply. There is no other way of handling the situation.

As we said before, the matter is one in regard to which definite procedure must be applied right up to the point where a man asks for an extension, and after that discretion must be used, because that is the critical point at which you must form your opinion as to whether assistance will enable the customer to pay his bill in full in a reasonable time, or as to whether it will simply encourage him to stall you off indefinitely.—Wholesaler.

### Wooden Silos Superior to Cement

Editor Canada Lumberman:—

This season, in this locality, will be a very busy one in the silo end of our trade. There are several kinds on the market which are being sold and used in this district, but this year the wood silo is taking the lead. The farmer is waking up to the fact that the cement silo draws frost, and causes more lost feed than the wood silo. I have been investigating somewhat in this line, and find that the majority of the farmers are more favorably inclined toward the wood silo than before. I have found that the silage freezes to a thickness of from eight to twelve inches in a cement silo, while the same degree of frost will scarcely cause a noticeable effect in a wood silo. One man said his wooden silo had two inches frozen in it last winter, and his cement one had over ten inches, which shows the difference in the conducting qualities of cement and wood. The time has come when the farmer is becoming a little more particular as to what he buys, and he will not always rise to a glittering bait. The writer has a good deal to do with the farmer trade and finds that you must have a good article, as one farmer tells another, and so on it goes.

Some time ago I saw an article in your paper to the effect that the lumber dealer should not sell any side lines. Well, in our case, we would come out at the short end of the stick if we did not have other lines, as some people wish to try different lines of lumber. For instance, if a farmer wishes to try a cheap ready roofing instead of shingles, I certainly might as well sell him what he wants as let him go to the hardware dealer, where, perhaps, while he is getting his roofing he may buy one of their cheap screen doors, which the country dealers sell.

I have my money tied up in the lumber business, but if I cannot sell lumber I must sell something which will help to make a profit, and overcome the shortage caused by not selling lumber. I might add, that there is nothing in the building trade which you cannot purchase through us as dealers here, except hardware.

If we do not have it in stock, we have arrangements with firms who will supply us direct with our different needs in this line. It is very nice for the small village dealer to know that there is a "big city" dealer who will supply him with anything he may require, and save him from buying perhaps a whole car when he only needs a few pieces. —Country Retailer.

### Lumberman Furnishes Machine Guns

J. B. Fraser, the well-known Ottawa lumberman, has donated two addition machine guns to the machine gun section of the 8th Canadian Mounted Rifles. The section will thus be increased from a two-gun equipment to a four-gun equipment and will be under the command of Lieut. Fraser, second son of Mr. Fraser. Mrs. Fraser has already donated one machine gun and the Militia Department one gun to the section. Lieut. Hugh Fraser, another son, is at the front with the first contingent, and was an officer in the Governor-General's Foot Guards.

Mr. Robson Black, Toronto, has been appointed secretary of the Canadian Forestry Association in succession to Mr. James Lawler, who resigned at the annual meeting last January, after six years' service. Mr. Black is a graduate of Queen's University, and has been engaged in journalistic work in London, Montreal and Toronto. He has had considerable experience in organization work and expected to take up his new duties at Ottawa about April 15th.

# Ontario Output Showed Increase

## Production of Timber Under License During 1914 Exceeded 1913 by 22,204,830 ft.—Revenue Shows Decrease

The annual report of the Minister of Lands, Forests and Mines of the Province of Ontario, for the year ending October 31st, 1914, has been issued. The report states that the revenue accrued due from woods and forests for the year ending October 31st, 1914, was $2,009,131.43, a decrease of $118,191.13, as compared with the accrual of 1913. The revenue collected during the year from woods and forests amounted to $1,674,887.93, a decrease of $304,237.88 as compared with the revenue collected in 1913. The revenue from timber dues was $1,112,480.38 against a collection of $1,277,490.08 in 1913. The collection on account of bonus was $454,167.24 as against $591,676.29 in 1913. The collection on account of ground was $103,910.31 as against $99,460.19 in 1913. The revenue from transfer fees was $4,330 as against $10,500 in 1913.

The area under license in 1914 was 17,333 square miles, as against 17,517½ square miles in 1913. The area under license varies from year to year from several reasons. Areas cut-over are dropped and other areas go into what is called "abeyance," that is, the ground rent not being paid the license does not issue, or perhaps Crown timber dues are owing, in which case the license does not issue. Then the next year the ground rent or dues having been paid up the licenses are again issued and the area under license is considerably increased although no sale has taken place. There was surrendered during the year 1,111 square miles and new licenses were issued for territory aggregating nearly 500 square miles.

### Volume of Output

The production under license of pine timber, sawlogs and square timber, etc., in feet board measure during 1914 was 382,582,027 ft. B.M., being 22,204,839 ft. B.M. in excess of the output of 1913. The output of timber other than pine in 1914 was 77,451,857 ft. B.M. as against 64,097,436 ft. B.M. in 1913. The quantity of pulpwood taken off Crown Lands was 104,544 cords as against 131,434 cords in 1913. There were taken out 5,439,845 pieces of railway ties as against 6,355,828 pieces in 1913.

### Financial Stringency

In the report for 1913 the existence of financial stringency was referred to and the opinion was expressed that there would not be much increase in the output of logs. Financial matters did not improve, but on the contrary became worse in the sense that the war came upon us in August just when lumbermen were making arrangements for the payment of accounts for the previous season and also for advances on account of their lumber operations during the coming season. For some time after the breaking out of the war financial matters were in a state of chaos and lumbermen found it impossible to finance both their operations and the payment of their accounts for timber dues and they frankly said so. The Department has never failed to take into consideration the state of financial matters and to assist in preventing a crisis in the lumber trade by extending leniency to those indebted to it for timber dues, because the security of the limits is good. In pursuance of that policy the Department did not press for payment in full of accounts for dues, etc., consequently the collection from woods and forests has been about $304,237.88 below the estimated revenue. It is not expected that the output for the winter of 1913-14 will greatly exceed that of 1912-13, although the financial position is somewhat improved.

The report states that several fires occurred last year. A few in the Mississaga Forest Reserve, which necessitated the sale of some timber berths in order that the timber should be cut during the present season. There was also a serious fire in the Algonquin Park which was extinguished with difficulty and not until considerable timber was damaged. This timber was offered for sale, but owing to the depression in the timber trade no bids were obtained. On the whole, however, the fires on lands of the Crown were not serious, and except on licensed territory, no losses were incurred. There were several fires on licensed territory, notably in the Townships of Parkin, Goschen and Montgomery.

The cost of patrol of forest reserves was $84,148.59; on railways and Crown lands $148,079.28. The cost of extinguishing fires in forest reserves was $2,952.07; on railways and Crown lands $2,508.77. There are 325 rangers on licensed lands, the estimated cost of which would be approximately $85,000.

## Lumber Carrier Torpedoed

A British tramp steamer, known in the North Pacific lumber trade, was recently sunk by a German submarine. The steamship Hyndford, 2,775 tons, was torpedoed off Beachy Head, March 19th. All of the crew except one was saved. The Hyndford cleared from Puget Sound, September 12th last, with 2,797,760 feet of fir and 709,437 feet of redwood, for Calcutta. At that time the German cruiser Emden was sinking many British merchantmen in the vicinity of Singapore and Penang, and the master of the Hyndford, when interviewed by a Seattle paper, declared he would attempt to ram any German warship that might get in his path.

## Radical Change in Rivers and Streams Law

The bill introduced into the Legislature of Ontraio recently by the Minister of Lands, Forests and Mines in connection with the Rivers and Streams Act has been enacted into law. This bill gives the Lieut.-Governor-in-Council power to declare by proclamation that any river, stream or creek to which the Rivers and Streams Act is applicable shall be under the jurisdiction of the Minister of Lands, Forests and Mines, who shall have power to determine upon application to him by any parties concerned, questions arising in relation to such river, as to the right to construct or use improvements thereon; as to the respective rights of persons using the river for floating timber; and as to the right to interfere with, alter or obstruct in any manner the flow of water in the river. The decision of the Minister in these matters is to be final. The bill also prohibits any person from constructing a dam, weir or other work upon any river except with the permission of the Minister of Lands, Forests and Mines, and under such conditions as he may impose.

If the Minister deems it expedient he may have an inspection made of the river, and name an engineer for this purpose. The Lieut.-Governor-in-Council, upon the Minister's recommendation, may make regulations for the management of such works, according as he considers expedient. The Minister may appoint an inspector to visit such rivers to determine as to the regulation of the use of the water so as to give all parties entitled to it for lumbering, power or other purposes a reasonable and fair opportunity to make use of the water. In cases of dispute as to the use of such works or water the Minister may have an inspection made and then may appoint an officer to be in charge of the river or improvements who shall regulate the use of the river and improvements. When works or improvements upon such a river get into a state of disrepair, the Minister may order improvements to be made by the owner or occupier, and, if the latter neglects or refuses the Minister may have them made at the expense of the person named.

The main effect of this bill is to place the settlement of disputes between parties having diverse interests in the use of such rivers, in the hands of the Minister, whose decision is made final.

## French River Driving Charges

The French Boom River Company, Limited, is making application to the Dominion Government for approval of the following proposed toll to be collected on logs and timber taken down through its works during the season of 1915:—

| | Cts. |
|---|---|
| Section I.—(a) For all logs and timber passing through the works of the company from the Elbow to below rapids at Tramway, for each 1,000 feet B.M. ... ... ... ... ... ... | .05 |
| (b) For taking logs from inside Elbow just above Tramway, and delivering same in rafts to Lake Tugs in their storm booms, and additional charge per 1,000 feet B.M. ... | .40 |
| Sections II., III., IV.—For taking logs from mouth of Wahnapitae, Main French or Pickerel River at LeBoeuf Lake to inside Elbow, for each 1,000 feet B.M. ... ... ... ... ... | .30 |

## Southern Hardwood Sales in Ontario

The first issue of the periodical reports of actual sales of hardwood lumber by members of the Hardwood Manufacturers' Association of the United States has been issued by the Association. The report is compiled by the secretary and contains lists of the actual amounts, sizes and prices, of sales made in the different districts of the United States and Canada which are covered by the Association. The secretary states that future reports will be more complete as reports are now coming in from all parts of the country. It is interesting to our readers to note that the first report contains notice of sales in the Toronto territory covering all points in the province of Ontario east of Lake Huron as follows:—Chestnut 30,000 feet at prices varying from $22 for 4/4 in., sound wormy, to $52 for 5/4 in. and 8/4 in. Fas.; plain white oak, 33,000 feet at prices varying from $42 for 8/4 in. No. 1 common to $62 for 8/4 in. Fas.; 19,000 feet of plain red oak at $60 for 6/4 in. Fas., $62 for 8/4 in. Fas., and $68 for 4/4 in. Fas.; 7,000 feet of quartered white oak, 4/4 in. Fas. at $82; 16,000 feet of rough poplar 4/4 in. Fas. at $57; 4,000 feet of rough poplar, 5/4 in. select at $48; 3,000 feet rough poplar 6/4 in. select at $48; 8,000 feet rough poplar, 4/4 in. No. 1 common at $42, and 3,000 feet of rough poplar, 4/4 in. No. 1 common at $38.

# Montreal Engineers Discuss Dry Rot

## Decay in Timber Recognized as a Serious Problem Requiring Scientific Study—Rosin Content and Density the Chief Factors in Safe Grading

Montreal, April 23rd (Special to the Canada Lumberman):—"Decay in Timber" was the subject of a discussion at the closing meeting of the Canadian Society of Civil Engineers, Montreal, on April 22nd. The subject was discussed from the engineering, botanical, chemical, biological and other points by several speakers, their remarks being illustrated by a large number of fine lantern slides, showing the causes and effects of various forms of dry rot. The attendance was large, and included several prominent local architects, chemists, builders, and many consulting engineers.

The discussion was opened by Mr. Frederick B. Brown, M.Ss., M. Can. Soc. C. E., who said, in part: During the past three or four years there have come into more or less prominence a comparatively large number of cases of decay in timber causing structural difficulties. Timber is and will continue to be used in engineering work to such a very great extent for poles, piles, ties, cribwork, trestles, flooring, sheetings, and for the framework of buildings and other structures that these cases of dry rot trouble seem to call for careful thought on the subject. Every engineer who has been connected with railroad work and pole line construction knows the effect of decay on ties, the butts of poles and other timbers partly imbedded in the ground. The causes are perhaps not so well known nor the reasons why adjacent ties or poles may act quite differently in resisting decay. The details of decay in buildings, however, are perhaps not so familiar to us as engineers, and it is therefore the purpose of this talk to present some features in connection with dry rot in buildings.

### Fungus Growth the Cause of Rot

Decay in wood was formerly supposed to be a slow chemical action something like the rusting of metals, and it was thought that the fungus growths frequently found on timber were there because the wood was already decayed rather than that they were actually the cause of the rot in the wood. Forty or fifty years ago, careful investigators in Europe showed that fungi were the cause of rot instead of the result of it, and the mycelium, or thread-like branches of the fungus, was shown to be capable of penetrating and destroying the wood fibre. There are several fungi which may cause rot in timber. Some of these varieties are now well known to botanists but others are much less so. The action of the same fungus on different woods; and of different fungi on the same wood, is only commencing to be studied, but it is known that the same fungus acts very differently on different woods, and indeed on different parts of the same piece of timber. In addition to the life progress of the fungus through the wood cells, it is quite likely that there is a chemical action, but this is by no means well understood as yet.

The pines, white, red and yellow, are the timbers most usually found in the framework of eastern mill and factory buildings. Spruce and hemlock are also very largely used, but not to such a great extent as the others. Oak beams have also been in the past very freely used. The use of British Columbia or Douglas fir for framework is really only commencing in the east, but it would appear that this magnificent wood will be more freely used in the future, especially when the advantages of the water-borne freight via the Panama Canal will have become well known. A very common form of construction is a framework of yellow pine with floors of spruce. The most noteworthy cases of dry rot in the last few years are concerned with timbers of nearly every variety mentioned. The disease is apparently no respector of species. Neither is its action confined to any one locality. Serious cases are on record in widely scattered places in Canada and the United States.

### Decay in Water Tank Structures

Some four or five years ago we had occasion to examine nearly two score of water tank structures in and about Montreal with a view to reporting on their stability. It may perhaps surprise some of those present to hear that in nearly every instance there were found one or more serious defects in design, construction or condition. Apart from structural defects we found several more or less affected by rot.

One case will serve as an example. In this one the entire wooden supporting framework was badly rotted and so dangerous as to require complete renewal. The arrangement of the structures was such that it was exposed to moisture most of the time, and an ample supply of condensed steam was available for the rot which had penetrated nearly every member. This structure was composed of heavy white pine timbers. A not uncommon trouble was found in tank staves. These are generally 3-in. stock. The heart of staves may be completely rotten without there being any external indication of such a condition.

An interesting case has just come to our attention. A large factory built in 1911 near Montreal has recently been awarded a contract for the manufacture of shells for the war. In examining the building with a view to remodelling it to take certain new machinery it was noticed that the main floor had sagged. Investigation showed a serious case of dry rot, with extensive structural damage. The floor was composed of three thicknesses of 2-in. hemlock planks laid criss-cross and the beams were 12-in. x 12-in. composite members made up of 2-in. x 12-in. hemlock planks spiked together. The floor was laid from two to four feet above the bare ground, and the beams were supported on concrete posts. There was no covering over the ground beneath the floor nor were any openings provided. The entire floor and the beams were rotted and were replaced by concrete.

Another case is that of a mill building. The main mill is a brick building with wooden framework, floors and roof. Taking a typical cross-section of the factory we have a building five stores high about 85 feet wide and about 250 feet long. It is divided crosswise into four bays separated by three rows of columns set about 21 feet apart. On the columns were set 8-in. x 18-in. yellow pine beams in pairs, except in the top storey, where the beams supporting the roof were single and were 8 in. x 16 in. in section. Each pair of beams was made up of two 8-in. x 18-in. yellow pine sticks held 1 in. apart by means of white pine spacers. The beams were fastened together by iron bolts passing through both beams and the spacers.

The columns in the factory were of cast iron in the first or ground storey. In the second, third, fourth and fifth storeys the columns were of yellow pine, square in section, and bored down the centre. In the second storey they measured 13¼ in. square, while in the three upper flats they were 11¼ in., 9½ in. and 7¼ in. square respectively. The flooring itself is the usual form of composite mill construction, made up of 2 in. x 5 in. spruce, set on edge, of random lengths spiked side by side, running at right angles to the beams. The floors are finished on top over a layer of tar paper with 1-in. spruce on which is a hardwood wearing surface. There were twenty-one bents in the building, giving a total of two hundred and fifty-two wooden columns and seven hundred and fifty-six beams. The timber beams and columns had all been covered with a white linseed oil paint on the exposed faces.

### Building Unsafe After Two Years

The first manifestations of rot were noticed about two years after the completion of the building in the sagging of floors, necessitating the shimming up of certain machines. An increase in the deflection in certain parts of the building was noticed, and a careful examination was instituted. It was found that a great many of the beams showed evidences of failures. It was considered wise to put in temporary posts here and there in order to reinforce the beams, and some of these were at once installed. In all, about three hundred and thirty temporary wooden posts were required within the ensuing twelve months, and the subsequent reconstruction of the building showed these temporary columns to have been essential to the safety of the structure in use. Indeed, had it not been for the peculiar continuity and pliability of the mill construction floors, it is quite possible that accidents might have occurred even with this large number of temporary posts. The complete framework of the mill was removed and replaced with other material. During reconstruction careful notes were taken by inspectors who were continuously on the work day and night.

Various degrees of deterioration were found, all the way from a trace of the fungus mycelium to what might be termed complete disintegration of the member. A great many of the beams were so far decayed that they fell into pieces in the process of being removed. Some were rotten to the core, and so much affected that with a crowbar or peavy one could readily break the beam into small pieces. It is doubtful if five per cent. of the whole number of timbers in the building were free from infection at the time of reconstruction.

The mill construction floors over the beams were also affected to a slight extent, but the results were not sufficiently serious to prevent them from performing their duty and they were not removed. It is evident that in this case the resistance of the spruce floors to the attack of the fungi present was greater than that of the pine beams and columns, and the reason for this has been investigated. It is possible that the balance point of spruce with regard to relative humidity is different from that of yellow pine. When the shipment of yellow pine was delivered the remark was made by those handling it that it was a fine shipment in appearance as any. After completion of the

mill any engineer or architect walking through the building would undoubtedly have pronounced it an eminently fine structure, yet within three years the entire framework of this building required renewal.

As a result of our study the conclusion was reached that the timber must have been affected prior to being placed in the structure. The use to which the building was put did not have anything to do with the ultimate result. Other mills have the same form of construction, and being operated in the same way have been in service for decades.

In discussing the timber specifications with dealers and others there appeared to be a difference of opinion as to the exact characteristics of the lumber which should have been supplied. This discussion led to a special study being made of the re-grading of yellow pine lumber.

There are two main considerations in drawing up a specification for timber, one is durability and the other structural strength. A piece of timber may have the necessary structural strength and have very little durability. In drawing up specifications where durability is of prime importance it is therefore necessary to choose between high grade timber or to pay for the treatment of an inferior quality of stock. Where structural strength is of prime importance the choice lies between high grade timber of a certain size or a larger quantity of timber of a lower grading.

### The Grading Problem

The ordinary grading in use up to a year or so ago apparently did not take into consideration all the factors necessary for durability and strength. The gradings for yellow pine were apparently designed to meet the requirements of the lumber dealers. During the past year, two or three specifications have appeared which indicate that the requirements of the user as to durability and strength can be met.

Our researches convinced us of the necessity for describing timbers on a different basis from that formerly in use. We found what appeared to be a somewhat definite relation between certain of the physical characteristics of the beams and columns in this mill with regard to resistance to decay. The timber varied from very coarse-grained, having as few as three growth rings per lineal inch measured along the radius of the section, to fine-grained beams having as many as twenty rings to the inch. The finer grained beams generally showed a higher resistance to decay than the coarse-grained, but this was not universally so. In some cases the fine grained beams had a comparatively small percentage of dark summer wood, and these were more affected than a highly resinous coarser-grained piece. Sapwood was found to be very susceptible to rot, but on the other hand, heart wood was not entirely immune. Summing up all of the data we were able to collect, we concluded that the rosin content has a great deal to do with theh resisting power of yellow pine. Generally speaking, those sticks which were dense and showed evidences of considerable rosin were much more resistant to the fungus attack than the lighter wood even if fine-grained.

Dr. Carrie Derick, of McGill University, dealt fully with the botanical and biological sides of the question, explaining the structure of the woods, the various forms of fungi, and how the fungi affected different kinds of timber. Miss Derick also explained the methods by which the fungi spread, and the linking of certain species for various food materials. Good lumber used under proper conditions was an excellent building material, but it was perfectly useless to use poor lumber under circumstances where it was subjected to great strains.

Mr. F. J. Hoxie, Engineer and Special Inspector of the Associated Factory Mutual Fire Insurance Companies, Boston, remarked upon the stress some people laid upon ventilation in regard to dry rot. He pointed out, however, that it all depended upon the kind of ventilation, and that in some instances ventilation had encouraged, instead of retarded, the growth of fungi. Air taken from near the surface of warm, moist ground into a cool basement would prove worse than useless as water would be precipitated from it on to the cooler woodwork making it wetter instead of drier. Mr. Hoxie emphasized the importance of relative humidity in its relation to the growth of rot, and then alluded to the question of piling. He showed a picture of a Canadian lumber yard where the manufacturer used concrete bottoms for piling lumber. Some lumbermen, he said, were under the impression that any old lumber was good enough for use in piling, and this was the cause of a considerable amount of infection. Other pictures illustrated tanks for treating lumber before piling, a method which had been proved to be effective. The percentage of rosin and the density were most important indices to the resisting power to decay in yellow pine. Mr. Hoxie concluded by pointing out the danger of using unsuitable lumber in mill construction.

### Rot In Mining Timbers

Dr. J. S. Bates, Superintendent of the Forest Products Laboratories of Canada, stated that the laboratories had recently undertaken a general investigation of Nova Scotia mine timber. They had received from mine owners shipments of timber with a view to determine the relative strength of the various species. Specimens of black and red spruce and balsam fir were obtained. When they started to make the tests it was found that the timber was infected with fungi, which, of course, affected the strength of the timber. The results showed that only forty per cent. of the 288 sticks were sound. Some mine owners wondered why the timber rotted so quickly. The investigation showed that some of the timber was rotting before it was put into the mines. As the result of the tests, it was found that the strength of the timber had decreased from 15 per cent. to 30 per cent., even with very little difference so far as the deterioration was concerned. Enquiries elicited the fact that some of the pit props were not properly stored in the yards, and that they had absorbed a large quantity of moisture; there was also a considerable amount of rotten wood in the storage yard, which afforded excellent food for the fungi. Dr. Bates announced that the Department were undertaking experiments to determine the relation between moisture in lumber and the pressure of humidity in the surrounding air.

Mr. J. A. Jamieson referred to decay in timbers used in building grain elevators. His experience was that wood cut and placed in buildings in a very damp condition decayed rapidly; while in one case wood left to dry for twelve months was in an almost perfect condition after having been in use for twenty-five years. He asked how it was that in some instances the decay was found in the heart of the timber while the outside was sound?

Miss Derick replied that some trees were infected by reason of the wounds made through the branches being broken, allowing fungi to enter the heart, and still other timber was infected after it was cut, since in some species heartwood is more susceptible than the outer portions of the tree.

Dr. Porter, of McGill University, suggested that dry rot had increased of late years. He thought that this was due in part to the fact that years ago portable mills were more in use; now the establishment of large mills formed, as it were, fungus beds.

Mr. Hoxie was of opinion that the increase of rot cases was due to a certain extent to the kind of lumber which was now used. He pointed out that the supply of long leaf pine was not so reliable as it was in the past, and that loblolly which formerly was rejected, was now being used in increasing quantities.

Mr. Walter J. Francis (the chairman), in closing the meeting, declared that wood was an excellent building material; probably 90 to 95 per cent. of the structures in which lumber was employed were satisfactory. Dry rot was very insidious in its operation, and the object of the discussion was to interest engineers in the subject, which was of growing importance.

The question of timber treatment was left for another meeting.

## Question and Answer

Editor Canada Lumberman:—

We would like to have information as to what percentage of the exports of lumber from Montreal during 1914 was white pine and to what countries this white pine was shipped. Do you know whether there is a market in the mother country for white pine selects for factory purposes?

The best information we can obtain is to the effect that approximately two-thirds of the exports of lumber from Montreal, as shown in our issue of December 15th, 1914, was white pine. It is impossible however, to state the exact figures as various shipments of different firms are lumped together, including pine, birch, spruce, and various other kinds of lumber. The white pine was shipped principally to the United Kingdom, but some of it went to South Africa, also to Harve, Antwerp and one or two other European ports. By far the greater portion of it however, was shipped to the United Kingdom. We are also advised that there is no market in the Old Country for white pine selects for factory purposes. In fact, one of the largest exporting firms in Montreal advise us that you could hardly give this stock away in England.

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Editor Canada Lumberman:—

Will you give us information in regard to the stamp tax upon "time cheques"? We pay our men in the woods with these cheques. They are payable at the head office of our company in Toronto. The men often hand them over to local merchants when they are buying goods. The merchants cash them and send them to a bank. Through the bank they finally reach our head office. Must we put stamps on these "time cheques"?—Logging Manager.

We are informed by the Finance Department at Ottawa that these so-called "time cheques" are "bills of exchange" and are not strictly "cheques." The company issuing them does not, then, require to place a stamp upon them, but the party who transfers such an instrument to a bank must place a stamp upon it, at or before the time he negotiates it.

# Electricity in the Lumber Industry

## An Account of the Rapid Development of Electric Drive to Logging and Manufacturing Operations—Typical Installations Described

By E. F. Whitney*

From the trimmers, the stock passes over chain conveyors spaced 4 ft. (1.22 m.) apart, to the sorting table, where it is graded and removed for placing in yard stock, treating in the dry kilns preparatory to further finishing, or to be returned to the mill for further reworking.

The sorting table consists of several chains or cables running at about 15 to 30 ft. (4.58 to 9.15 m.) per minute. The starting requirements are heavy, since the mass to be accelerated is very large. A friction device is invariably placed in the speed-reducing transmission machinery, however, which relieves the motor from all starting strains and allows a squirrel cage type motor to be used for the drive.

The motor is semi-exposed to the weather, and in its manufacture, this fact should be considered. The running load is fairly light and practically constant. A motor with polar-wound rotor, back-geared shaft and chain drive from back-geared shaft direct to table driving sprocket, will eliminate all of the transmission machinery. This scheme has not met with general success, however, due to the very severe starting strains as compared with the running load. The table itself should be of such length that sorting for both dimensions and lengths can be accomplished without too great congestion at its end. The power requirements for an average case are about as follows:

Motor, 10 h.p. back-geared 850 to 128 rev. per min.
Chain drive from back-geared shaft.
Drives 1596 ft. No. 75 chain—Chain weight 3445 lb.
Lumber per hour—12,000 ft. b.m.
Speed of first section 35 ft. per min.—decreasing to 29 ft. on last section.
Maximum noted load running ..... 7.5 kw.
Average load running ..... 5 kw.

### Re-Saws

These machines re-work stock which has not been cut to its ultimate thickness at the first operation. Fig. 14 shows a six-inch vertical re-saw which is direct-connected to a 75-h.p. motor. The starting duty is heavy, due to the weight of the lower wheel and the inertia to be overcome. It is therefore common practice to use a squarrel cage motor with substantial end-ring construction and resistance rotor. When running, the tension wheels serve as an equalizer, reducing the peak demands. The feed rolls are sometimes operated by an individual motor, and in a re-saw of this size, approximately 10 h.p. is required for them, the feed roll motor being a standard squirrel cage machine.

The following are typical service data of a heavy-duty band re-saw:

Rate of feed ..... 185 ft. (56.4 m.) per min.
Splitting, 2 in. (5.08 cm.) by 12 in. (30.48 cm.)..... 80 kw. input
4 in. (10.16 cm.) by 10 in. (25.4 cm.) ..... 60 kw. input
Running light ..... 16 kw. input

Horizontal re-saws are becoming more popular because of the ease with which they may be instantly adjusted to care for stock of different dimensions. Such a machine can, for instance, handle on one side of its adjustable bed a 6 in. by 12 in. cant, re-sawing to 4 in. by 12 in. and 2 in. by 12 in., and on the other side at the same time re-work a 2 in. by 8 in., making two 1 in. by 8 in. boards. The start ing duty is about the same as for the vertical type. The running load fluctuates no more widely.

Gang saws, as the name implies, consist of a number of straight crosscut saws which split a cant at one operation into a great number of boards of the proper thickness. The boards then proceed to the trimmer and are cut to length, as with the output of the edger. These saws have a vertical reciprocating and oscillating motion and the machine is equipped with a flywheel to equalize the load. The average size gang requires a 75-h.p. motor.

A rip saw is required to reduce the width of a certain amount of the mill run, according to order demands. Fig. 31 shows a rip saw, rolls and transfer to rip saw from first section of sorter chains. A silent chain drive or a direct-connected motor may be used. Either method operates satisfactorily, the particular drive adopted depending on the mill layout and space available.

Rough timbers often require no further sizing work than can be performed by the head saw, and never more than an additional passage through the edger. They are conveyed directly to the tail end of the mill, where the ends are squared by a large cross-cut saw—and then proceed to the loading platform. Sometimes, however, for uniformity of alignment in building operations one or more sides must be planed after the timbers have been squared at the end, and consequently they go to what is known as the "green" mill. This consists of one or more planing machines, with an exhaust fan to dispose of the shavings. The planers ordinarily used for this work are known as "ready sizers," a machine which is quickly adjustable for different size timbers and is arranged to surface only an edge and a side, and "timber sizers," which ordinarily have four cutting heads and can surface all four sides of the stock. The average power requirements of such a machine are as follows:

For transferring cants from the main rolls past the head saw to the storage platform in front of the gang saw, an overhead crane transfer is provided (shown at top of Fig. 16). The hoisting and propelling motors are series-wound, direct-current machines, and are supplied from a motor-generator set.

### Refuse

The refuse from the various sawmill manufacturing processes consist of dust from the saws, edgings, trimmings, and shavings from the "green" planers. V-shaped troughs in which chain and block conveyors run, serve to handle the sawdust from the main mill machines, but from the planing machines the shavings must be carried away from the knives as fast as possible, so that some pneumatic suction system is necessary. The edgings are first run through a gang of crosscut saws, a "slasher" with saws spaced 4 ft. (1.22 m.) apart. See Fig. 17. These slabs fall directly into the main mill wood conveyor, which has already received the stub ends from the trimmer which were less than 4 ft. (1.22 m.) long. From this conveyor, Fig. 18, is taken the stock for the lath mill and wood saws. The waste which is suitable for neither of these purposes, continues to the "hog" and the refuse burner. The "hog" hashes the refuse into small pieces suitable for use under boilers, after which it is conveyed to the fuel storage bins. These appliances run at constant speed, and have fluctuating demands.

Dust from the machines is dumped into a main sawdust conveyor,

* Reproduced by courtesy of the American Institute of Electrical Engineers—Continued from April 15, Canada Lumberman.

Fig. 14—Band Re-Saw with Direct-Connected Motor.

Fig. 20—Monorail Car and Transfer Crane for Spotting Car at Different Sections of Sorting Table.

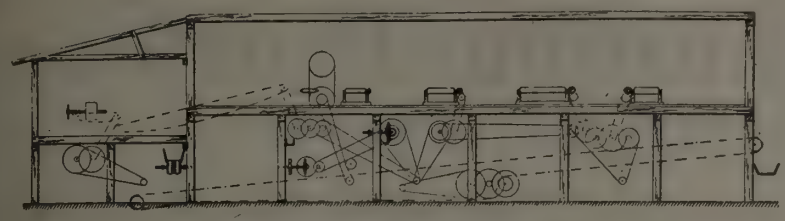

Fig. 15—Section of Ripsaw.

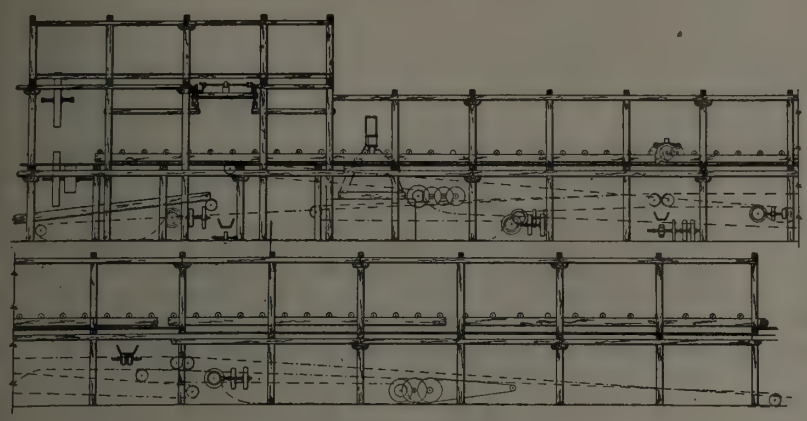

Fig. 16—Side Elevation of Mill.

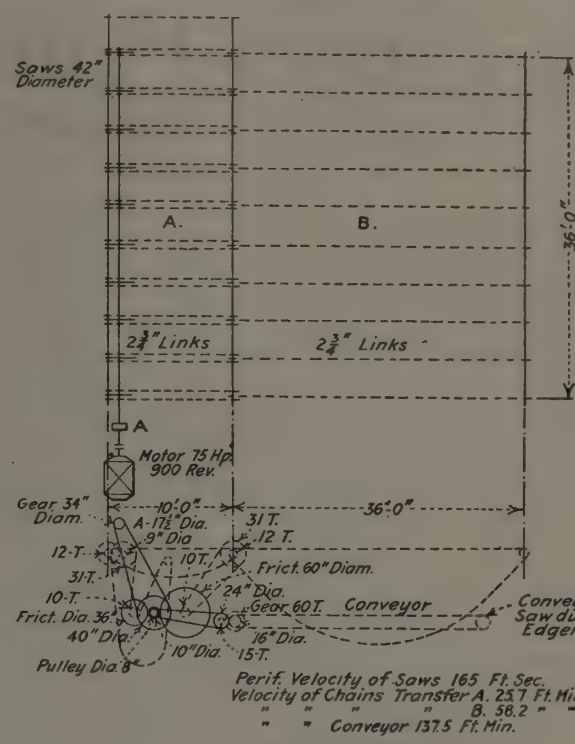


Fig. 17—Slasher.

which in turn delivers into the conveyor at the fuel bins. The shavings from the sizers are lifted by suction to a collector and from here blown directly to the fuel bin. Piping is usually large, because of the tendency of sawdust, if at all damp, to pack tightly at bends. Low pressures such as can be delivered by centrifugal fans are the rule. The pressure seldom exceeds 5 oz., but the volume is constant and consequently the blowing system is quite extravagant of power. The sawdust and hog fuel from the saw mill, planing mill, etc., if used for generating steam, is more than ample for the total power requirements of the mill.

Refuse consumers are a source of large expense to the mill operators. They must be substantially constructed; at the base, they are lined with fire brick, and sometimes they are water-jacketed to quite a height. For a mill with a capacity of 150,000 ft. b.m. per day, the upkeep expense of a $10,000 burner would be approximately $1,200 for interest and depreciation, and $1,000 for maintenance. The life of an average burner is about ten years.

### Handling

From the sorting table the lumber is placed in bundles ready for handling. The most efficient method where location permits, appears to be by the well-known overhead monorail (Figs. 19 and 20). The cost of handling by this method averages about $0.10 to $0.14 per M. ft. b.m., which includes all expenses in connection with the system after the bundle is picked up until it is placed in the storage yard or deposited at the dry kiln. This cost covers all charges against the system for labor and operating.

The first cost, installed, of such a system is $4.00 to $5.00 per lineal foot of track, including the hoists, and it provides about 2,000 ft. b.m. storage space per foot of track. The monorail is usually operated by direct-current power at 250 volts, requiring a motor-generator set or small direct-current steam-operated set. The cost of handling with trucks and horses is approximately 25 cents per M. ft. The horses are giving way, however, to storage tractors, with the result that the above cost is reduced to approximately 10 cents per M. ft. for average distances of handling.

(to be continued)

## Pulp and Paper People Object to Freight Increases

During a recent session of the Dominion Board of Railway Commissioners at Ottawa, Mr. Arthur D. Huff, Montreal, traffic expert of the Laurentide Pulp & Paper Company, protested against the proposed increase in freight rates on pulp and paper. When the war is over, Mr. Huff said, the products of pulp and paper mills in Scandinavian countries which are now tied up owing to the disorganization of trans-Atlantic shipping would flood the United States market, which was Canada's best market, and Canadian mills would have to curtail their output or shut down, and some of them would come to financial trouble. Owing to misapprehension in regard to the alleged huge profits in the pulp and paper business, companies were springing up like mushrooms in Canada. At present there was over $100,000,000 invested in the industry and $10,000,000 paid annually in wages. The growth of the industry was greatly in excess of the requirements and consequently there was a great surplus of production over consumption, with prices lower than at any time since 1909, although the cost of material and labor was higher. Mr. J. F. Orde, K.C., told the Board that the paper department of the E. B. Eddy Company, of which he was a director, made no profit at all last year.

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Mr. H. R. MacMillan, Chief Forester for British Columbia, passed through Toronto recently on his way to Ottawa. Mr. MacMillan left a few days later for New York to take passage for Great Britain. This is the first stage of Mr. MacMillan's trip around the world as a trade commissioner for the Canadian Department of Trade and Commerce. It was expected at first that Mr. MacMillan would make his trip in the other direction visiting the Orient and continuing westward. Subsequently, however, it was decided that the better plan would be to visit Great Britain first and continue to France, South Africa, India, etc.

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Wm. Disston, president of Henry Disston & Sons, Inc., Philadelphia, the long established and widely-known firm of saw manufacturers, died on April 5th, at the age of 56.

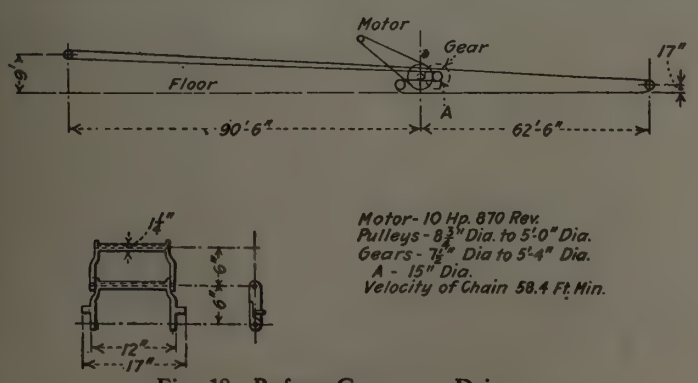


Fig. 18—Refuse Conveyor Drive.

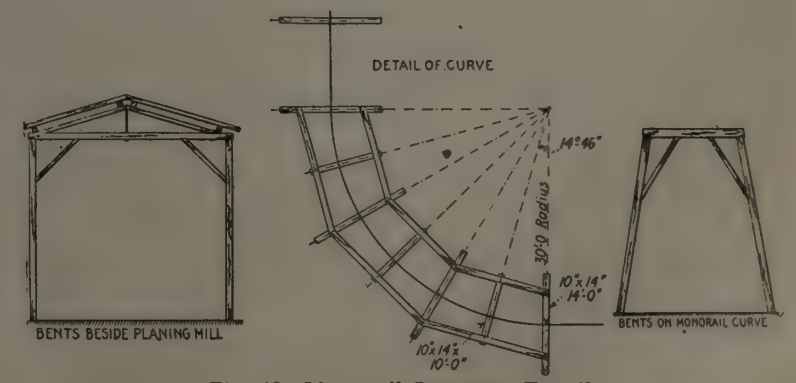


Fig. 19—Monorail Structure Detail.

# Trade News From Maritime Provinces

## Sailing Vessels Helping to Relieve the Scarcity of Tonnage—Interesting Reports of Progress of the Drives.

Some forty years ago, or about the time of the Franco-German War, steamers very seldom carried wood, says The Timber Trades Journal, of London, Eng. Sailers were considered sufficiently speedy and quite good enough for timber cargoes. Gradually, however, the windjammer was ousted in favor of the quicker transit, and the sailer has now become in ordinary times the exceptions, and employed only for small cargoes from Norway or to minor ports. The present scarcity of steamers, owing to the war and the high freights of 100s. or 120s. a standard, has attracted sailers back to the timber trade, and considerable numbers have been chartered for the pitch pine and spruce ports. The St. John Telegraph describes the Miramichi River as now a veritable forest of masts, the lumber firms have been seeking sailing vessels far and wide to undertake the carrying trade, and one firm alone has thirty three-masters and barquentines chartered to handle its output during the coming season. The lumber cut on the Miramichi this year is larger probably than ever before, and has been yarded without difficulty, so that if stream driving proves favorable the output of the Miramichi mills will be above the average and will all be shipped by sailing vessels, there being no steamers available. These sailing vessels, gathered for the transatlantic trade, have hitherto engaged in coastwise lumber carrying and general freighting business, but the high freights will make the change very profitable, and the same condition will probably apply to the lumber trade from St. John and Bay points.

### Sailing Vessels Carrying Lumber From Halifax

An example of the way in which sailing vessels, square-riggers included, are benefiting from the prevailing high rate of freight was given in Halifax harbor recently when three large Norwegian barks from across the Atlantic sailed into port and unaided came to an anchorage behind George's Island. Before night fall a fourth bark had passed Chebucto Head bound in, and early in the evening another square-rigger was reported about five miles off the Head. Five barks arriving at Halifax in about as many hours is sufficient evidence of the boom that the war has caused for sailing ships. All five vessels came to load deals for England. As each ship came in she passed the Norwegian bark Cimba, which lumber-laden, was towed out of the harbor to sea and was soon under sail for England.

Fifteen Nova Scotia schooners and one Nova Scotia bark are at present engaged in the deal carrying trade to the United Kingdom. Many schooners are expected to load at Bay of Fundy ports for England this summer.

### Eastern Nova Scotia Association Formed

A meeting of lumbermen of Eastern Nova Scotia was held at the Learment Hotel, Truro, N.S., on April 20th, to form an organization to be known as "The Eastern Nova Scotia Lumbermen's Association." The following officers were elected for the ensuing year: President, I. J. Soy, Amherst, N.S.; Vice-President, C. C. Glennie, Oxford, N.S.; Secretary-Treasurer, D. M. Smith, Truro, N.S.; Executive: I. J. Soy, C. C. Glennie, D. M. Smith, C. H. Reid, Amherst; C. C. McNeil, Oxford; J. H. Hickman, Port Elgin; B. H. Dunfield, Halifax; Walter Bragg, Collingwood Corner; J. H. Livingston, Wentworth. There was a large attendance of the prominent operators at the meeting, showing the wide-awake interest that is being taken in the welfare of this industry.

### Randolph and Baker Mill Newly Equipped

Randolph and Baker, St. John, N.B., the well-known manufacturers of lumber, have recently made important alterations to the equipment of their plant. They decided last year to discard much of their former equipment and they have now installed equipment furnished by the Berlin Machine Works, Hamilton, Ont. The plant now includes the following Berlin equipment:—

Log deck machinery; log kicker and loader, steam nigger and deck rolls.

Saw mill carriage with full equipment for single or double cutting band, 11 x 14 in. twin engine steam feed.

One-eight inch Berlin Double Cutting Band Sawmill.

One 7-ft. Berlin horizontal band resaw, with divided roll bed, roll equipment front and back with transfers to edger and live rolls. The mill has also two edgers.

One 5-saw slasher with extension chains.

One 2-saw lumber trimmer of the New England type.

Full outfit of live rolls.

Full equipment of transfer chains to the various cutting units.

A special assorting chain device behind the trimmer, arranged to deliver stock automatically to yard rolls running at an angle of about 60 degrees.

A full equipment of filing room tools for the proper up-keep of the bandsaw and band resaw, as well as of the circular saws required for the mill's equipment.

Transmission machinery necessary for operating the various machines.

The estimated output of the mill with its new equipment is between 80,000 feet and 90,000 feet per ten hours for the class of lumber upon which it operates.

### New Charter Party Proposed

At a recent meeting of the Maritime Shipowners' Association held at Halifax, N.S., it was suggested that a standard form of charter party should be adopted for coastwise lumber voyages, calling for vessels to be loaded as fast as possible, and to be received by consignees at the rate of not less than 40,000 superficial feet per day (holidays and Sundays excepted). No definite action was taken in regard to this matter.

### Extensive Orders from Cuba

A despatch from Truro, N.S., states that Mr. J. E. White, from Havana, Cuba, who is now in Nova Scotia, has purchased 5,000,000 feet of spruce in New Brunswick for the manufacture of packing boxes, and is now in Nova Scotia looking after 3,000,000 feet more for the same purpose. Mr. White says that the Cuban sugar crop is unusually large this year, but the tobacco markets, England, France and Germany, are almost closed to them on account of the war.

## News From the Drives and Mills of the East

A report from Bridgewater, N.S., states that water in the streams has been exceptionally low this spring, and that lumbermen have been seriously handicapped in their driving operations.

A report from New Glasgow, N.S., states that although the winter was a poor one for logging operations there will be four steam mills and one gasoline mill operating at Country Harbor this summer.

Mr. John A. Morrison, Fredericton, N.B., reports that driving operations have been started on all the small streams running into the Upper St. John River under most favorable conditions. Reports of driving operations on the Nashwask River are also very favorable.

A report from Scotstown, P.Q., states that driving conditions on most of the small tributaries of the Salmon River have been good up to date this season, and that the volume of water is likely to continue fair for some time. There was very little snow left when the mild weather commenced and so a little more rain is needed than usual.

It is expected that there will be no drift drive on the lower St. John River this year. Only about two thousand pieces went down with the first ice run and a good many had got adrift, while the others were mostly logs which had been under Grand Falls since early last season and could not be extricated. Men with row boats and motor boats went out on the lower river catching these logs and none of them are expected to be lost.

The main body of ice in the St. John River started running out this year about two weeks in advance of the date in 1914, when it broke up on April 27th. The river was clear of solid ice this year below Grand Falls at the end of the second week in April. The ice was then still solid above Grand Falls. With the main river clear of ice the river steamers commenced their trips and the St. John River Log Driving Company began placing their booms.

Bank logs have advanced fifty cents a thousand superficial feet and are in strong demand at Springhill, N.B. Only about fifty joints had

arrived there by April 21st and they were largely logs that were already contracted for. Buyers have been bidding briskly for all logs on the market with the exception of hemlock, which are not as good sellers, because of the American market being somewhat off. Quotations were $15 for merchantable spruce and $11 for battens, with hemlock and hardwood selling from $9 to $10.

A despatch from Scotstown, P.Q., under date of April 21st reported that continued fine and cool weather had set back the lumbermen a great deal, as there were a number of gangs of drivers being held up in the woods on account of lack of water. Comparatively little snow fell in the woods during the past winter and this has made the usual spring supply of water very much less than in former years. The chances of any increase in the supply of water did not seem to be good. The Salmon River near Scotstown fell over five feet in a few days.

The first new logs from the Upper St. John commenced running past Fredericton on April 20th. Among these were new logs for Stetson & Cutler, St. John, from the Seven Islands District and new logs from the Allegash. The booms of the St. John Log Driving Company were all swung on April 19th, but the run of ice and logs were so heavy that they had to be swung open and a considerable quantity of logs went past the booms. Steps were taken to catch these logs further down the river. The water in the river on April 20th was about five feet higher than when the ice ran out.

A despatch from Fredericton, N.B., under date of April 21st stated that the St. John River Lumber Company's booms at VanBuren, Me., had been put out and the sorting gaps would soon be at work. Logs were being sent out into the main St. John River from the Braley, Turney, Baker Branch and Southwest streams, the water being at a fair pitch for driving. Other reports from up river stated that the water was rising at VanBuren, but on the lower part of the river, the water was falling due to cold weather and heavy winds. All over the province large crews of river drivers were being sent to the streams, and driving operations were in progress in every section.

## Reducing the Cost of Woodworking

Foremen, managers or superintendents, upon taking charge of a strange shop, are confronted with several serious problems, the worst of which is, "What to do, and what not to do."

It is very hard to even imagine a more trying position for a man to be placed in than to be suddenly thrust into the management of a large woodworking plant, with the owners and directors all standing by in expectation of great things from the new manager or superintendent. It is a very hard position to be in, and for the time being it is almost impossible for the new official to determine what his best course should be.

In a case of this kind, perhaps the best thing to be done is to do nothing—that is, make no changes in the personnel or the methods under which the shop is being operated. The inertia of a woodworking shop will keep it moving while the new head is getting his balance, and, unless a previous course of study and well-formed plans have determned the proper course of procedure, the very best thing for the new manager is to do nothing.

In a few days, things will begin to shape themselves, the new head will see things one or two at a time, where the knife is required, and he can apply it gently and steadily until the necessary cuts have been made.

One of the very worst things which a new manager can do is to start in with a whoop and a holler, and give the idea that he intends to turn the factory, if not the world, upside down in about fifteen minutes. The new manager will lose nothing and gain a great deal by taking the gentle course. The workmen are always on edge when a new head is placed over them, and they are either working at high speed or they are in the sulks, expecting a grand turnover, and caring little what happens. The latter condition usually prevails when the new manager "pulls her wide open" the instant his hand touches the throttle. Things become chaotic in the shop, and efficiency and output are alike reduced almost to zero.

But how much different are things when the new manager begins with the "soft pedal!" He lets the foremen run their several departments just as they have been doing and the work moves along as though nothing new had happened. In fact, the work and products are usually above the average, owing to the fact that the men are "keyed up" to their highest pitch, and are doing their best while trying to "size up" the new manager.

Then as the new head becomes acquainted with the peculiarities of his shop, let the work of cost reduction begin. A little change here, a new operation there, the planning of work so that a machine operator can perform the operation instead of its necessarily being done by an expert operator—those are the quiet ways in which the cost of woodworking is to be reduced.

Sometimes the superintendent is obliged to establish an entirely different route for the material as it passes through the shop. The rearrangement of a machine or two, or of seevral machines, may be necessary to provide a straight line of progress for the material. The manager will very quickly find that every degree which work-progress deviates from a straight line through the shop in an addition to the cost of woodworking.

Acting along these lines, the manager will find that the secret of low cost production hinges upon a three-fold requirement. First, each machine must be kept in operation full capacity all the time. The measure of a shop is the capacity of its machines, and the only way in which the shop can make money is by a percentage of profit upon the material which passes through the shop and the several machines. Hence the necessity for each machine to be in operation every instant of time.

The second requirement is the supplying of stock to the several machines, i.e., feeding them, with as little expense as possible. Here comes in the "straight-line" method of progressing material through the shop. Closely connected with this progress of stock is the matter of labor efficiency and useless work which is being done in the shop. This matter may be well illustrated by watching two men pick up blocks and throw them into a truck. One man picks up a couple of blocks with one hand, puts them into the other hand and then throws them into the truck. The other man picks up blocks with both hands and throws them aboard without making an unnecessary motion—all useless labor is eliminated, and that is the problem the superintendent has to wrestle with, to solve if he can, and to tolerate as best he may, bearing in mind that so far as the men deviate from the single-motion method so far will the shop profits fall short of "what they might have been."

The third problem of the superintendent's problem is the condition of the machines. Unless they are constantly maintained at the very top-notch of working efficiency, there must be a corresponding loss in shop profits, for, as before stated, the sole source of shop revenue is in the amount of quality of the work turned out by the several machines. A dull knife here, a slipping feed-belt there, may reduce very appreciably the quality as well as the quantity of the output, and it is up to the cost-reducing manager to keep these machines keyed up to their fullest capacity each and every minute of the day

The above is one most excellent method of procedure for the new superintendent upon taking charge of a new and strange shop. But occasionally the methods described above fail to work. The older workmen may have gotten so deeply into the ruts of habit and routine that it is impossible to teach them new habits. In this case, the cure is apparent and simple. Just get a new man, and a young one, who can be taught the new and improved methods of doing work.

It is well, when possible, to take charge with the "soft pedal open" as described above, and then gradually weed out the poor men and poor machines. This course does not paralyze production as it does when a new superintendent jumps in with his coat off and tears up everything before he knows what the conditions really are. But when it is found that the "soft pedal" method is not bringing results, then a radical change is in order. Things must be ripped up, but a complete turnover must be ripped up, but a complete turnover then will not stop everything as it would before the new management had become acquainted with conditions and knew how to meet them. Sometimes the rooting out of a few men, perhaps a foreman or two, will be all the change necessary, and make all the difference in the world between slipshod, desultory work and the snap and vim of top-efficiency shop operation. The wise superintendent seeks the cause of high cost of production in his shop, and roots out those causes along the lines of least resistance, be it by the slow "soft pedal" method or by a "cleaning out" of the entire shop force and the hiring of new workmen.—J. S. in Wood Craft.

## New Rate on Unrossed Wood Refused

The Board of Railway Commissioners has issued judgment refusing the application of E. W. Roberts, of Montreal, for the establishment of a special winter freight rate on rough, unpeeled pulpwood by Canadian railways. This matter has been before the Board for some time. The applicant pointed out that while the green, unrossed wood weighed about 5,000 pounds to the cord, the rossed wood weighed approximately three-fifths of this. He stated that there was a large amount of unrossed wood which was owned by operators of small means who were unable to obtain capital to cut and ross the wood and wait until it was sufficiently seasoned, and he was thus of the opinion that a special rate on unrossed wood would be justifiable. He therefore asked for a special winter rate on the unrossed wood to be applicable until May 10, the rate to be exactly the same per car as a similar car lot of rossed wood would amount to during that period. Roughly speaking the seasoned wood, when loaded to the minimum of an ordinary car, would represent 10.3 and 11.2 cords respectively while the unseasoned wood would represent 7 and 8 cords respectively.

# Canadian Lumber Competition in the United States

Under the title of "Canadian Lumber Competition" an interesting article is published in a recent issue of American Forestry, contributed by Mr. H. D. Langille, of Portland, Oregon. In the course of his article Mr. Langille writes as follows:—

In normal times log values are the same in the province as across the line; and as a general statement it may be said that the difference between log cost and log value, which is stumpage, including royalties, is about the same for logs of equal quality. In each territory original purchasers acquired timber at prices which are almost negligible in the cost of logs but latter-day buyers in British Columbia have been required to pay as much for timber of equal log value as is paid in the United States. There is but little, if any, foundation of fact in the statement often made by operators in the United States that our neighboring manufacturers can sell for less because their timber is cheap. Timber that the market of these years will absorb is not comparatively cheap in the log.

The initial cost of logging equipment and maintenance is higher in British Columbia than in Washington or Oregon owing to heavy import duties. Supplies and woods labor are higher and the labor, as a rule, is less efficient. The provincial laws prohibit employment of Oriental labor in provincial forests or on public works, and the standard government wage fixes a high rate for all labor. Eighty per cent. of the donkey engines and blocks, etc., is made in the United States. The wire rope comes from England, while saws and small-mill machinery is mostly made in Canada. Large mills use American-made burners, bands, gangs, log-deck and electrical machinery. The proportion of American-made goods is decreasing but Canadian prices are based on American prices, plus duty. A comparison as between wage scales of mill and woods workers shows that wages in British Columbia are about 10 per cent. higher than in Oregon. Considerable Oriental labor is used in the yards but its cost, per unit of production, is equal to that of the labor employed in the western States.

The climatic conditions are similar except that the heavy rains of the northern coast cause more loss of time in the camps. Cutting is less advanced amid the intricate system of interior waterways in the province, hence the haul to water is shorter. The conditions are similar to those which prevailed along the Puget Sound and Columbia River in the days of small loggers. The waterways may offset in a measure the disadvantages alluded to but small operations cannot be economical and the day of the hand logger has passed. It is generally claimed by provincial loggers and manufacturers that operations in the province cost 20 per cent. more than in the United States; and this is unquestionably true in the inter-mountain districts, at least. It is the log value at points of manufacture that counts in a discussion of competition and this has been shown to be equal; excepting that in the United States log prices of water-borne logs are made as at booms, while in the province they are usually for logs delivered at points of manufacture.

With its wealth of good cedar British Columbia is able to produce enormous quantities of shingles. Unopposed by restrictive duties it may easily capture the shingle business of the United States where the supply of cedar is comparatively limited. The province also bears an immense amount of pulp timber and water power for its development. One paper mill is now producing 225 tons daily. A sulphite fiber plant is producing 40 tons of fiber per day. "A small portion of this suffices to supply the provincial market, while freight rates prevent the shipment of newsprint to points east of Alberta. A small quantity of newsprint is shipped to be distributed from Calgary and Edmonton, the balance (comprising over 75 per cent. of the output) being marketed in the Northwestern States. About 25 per cent. of the sulphite fiber is sold to paper mills in the same market." This in the face of the fact that pulp logs in those States cannot be sold for enough to return the cost of logging. The first shipment of wood pulp from British Columbia to the Atlantic coast was consigned to New York in September of this year.

## Canadian Markets

In 1911 the population of Canada was 7,207,000. The five western provinces, with an area of 1,723,700 square miles, had 1,321,748 people, or less than the present estimated population of Philadelphia. But during recent years there has been an unparalleled influx of settlers into that territory seeking homes on the boundless prairies within the range of grain production. A great boom was experienced. Railroads were built and towns followed. The vacant places were sparingly peopled. As a result an enormous demand for lumber was created—greater per capita than was ever before known. To the west was the almost untouched forest reaching to the sea and the government invited its exploitation. Plants sufficient to supply the normal demands of ten million people were erected in frenzied haste to supply one and one-half millions.

Then, by 1913, immigration practically ceased. Stagnation followed inflation and in rapid succession the mills went down, leaving capital and labor unemployed. In 1910 there were 225 saw mills in British Columbia with a daily capacity of 4½ million feet. In 1912 it was estimated that $52,000,000 of American capital was invested in mills and timber in the province. There are now about 365 saw mills and 61 shingle mills in British Columbia and in 1913 they cut 1,515,828 thousand feet of lumber and about 480,000,000 shingles, raising the province to first place in the Dominion as a lumber producer. In 1909 it produced only one-fifth of the total cut of Canada.

So great was the consumption of lumber in the prairie provinces that besides four-fifths of British Columbia's output that market absorbed 479,169,300 feet of lumber, 121,940,000 lath and 90,093,000 shingles imported from the United States during 1911 and 1912. It was a dumping ground for low-grade lumber from the Inland Empire. No effort was made to develop a foreign market. When the slump came there was distress.

Eastern Canada has an important trade with foreign countries and its relations with the eastern United States are fixed. The problem of overshadowing moment is what British Columbia shall do with the products of its surplus of mills.

Through time beyond reckoning the prairie provinces will be large consumers. Settlement and wheat growing will reach northward to latitude 55 degrees and the sparsely settled districts will fill with farms, but the abnormal demand of the years just past will never develop again. Years may pass before the capacity of today will be reached. In the meantime the capital invested cannot remain unproductive. Impatient of returns from timber new mills will be built. As in the United States, government will look to its forest for revenue, encourage waste and aid in destroying the industry by selling whenever and wherever it can on terms which foster incompetence and invite affliction.

With capacity to supply ten millions of people and one and one-half millions to supply, the manufacturers are seeking to know what they shall do to survive. The answer must be found among ten millions of people outside of Canada. Lumber is a bulky product. Its best market is that nearest the source of supply; hence Canadian manufacturers turn to the one hundred millions of people across the line—the most prodigal users of lumber in the world. The tariff bars are down, international railroads have reduced their rates to equal those of all-American lines; the way to a market is open and buyers in the United States may now rejoice at the spectacle of a demoralized industry struggling from both sides of the boundary to increase consumption by cutting prices to or below cost of production. The day of Canada's retribution dawned on October 3, 1913, when the Underwood tariff took effect.

During the fiscal year ending June 30, 1914, 472,245 M. feet of lumber worth $11,481,431 was exported to Canada from the United States and there was received in return 892,833 M. feet worth $16,936,930. In the last nine months under protective tariff British Columbia sent into the United States 1,861,100 feet of lumber, while during the first nine months of free trade the shipments amounted to 12,030,799 feet, an increase of 546 per cent., but withal not an alarming amount when compared with shipments into the prairie provinces from the United States during 1911. During the first eight months of 1913 importations of Canadian shingles amounted to 288,047 M., valued at $743,030; while during a corresponding period in 1914 the importations amounted to 765,627 M., worth $1,776,930, an increase in volume of 139 per cent. Of the 765,627,000 shingles imported this year 201,842,000 were shipped from British Columbia through the Puget Sound gateway, as compared with 30,706,000 received through the same gateway during the first nine months of 1913 under a protective tariff. This indicates the ascendency of British Columbia shingles over those made in Washington and Oregon. The total value of all wood products imported into the United States from Canada in the year ending June 30, 1914, was slightly less than that of 1913. Only a profitless market, over-production and general impoverishment of the industry in the United States will prevent heavy importations this year. The British Columbian manufacturer cannot compete successfully with present prices.

A notable difference is found as between the attitude of government in Canada and the United States. In Canada, and particularly British Columbia, a partnership has been established between leasees

and actual owners. Parliament aids in developing industry at home and abroad. In the United States, Congress authorizes the expenditure of a million or two of dollars that a mythical, impossible trust shall be sought for. Canada is seeking preferential tariff relations with her sister countries of the empire, seeing in them parts of the ten million consumers she needs. The time is opportune for trade extension at home and abroad and with the return of normal conditions in the United States the wheels of industry will again turn in the province, prolonging the idleness of labor and capital from which the northwestern States are now suffering.

British Columbia will not hope in vain for an American market. The Panama Canal and our shipping laws invite participation in the trade of the Atlantic seaboard. Cheaper vessels, smaller crews and lower wages paid them combine to this end. Shippers and vessel owners aver that it costs from 20 to 25 per cent. more to transport lumber to the Atlantic seaboard from American ports on the Pacific than from British Columbia ports—and America dug the canal. With rail rates the same as, and water rates, say, $3.00 per M. lower, British Columbia manufacturers have an opportunity to reach the coveted ten million people, and they will grasp it.

Among the lumbermen of the west there is an urgent demand for the restoration of an import duty on lumber, at least sufficient to prevent dumping in times of stress. Admittedly their business is demoralized. As in the case of British Columbia there is an excess of productive capacity which cannot adjust itself to demand because of small-unit production and the facility with which supplies of raw material may be obtained. On both sides of the line the industry is in a helpless condition. Every thousand feet of lumber unmarketable at home which can be sold on the opposite side of the line is sold at any price above the cost of the labor applied in producing it because such sales reduce the cost of the output and add to the profits of the producer by helping him meet his overhead. Under the conditions which have prevailed during the greater part of the past seven years lumber manufacturers have followed receding hope until many are seeking the only direction of motion their perspicacity reveals—the return of their investments in stumpage through the immediate agency of the saw. Lumbering is a primitive industry in which countless men having primitive ideas of business are able to engage. It is undergoing enforced readjustment because it has at last reached the period when it must yield to the demands of modern business. Neither protective tariffs nor any other legitimate forms of legislation can save it in the absence of large control of raw material, large scale production and applied modern business principles.

From the standpoint of national economy there would be danger in restoring a duty on lumber. The immediate effect would be to attract into a less profitable industry capital that would have been invested in more productive channels. As a result waste would be further increased with corresponding loss to communities and countries. Temporary depression has reduced the Canadian demand for British Columbia lumber and the United States will be made a dumping ground for the surplus of its mills at prices as close to the cost of production as may be necessary to sell their product, until such time as the surplus of productive capacity shall be forced out of business or more profitable markets can be found.

British Columbia mills cannot compete with American mills and earn a profit; but so long as a market can be found they will avail themselves of it and be large factors in continuing the present bootless condition. It is a raw, primitive country engaged in primitive industries. Its forests comprise its chief resources. It sends to us its lumber, shingles and pulp in return for our manufactured and agricultural products. If free trade be continued each country will tend to produce only those things for which it is best adapted and rely upon the other for the things desired and in the production of which it has a relative advantage. While the United States produces an enormous volume of raw materials it is destined to be a great manufacturing nation. Our markets for manufactured goods must be found in countries like Canada. During the fiscal year ending June 30, 1913, we sent to each individual in Canada about $52 worth of exports and took from each individual about $15 worth of imports.

Unless we give we cannot receive. The problem resolves itself into the economic question of whether or not those lumbermen of the United States who are impoverished by their own inability to apply fundamental principles of efficiency should be protected at the cost of other industries until an enforced readjustment is complete. The advantages of the contest are theirs.

## Brothers killed in a Mill

A boiler in the sawmill owned by Henry Fields and Sons, in Sinclair Township, near Huntsville, Ont., exploded on April 17th, and killed Mr. Fields' sons, George and William. The cause of the explosion has not been learned. George was unmarried and aged about forty years. William leaves a wife and family of small children. He came from Toronto two years ago. The family are well-known throughout Muskoka and have been residents there for nearly forty years.

## Some points about Cutter-Head balance

Suppose a 5-lb. knife is put on a cylinder having a 6-inch cutting circle and running at 4,000 r.p.m. If the knife is 4 inches wide, a ¾-inch strip along the cutting edge would weigh about 1 lb., which revolving at this speed would exert a force of 1,360 lbs. A similar strip in weight and size, next to this outside strip would only exert a force of 963 lbs. Half an ounce at the outer edge has a pull of 42½ lbs., and on the smaller circle only 30 lbs.

The force of small weights is so tremendous when running at high speeds that you cannot be too particular in balancing knives. An incorrect balance causes poor work by that particular head, and indirectly by all other heads, as its effect is transmitted to the injury of the entire machine, particularly to the bearings of the head out of balance.

Head bolts are a frequent cause of improper running balance also. Where there are a number of machines these bolts become easily mixed as they are much the same in appearance. However, if balanced they will vary in weight from ½ oz. to 1 oz. This causes trouble in balancing up a set of knives when it is necessary to put both knives and bolts in the scale. At the time of weighing an even break is secured, but later no allowance is made for the difference in bolt weights or in cutters which vary in weight according to their width and thickness. Thus a lighter bolt may be put on a lighter knife and a heavier bolt on the heavier knife, or the heavier bolts may be put on one end of the cylinder and the lighter bolts on the cylinder and the lighter bolts on the other. When putting on knives or bolts as they are picked up, without first pairing them off, a bad balance results. Then the operator looks elsewhere for the trouble, and among other things, cinches his bearings, causing them to run hard, burn, and do poor work.

In connection with the matter of balancing, the belts should also receive consideration. Belts give bad results when out of balance just as do cutter-heads. A common cause of this is the piecing out of belts with odds and ends that are too thick or thin, too wide or narrow. A short piecing that is too heavy is worse than if too light. It causes constant slipping, and the higher the speed of the belt and the smaller the pulleys the worse this trouble. This is because centrifugal force throws the belt away from the smaller pulley, lets the speed slack and forces the remainder of the belt to pick up this lost speed. This is easily proved as daylight can be plainly seen between the belt and the pulley every time the heavy piece passes over. Of course, this improper balance puts an unequal strain on the belt, causing it to give way before it otherwise would. So, to be on the safe side, balance your belts as well as your knives, heads and pulleys. Berlin Quality.

## Importance of Belts in Machine Expense

There is no machine having as many moving parts as any single belt, and so the matter of lubrication is entitled to very much more serious consideration than it usually receives.

There is friction between the fibers of a belt just as there is friction between the moving parts of a machine. It is, therefore, logical to assume that these fibers require just as much lubrication as the moving parts of any mechanism. A properly lubricated belt bends easily and therefore saves a lot of power ordinarily lost where stiff belts are operated over fast-running pulleys. Moreover, a belt lubricated with the proper dressing, lasts very much longer than the one that is stiff and dry. This is due to the fact that the fibers of the dry belt cut each other, thus cracking the belt. Furthermore, the dry belt has to be very tight in order to pull its load. This stretches the fibers against one another in a way that soon proves destructive.

A belt cannot pull its load when there are air pockets between it and the pulley, and the only way to exclude this air is to make the belt soft and pliable. If a new belt, after a few days' operation, is examined on the side next to the pulley, it will be discovered that not over half the surface of the belt has ever contacted with the face of the pulley. A belt in this condition would have put the pull of a belt half its size which was properly lubricated.

A sticky substance should never be placed on a belt. Use a dressing that goes into the belt, put it on both sides so that it will quickly penetrate the fibers all the way through.

Regarding the power required to run tight belts, it takes about 50 per cent. more power to operate a shop equipment of tight belts than it does when the belts are in good condition and running slack. The upkeep of machines, countershafts and lineshafts is another item that should not be overlooked. In shops where the belts receive but little attention the millwright is invariably rebabbitting boxes, and this is very expensive since it involves idle machinery.—Berlin Quality.

## Prairie Province Outlook Brightening

Mr. M. M. Harrell, a well-known Vancouver lumberman, who recently returned from a three week's trip through the prairie provinces, reports that business conditions in the small prairie towns are very promising. Ninety per cent. of the farmers, he believes, are free of debt, and with the prevailing good price for wheat they are expecting to make a large amount of money this year. He believes that there will be numerous cases of farmers retiring at the end of this year and moving out to live at the coast. He reports forty per cent. more acreage ready for seeding to wheat this year than last year. In regard to the lumber trade of the prairies Mr. Harrell said that conditions all pointed to increased business coming from the farmers. The prospects were so good that he had appointed thirty agents during his trip. Many bankers whom he had visited told Mr. Harrell that they could point to numerous farmers to whom they would lend one thousand dollars or two thousand dollars on their personal notes. During the past ten or twelve years, farmers had had little time or money for building good houses or barns. Excepting in the older districts the barns and shacks were of the rudest description. This meant that the farmers would need lumber this fall, and with the crop assured and prices still high, they would send in orders for lumber. This year, Mr. Harrell believes, there is sure to be a good crop. The acreage under crop will increase forty per cent. Farmers are using every possible effort to put all land into wheat. Weather conditions so far had left nothing.

"It needs only a visit to the general stores and the banks in the small towns on the prairie to get a touch of the optimism of the country," Mr. Harrell said. "On Saturday nights the farmers are there buying their supplies and to all appearances there is no indication of hard times. The bankers are ready with money to finance farmers this year and are helping them to buy seed grain for the coming crop. Only in the larger cities of Edmonton, Calgary, Regina and Saskatoon is business quiet in comparison with former times. The people of the prairies are counting on making their fortunes this year and then coming to the coast to make their homes. They look to British Columbia as the place to come to settle down and spend their money. In the meantime the lumber industry and every other line of business at the coast will share in the prosperity from the high price of wheat and the heavy crop this year. With the Panama canal opened, shippers of wheat from the prairies expect all grain west of Regina to go by way of Vancouver. This will be the case at any rate when the government elevator is built. Naturally when the wheat is marketed in Vancouver the farmer will spend his money there."

## B. C. Manufacturers Report Shortage of Cedar Logs

Some British Columbia lumbermen are now urging that the regulation recently put into effect by the Provincial Government, granting the right to loggers to export cedar logs, has been in operation long enough and that a shortage of cedar logs is developing in the province. They report that prices of cedar logs have advanced and logs have become so scarce that it is impossible for the cedar mills to get material enough to make their cut. They admit that the regulation was a good one for the time being, but claim that it should now be withdrawn as there is a good demand for shingles and all kinds of finishing lumber, especially cedar siding, and it is difficult to get raw material. Accordingly they are urging the Government to withdraw the permission for exporting cedar logs.

## B. C. Gets Important Australian Order

Orders have recently been received by the Forestry Branch of the Department of Lands of British Columbia from the Australian Government for a cargo of British Columbia lumber amounting to 550,000 feet, according to a recent Vancouver despatch. It is understood that this order is one of the first results of the activity of the British Columbia Government in conjuiction with the lumbermen, with a view of increasing the export trade in lumber. The material is to be used for public works in New South Wales and is being supplied by the Victoria Lumber Company from its mill at Chemainus. Although the order is for 550,000 feet, a larger shipment will be sent if a large enough vessel can be procured.

A Vancouver, B.C., despatch states that Industrial Commissioner W. L. Darling reports that he is in position to place an order for 4,000,000 feet, more or less, sawn fir ties, size 5 x 8 x 9 feet, for English railways, providing a suitable vessel can be found to carry it. The order can be reduced or increased in order to make up a full cargo. It will be placed subject to the usual inspection conditions, and the price offered is f.o.b. ship's bottom.

The desire for new sources of supply for pulpwood is leading to many experiments with new woods and wood in different forms, and it is beginning to look as if eventually we will develop the use of wood waste for pulp-making.

## Seizure of House is Not Formally Legal

Montreal, April 9th (Special to the Canada Lumberman):—Mr. Justice Mercier, sitting in Montreal, has decided a case of interest to Province of Quebec lumber firms supplying goods to contractors. This was the case of the South Shore Lumber Company vs H. H. Loiselle, defendant, and E. P. Gordon, mis-en-cause. The plaintiff supplied $600 worth of lumber to the defendant for a house for E. P. Gordon, and took out a seizure of the house, on the ground that payment had not been made. Gordon was not notified of the fact until the plaintiff was supplying the lumber to the defendant until the work had been in progress. His lordship decided that before a supplier of materials could invoke a privilege, he must give a notice to the proprietor outlining the nature of his contract with the contractor, the cost of the materials and for what building they were destined—and this before any materials at all were delivered on the job. The proof in the present case showed that this essential formality had not been complied with. What notice was given, was forwarded after the delivery of the materials had started, and without determining whether such notice was sufficient in law, it must be said that it was tardy. Such tardy notice could not have the effect of creating a privilege, even for materials delivered after the notice was given. Hence the action of the plaintiff was unfounded and it was dismissed with costs.

## Woodsman Not Under Compensation Act

Mr. Justice Pouliot, in a recent Quebec case which came before him gave a decision to the effect that a woodsman who injured himself by cutting his foot with an axe during the felling of a tree had recourse for redress under the common law and not under the Workmen's Compensation Act. The reason for coming to this conclusion was that the work done by a woodsman was to be considered as an agricultural pursuit, not a manufacturing pursuit. It was to be concluded that the intention of the legislature in drawing up the Workmen's Compensation Act was to protect the workmen against the mishaps of industrial pursuits, and in no wise against the dangers inherent to the cultivation of the soil, and forestry operations, against which personal initiative renders it incumbent upon them to protect themselves. This decision was given in the case of Michaud vs. Gagnon.

## Valuation of Lumber Company's Property

An interesting judgment was recently given by Mr. Justice Hutchinson in the Supreme Court at Sherbrooke, P.Q., in an action by the Brompton Pulp & Lumber Company against the Corporation of Lingwick. The action arose over the valuation of the company's property in the township of Lingwick, where they owned about three-fifths of the immovable property, the balance being owned by farmers and residents. The company claimed that all the property in the township should be taxed upon a uniform basis. In 1908 the company's property was valued for taxation at 54 per cent. of the total value of property in the township. In 1911 this was increased to 59 per cent., and in 1914 to 64 per cent. Mr. Justice Hutchinson held that the taxation should be on a uniform basis and reduced the latest valuation by 25 per cent., making it $254,688 instead of $339,583.

## Rouge Boom Company's 1915 Tolls

The Rouge Boom Company, Montreal, have received authority from the Privy Council for levying the following tolls for the use of their works during the season of 1915:—

| | | | |
|---|---|---|---|
| 1. On each saw-log 17 feet and under in length | 1 ct. | 1/5 ct. | 1 1/5 cts. |
| 2. On each piece of round or flattened timber over 17 feet in length | 5 cts. | 1 ct. | 6 cts. |
| 3. On each piece of square or waney timber | 10 cts. | 2 cts. | 12 cts. |
| 4. On each piece of 4-foot wood | 1/24 ct. | 5/24 ct. | ¼ ct. |
| 5. On each railway tie 8 feet long | 7/30 ct. | 1/6 ct. | 2/5 ct. |

The above charges cover the cost of gapping and putting timber and logs in owner's sacks.

At a recent meeting of the Washington branch of the West Coast Lumber Manufacturers' Association Mr. E. J. Palmer, of the Victoria Lumber and Manufacturing Company, Chemainus, B.C., referred to an inquiry from Europe for lumber that has been received on the Coast. Mr. Palmer also called attention to the fact that there will probably be an easing up in the tonnage stringency in the near future and that plenty of vessels will be available to transport lumber from the West Coast to Europe in the event that an order is placed. He said that there are some twenty or more vessels in Australia which were seized when the war broke out, some fourteen of which have been sold by the prize court and are about to become available for business. The inquiry to which Mr. Palmer referred is for one and two-inch material.

## Utilization of Waste in Handle Making

No substitute has yet endangered the position of wood as the most suitable all-round handle material known to man. Some handles are made wholly or in part of other things, but the number is small in comparison with those in which wood plays the principal part. This field offers few inducements to substitutes.

Wood's qualities which fit it for the pre-eminent position which it holds in the handle industry are many. If a springy, resilient handle is wanted, such as are fitted in axes and some hammers, wood has the properties to a greater degree than any other available material. If a short, stiff handle is demanded, there is no equal of wood, when strength and weight are considered. If protection against heat is desired, or electrical insulation, it is still the best that can be had.

It is therefore, natural that the handle maker, no matter what is the particular line in which he is interested, should look upon wood as his most valuable resource. He should be no less interested in protecting that resource. Some handle makers do so, while others are not looking as carefully after waste and better utilization as they should. A great deal has been said and written about the waste of hickory by handle manufacturers, particularly the waste which occurs in the forest before the rough material reaches the factory; but much waste has occurred along other lines.

### The Turning Tide

There is unquestionable evidence that the tide is turning. Better methods are coming into use. The spirit of conservation is abroad in the land, and the men who make handles are awake to the situation. It is understood that the scrap heap is a mighty poor payer of dividends, and the tendency of business now is in the direction of having no scrap heap, or, at any rate, to make it as small as possible.

That result may be brought about on the one hand by each manufacturer working up his own material as closely as possible; and on the other hand by turning over what he cannot use to somebody who can use it. This is being done in numerous instances and with results which are encouraging.

The public once insisted that axe, hammer and hatchet handles, when made of hickory, should be of ivory whiteness. That is, none but the sapwood was allowed. That necessitated throwing the red heartwood away, and that was frequently half the tree.

That is not done now. It was discovered that the red wood of the heart was as good as the other for many kinds of handles, particularly for short kinds, such as those for hatchets, knives, augers, and numerous other small tools. Even for long handles of large size it is good enough.

It is difficult to estimate how much good hickory has been saved from the scrap heap by the discovery that red color did not disqualify the wood for use. In fact, when it is employed in making some kinds of small handles it is preferred to the white sapwood by many.

### The Range of Handle Woods

Hickory is only one of many handle woods, and, except where great toughness and resiliency are demanded, it is not the most important. Vast quantities of both softwoods and hardwoods are annually converted into handles in the United States. Take the State of New York as a typical example. Hickory is there the sixth wood in quantity used, and it is scarcely one-fifteenth as prominent as beech, which is chiefly made into pail, package, broom, mop, knife, and other small handles which are demanded by the million. Sugar maple is valuable for the same class of handles as beech, and is bought in large amounts. The following table shows the woods bought annually by handle makers in New York, with the quantity of each:

| Wood | Feet |
|---|---|
| Beech | 3,076,000 |
| Sugar maple | 1,418,000 |
| Birch | 861,000 |
| Ash | 466,400 |
| White oak | 336,500 |
| Hickory | 204,150 |
| Basswood | 37,000 |
| Elm | 30,000 |
| Applewood | 22,000 |
| Silver maple | 10,000 |
| White pine | 10,000 |
| Lignum vitae | 1,500 |
| Granadillo | 685 |
| Ebony | 654 |
| Rosewood | 610 |
| Cocobola | 480 |
| Total | 6,474,979 |

The foregoing table represents fairly well the proportions of various woods used by handle makers in northern states. The principal handles made of some of the woods follow:

Broom handles, beech, maple, birch and ash.
Shovel handles, sugar maple and white ash.
Axe handles, hickory.
Brush handles, sugar maple.
Handsaw handles, beech and applewood.
Hoe and fork handles, white ash.
Hammer handles, hickory.
Coal sieve handles, basswood, beech, maple, ash.
Small tool and package handles, miscellaneous woods.

### Waste from Veneer Plants

The makers of handles are in a position to use some of the waste of veneer plants, chiefly the cores of logs from which the veneer has been cut by the rotary process. Smaller handles for pails, tubs, packages, and for such articles as dippers, ladles and knives, want no better material than some of the cores. One of the highest uses of core waste yet reported is shown in the manufacture of gunstock and pistol grips. The woods must, of course, be suitable for these articles.

## Advertising for the Retail Yard

Enterprising retail lumbermen are supplementing their newspaper advertisements by sending out pamphlets, circulars and follow-up letters to a selected list of regular and prospective customers. Such a campaign is not very expensive and is a very effective way to overcome pernicious mail-order house competition. Some dealers have considerable trouble in preparing this literature, and have asked us for suggestions and advice. The object of any form of advertisement is to stimulate or create a demand for the material sold by the advertiser. It is also essential to convince the prospective customer that he can get his wants supplied from the advertiser equally as well, if not more satisfactorily, than from any other source.

An enterprising superintendent of a line of yards in Saskatchewan asked us to prepare two letters to be sent to the farmers of his territory. One of these communications was for the purpose of stimulating a demand for new homes and the other to create a desire or to impress upon the farmer the necessity of larger and more commodious barns. In compliance with this request we submitted two letters which were of a general character, leaving it to the local manager to incorporate some new ideas and make them of local application.

For the benefit of any retail lumberman who may be contemplating getting out similar circular letters to stimulate business, we publish herewith these communications. We would not, however, recommend that they be used verbatum. Some of the ideas given, however, can be incorporated. The communications referred to are as follows:

### The Barn Letter

Dear Sir:

How about that new barn you have been promising yourself for some time past would be yours? Don't you think it is about time you built it?

Do you know that, in the minds of people in general a farmer is judged largely by the buildings and improvements upon his land? Do you realize that the possession of first-class buildings, well kept, would cause the banker, merchants and other business men to consider you more entitled to credit?

I wonder if you realize that the one thing which is doing more than any other to check the prosperity of the average farming community in western Canada is the failure of the average farmer to raise more cattle and hogs. Have you ever noticed that the most successful farmers in our little community are, as a rule, the ones who raise more cattle and hogs than do their neighbors; that these farmers have a steady income the year round; always have a few dollars in their pockets, and are, as a consequence, able to take advantage of the cash prices of the merchants; that they get away from paying heavy interest rates to the banker, the merchants and the implement men; that they are not worried nearly frantic during the fall of the year by collectors; that they always have a few dollars in the bank with which to take a little pleasure trip now and then?

Would it not afford you considerable pleasure to be counted among this number? It can be accomplished in your case by a few less acres of grain, perhaps, and a few more head of cattle. But in order to carry out this idea successfully you must have ample barn room in order that they may be cared for properly. So why not plan that new barn now? Have it figured out so that you can go ahead and build it immediately you have finished your spring seeding. And when planning it, do not neglect to make it large enough so that you may house that binder, reaper, mowing machine, those plows and harrows, which you may perhaps have been accustomed to leaving more or less exposed to the weather in the past. Do you know that it has been proven absolutely that a binder, properly cared for and placed under cover when not in use, can be made to do good work for fifteen years? How many years of useful service did you have from your last one? Save those heavy implement bills which you never seem able to get away from. Make it impossible for the implement collectors to worry you, by making your barn large enough so that you can put your machinery under cover and consequently so preserve it that it will no longer be necessary to replace it each few

years. Three years of this kind of care given to the machinery used upon a quarter-section of land will save you the price of an implement shed. This is not exaggeration; it is a proved fact.

Come in and let me aid you in planning this barn. Join your neighbor in making our community a more prosperous one; our town a larger and better one; in making it possible for our merchants to do more of a cash business and consequently sell us their goods cheaper; do this by raising more cattle and hogs. And in so doing you will be helping to boost the price of farm land in our community and consequently be adding to your own individual wealth.

Yours truly,
YARD MANAGER.

**The House Letter**

Dear Sir:

Has it occurred to you that now is the time to plan your building improvements for the coming year? Perhaps you have had a vague idea for some time past that you owed it to your wife and to yourself and family to build an addition to the house you already have; or perhaps to build an entirely new house to take the place of the one which, during the hard, lean years when you were getting your start, had to be made to answer as a shelter for yourself and the woman who chose to face with you the hardships and disappointments of a homestead life on the prairies of western Canada. If so, let that idea take definite form at this time. Talk the matter over with her during these long winter evenings. Remember, she is much interested; that the possession of a comfortable and well-kept home is perhaps the thing which, above all others, outside of your regard for her, she most desires in this life. Remember that your work keeps you out of doors and away from the house a greater part of the day during most of the year, but that your wife is forced to spend her time about the house, ministering to your comfort. The chief aim of her life has always been to make you comfortable, and by so doing to help create for you both that happiness which is the due of every married couple. She is doing her best. Are you quite sure that you are making it possible for her to accomplish what she has set out to do; are you quite sure that you are making it possible for her to be contented and happy, and by so being, to keep her health? Are you sure that your children are being surrounded by the comforts and conveniences of a good home, so that they may grow into men and women who will be a credit not only to yourself but to the community at large?

Perhaps you have done all these things to the very best of your ability. If so, you are to be congratulated upon the possession of exceedingly good judgment, and your wife upon the possession of such a husband. But if, on account of being so much occupied with your farm work or perhaps on account of lack of funds, you have not done so, then think the matter over; talk it over with her and then come in and talk it over with me. This is the slack time of year in the lumber business, and it would give me much pleasure to show you plans for a house which should meet your requirements, or to draw new plans for such an one as you think will suit; also give you figures on the cost of it. Let us all get together, your wife, yourself and me, and see what can be done to figure out a house which shall be within your means and at the same time, one the possession of which will mark you as one of the successful and prosperous farmers of your community.

Yours truly,
YARD MANAGER.

The policy being adopted by the Canadian Company is very concisely explained in a letter we received from the superintendent, expressing his appreciation of the service we have rendered him. We take the liberty of quoting the following extract from this communication:

"The officials of our company for the last year at least have been laboring hard to make our company the very best, most progressive up-to-date company in the Canadian Northwest. To that end a general efficiency campaign has been inaugurated throughout the system, with the object of educating the managers to be live business men instead of mere agents—cogs in a wheel. Those who could not or would not progress have been replaced by men of greater promise, preferably by young men with brains, regardless of their experience. I must say that progress made this far has been very promising.

"We are gradually broadening our efficiency work of which the desire for these letters is a part. The object of these letters is twofold. First: Business this year promises to be very dull, at least until a good crop is assured, so we wish to stimulate our business as much as possible. Second: We recognize the effort to stimulate business to be an element of efficiency, whether business conditions be good or bad."—Mississippi Valley Lumberman.

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The death is reported of T. L. Gillies, lumber dealer, Port Dover, Ont.

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Jonathan R. Little, a pioneer lumberman of New Brunswick, died recently at Kouckibougnae, N.B., in his 95th year.

## Retail Credits and Terms of Sales

An interesting address was recently delivered by Mr. C. C. Trapp on the subject of Credits before the South Western Lumbermen's Association Annual Meeting, which was held at Kansas City on January 28.

"I come to you with a message which contains nothing new, but which presents a combination of ideas gleaned from the many articles published in the various trade journals, together with the ten and one-half years' experience as a retail dealer. I am asked to talk to you upon the most neglected, and the most needed subject of interest to lumbermen, that of Credit.

Probably, and no doubt truly so, the too liberal extension of credit has done more to wreck the retail merchant than all other causes. The present system of extending credit is without merit, and every retail merchant in the country should adopt and use some plan which will put his business on a safe basis. This can be done, and we retail lumber dealers should be the first to set the pace.

It has been astounding to me to discover the fact that 90 per cent. of the retail lumber dealers have been selling on the wideopen plan, and have encouraged the system of which we are all victims. Our patrons haul out whatever they may want from our yards and pay us when it best suits their convenience, which nine times out of ten results in a very great inconvenience to the dealer, for he is obliged to enter into a collection campaign or borrow money to meet his bills. This is bad business, for it not only endangers his own credit but forces him to ask extensions of time, which often prove embarrassing.

The blame for the present unsatisfactory credit system is traceable to the unbusinesslike practice of the dealers themselves. We have not only permitted it to be forced upon us but we have unwittingly invited it. We have made no distinction between cash or credit, nor between short time and long time. We charge just the same for a bill of lumber, when we are paid cash, as we do if the account is to be paid a year hence. We make the same price on a bill paid at the end of ninety days as we do on one paid at the end of two years. In fact, if we offer no inducement for cash, for payment within a short time after purchase, how can we expect our patrons to do otherwise than take advantage of the unlimited time which we give them?

It was because of our own indiscretion along the lines already enumerated that we were obliged to take steps to remedy the effect on our business, and to give you a taste of our experience I must go back to the year 1912. On June 1 of that year, upon completing our annual inventory, we found that our bills receivable very greatly exceeded our stock and working capital. In fact, our working capital was entirely absorbed, and the necessity of borrowing confronted us. However, we took no steps to remedy the situation, but proceeded along the same line until June 1, 1913, when we again invoiced. This time we were forced to realize that our bills receivable had so grown that the excess over and above our stock and working capital was double that of the previous year. We were certainly getting into deep water. Following upon this disclosure your humble servant began an investigation as to the cause thereof, and what was necessary to put the business on a safe basis. It was not until late in the fall of that year that we were able to arrive at any definite conclusion as to what was needed and what would be effective in bringing about the much needed change.

### Results of Inviting Extended Accounts

We awoke to the realization that we had been doing business with the public for nine and one-half years without offering a single inducement for cash; that our credit system had been wide open and that we had not only encouraged long time but had brought the burden upon ourselves. We had been careful not to extend to parties "not good," and believed that we could close out our business and collect every dollar owing us, with not to exceed fifty dollars per year loss. Yet we had no working capital and either had to borrow or buy our stock as the money came in.

Having suffered the thrills of this experience, and knowing that a solution of the problem must be had, we worked for six long months before arriving at a definite decision. We thought of several plans which would aid materially but none of which met the two conditions necessary for the establishment of a sane policy, and, after consulting with many of our customers and asking their advice upon the subject, we were able to learn that the most practical plan must be liberal to the customer and protective to the dealer.

### Intelligence in Generosity

We were led to this belief because of our knowledge of the fact that there are in every community two classes of customers—one which is at all times able to pay cash, and the other which is deserving and needful of credit. Both classes have been taken care of by the dealer, and each in accordance with his value as a part of the consuming public. We believe it a part of our service to accommodate our patrons, and know that there is a time when every customer needs some accommodation. For this reason we do not think it possible to get down to a strictly cash basis, neither do we court same,

for we would then be robbed of the pleasure of granting a favor to a deserving friend.

We believe that every retailer should give to his customer more than he receives, but should not give to the extent that it cripples his business. We find the consuming public as broad-minded upon this subject as any retailer dare be; also the sentiment of the public is favorable to any plan which will better business conditions.

### Suggesting Specific Terms of Sale

I feel free to say that there are hundreds of dealers in attendance upon this convention whose business is in a condition similar to that which overshadowed us in June, 1913, and it is for the purpose of aiding all such dealers that I am about to give you a solution of your problems, and that solution lies in the adopting of some specific terms of sale. This we did, and since the first of the year 1914 have used a plan which has proved entirely satisfactory to our patrons and ourselves.

In the final December issue of our home paper we announced our purpose to change our policy the first of the New Year. In the first January issue we announced the plan, and at the same time hung in a conspicuous place in our office a placard 11 x 12 inches upon which was stated, in large letters, the terms upons which we have since been doing business. This placard was framed and reads as follows:

**Our Terms**

Building material ... ... ... ... ... ... ... ... 90 days
Coal ... ... ... ... ... ... ... ... ... ... ... 30 days
8 per cent. interest charged on all accounts not paid when due.
2 per cent. discount for cash on all building material.

### No Discount on Coal

When adopting these terms it was our intention to be liberal to the consumer. We feel that we have been so, for on all purchases of building material we are given but 60 days' free time. We have given 90 days. On our coal purchases we are given only until the 10th of the month following shipment. We have given 30 days' time on all of our purchases, which is more than we receive. We are allowed a discount of 2 per cent. after deducting the freight, which, in fact, will not average more than 1 per cent. on all purchases of building material. We grant a discount of 2 per cent. on the net sale, which can not help but be liberal, since the discount we give is double that which we receive.

We are charged interest on all of our over-due accounts, and on all accounts which are not paid at the time when due we charge 8 per cent. interest.

### A Satisfactory Change

Thus have we revolutionized our business. We would not return to the old way of doing business even at a loss of one-third the volume of sales for the last year. In fact, our motto now is, "Less business on satisfactory terms, rather than more business at a sacrifice."

Business cannot be changed from long time to short time basis overnight. It is a matter of education, and whatever terms of sale are adopted by any merchant some advantage must be shown the consumer before he will approve of it. Gradually will he see the wisdom of taking the cash discount and gradually will the dealer see his working capital grow in proportion.

Business is asked to bear all the burdens of misfortune, and this, coupled with the long time credit of to-day, is mainly responsible for high prices. When the consuming public is educated to know this, and when the retail merchant adopts and strictly adheres to some specific terms of sale, and at the same time throws aside his greed for business, a complete revolution will take place in the retail business of to-day, and fewer failures will occur among business, brought about by their too liberal extensions of credit.

## Quebec's Forest Wealth

Officials of the Provincial Government have estimated the total worth of the forests of Quebec Province to be $600,000,000, made up as follows: One hundred billion feet, board measure, of pulpwood, $100,000,000; 50 billion feet, board measure, white and red pine, $200,000,000; 125 billion feet, board measure, spruce and balsam fir, $250,000,000; 35 billion feet, board measure, of hardwood, birch, maple, etc., $25,000,000; 20 billion feet, board measure, of cedar, $25,000,000.

Sir Geo. E. Foster, Minister of Trade and Commerce, in a recent announcement in the House of Commons, stated that the Dominions' Royal Commission, whose tour through Canada last fall was suddenly put an end to by the war, may resume its sessions this summer, starting in British Columbia. The commission was appointed at the suggestion of the last Imperial Conference, and has held sittings in England, Australia, New Zealand, South Africa and Newfoundland.

Mr. J. William Jones, a member of a large Liverpool timber firm, recently visited Vancouver. He spent several weeks at the coast enquiring into trade conditions and placed a large order with a Victoria concern.

## Barbados Market Report

S. P. Musson, Son & Company, Barbados, report under date of April 1st, as follows:—Lumberstuffs.—White pine—The Schr. "Catherine" has arrived from Bear River, N.S., via Grenada, with a small lot of about 30 m. ft. which had previously been sold to arrive at $34 duty paid, for merchantable, and we value further receipts at this price. Spruce—The "Catherine" also brought some 70 m. ft. sold at $26 duty paid. The market is fully stocked, and there is no demand at the moment. Shingles—The position is unchanged. Stocks are ample for present requirements, and there is but little enquiry. Shooks—The S. S. "Freda" from Mobile has brought 2,236 bundles for dealers' account, and 1,752 bdls. staves, likewise for dealers' account. Wood hoops—We note the arrival of 540 bdls. by steamer from Newport, Monmouth.

## Miscellaneous News of Interest to Lumbermen

Lumbermen have very little idea, as a rule, of the devious and astounding methods by which the cement manufacturers, for example, are building up their trade, remarks that well-known authority, the American Lumberman. No ordinary competition, no ordinary advertising, will serve to offset their work, and lumbermen should bear in mind that what is needed is not merely a defensive campaign which will resist the inroads of cement, brick, tile, etc., but a really offensive market extension, fighting-for-business campaign of the sort that will open up new fields and that will place the lumber industry in a position where it can market its products at reasonable prices and with reasonable profit regardless of external or internal competition.

A recent despatch from Duluth, Minn., stated that many millions of feet of lumber were awaiting the spring drives on the streams emptying into the Mississippi. During the second week in April the ice on most of the lakes and streams was almost ready to move. One of the largest drives of the season will be brought down the Cloquet River, probably 40,000,000 feet, and 14,000,000 feet of white pine and Norway pine will go down the Swan River. Other logging companies have cleared their camps of the winter's cut, which is being shipped by rail to mills at Superior and Duluth. The announcement by the railway companies of plans for construction work has given an impetus to the lumber trade in that district and the prospects for the coming season are greatly improved.

The Kolambugan Lumber Company, of which Findlay, Richardson & Company are proprietors, has been awarded the $50,000 contract to furnish the Army in the Philippines with 2,430,495 board feet of lumber, to come from the white lauan and almond forests of Mindanao. The award is regarded with great satisfaction by the lumbermen of the Philippines, as it is the first time Philippine woods have ousted Oregon pine in a large army contract.

Reports which have just been received from Stockholm, Sweden, state that Germany has agreed to consider all sawn and planed wood goods as non-contraband. For some months these goods have been declared contraband and the result has been a very heavy handicap on shipments from Sweden. The change will probably result in a considerable readjustment of f.o.b. values, to the benefit of Sweden and to the detriment of the White Sea shippers.

During the month of March 45,895,000 feet of logs were scaled for royalty in the coast district of British Columbia, including 2,270,000 feet that were exported to Washington. The reports received by the Department of Lands give evidence of a revival in the lumbering industry. The logs exported were chiefly shingle cedar.

A Vancouver, B.C., report states that there has been quite a call for shingles from Ontario during the past few weeks; more so than usual, in fact, although the shipment to points in that province have not been particularly large. Prices remain about the same, which are low to medium.

Several hundred thousand copies of a booklet, teaching the effect of fire in the Pacific Northwest and the necessity for caution, are being placed in the hands of school children in the Northwestern States by the Western Forestry & Conservation Association.

The Virginia and Rainy Lake Lumber Company, Virginia, Minn., have purchased from Russell Bros., Fort Frances, Ont., one of their Shaw motor head works, to be used by them for towing logs.

Birch veneer is being sought in Canada by London manufacturers of tea chests.

# WANTED & FOR SALE DEPARTMENT

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 15 cents per agate line (14 agate lines make one inch.) ($2.10 per inch) each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word net. Cash must accompany the order. Minimum charge 50 cents.

Advertisement must be received not later than the 10th and 26th of each month to insure insertion in the subsequent issue.

## Wanted-Lumber

### Wanted to Buy

Inch Cedar suitable for boats. Box 184, Canada Lumberman, Toronto. 9-12

### Basswood Wanted

No. 2 Common and Mill Cull. Winter cut preferred. Apply Firstbrook Brothers, Ltd., Toronto, Ont. 7-tf

### Wanted to Buy

Birch, Oak, Maple, Ash and Elm. Apply by letter, stating prices, thicknesses, lengths, average widths, quality, also name point of shipment, to Robert Cox & Company, Hope Building, Ottawa, Ont. 7-10

### Wanted - Rock Elm

250,000 to 350,000 feet of 10/4 No. 1 common and better, standard lengths, 6 ins. and wider. Will take the stock green or dry. Address American Lumber & Manufacturing Company, Pittsburg, Pa.

### Wanted to Buy

A hardwood timber limit with large percentage of Birch, must be located convenient to railway so that mill can operate during winter months. State estimated quantity, best price and terms. Box 187, Canada Lumberman, Toronto. 9

### Birch Wanted

I am open to purchase one million feet of 1-in. Birch log run, mill culls out, on a railway rate not to exceed 9c. to Montreal. State how much you have to offer, when sawn and price wanted.

HORACE HARTLEY,
19 Mayor Street,
8-9 Montreal, Que.

## For Sale-Lumber

### For Sale

For shipment May 1st car lots Cheese box, Veneer. G. R. Jones, Eldorado, Ont. 6-9

### We Have a Full Stock

of Hardwood, Hemlock and White and Norway Pine Lumber, Norway and White Pine Piling, up to 60 ft. Keenan Bros., Limited, Owen Sound, Ont. 3t.f.

### For Sale

Two cars of 3-in. Birch, first and seconds, and 2 cars of 2½-in. Birch, first and seconds. This stock is well manufactured and seasoned. Cut early in 1914. Drayton Mills, Limited, Drayton, Ontario. 9

### Shingle For Sale

One million Northern Ontario Cedar Shingle for sale. One X, Two X, and Three X, or make us an offer for the whole cut, f.o.b. car Field. Freight rate to Toronto 11 cents. The Field Lumber Company, Limited, Field, Ont. 9

### For Sale

PILING, any length in Spruce, Red, White and Jack Pine or Hardwood.
Telegraph Poles, Ties and Fence Posts. Square Cedar and Hemlock up to 12 in. x 12. Correspondence solicited.

ANGUS PRENTICE & SON,
189 Arthur Street,
9-14 Toronto, Ontario.

### For Sale—Dry Stock

Half million feet Hard Maple 1¼-in., 2-in., and 3-in.
10 cars 1-in. Basswood.
10 cars 1-in. Black Ash.
10 cars 1-in. Soft Elm.
Half million feet 1-in. and 2-in. Hemlock, 8 to 18 ft. long. Above stock is well milled and end trimmed. Rail or water shipment. Write us.

HALL BROS.,
9 174 Mutual Street, Toronto.

### FOR SALE
### Norway Pine—Mill Run

| | |
|---|---|
| 1 x 4/5 x 10/16 ft. | 1,000,000 ft. |
| 1 x 6 | 500,000 ft. |
| 1 x 8 | 85,000 ft. |
| 1 x 10 | 14,000 ft. |
| 2 x 4 | 165,000 ft. |
| 2 x 6 | 220,000 ft. |
| 2 x 8 | 320,000 ft. |
| 2 x 10 | 218,000 ft. |
| 2 x 12 | 65,000 ft. |
| Norway Pine Culls | |
| 1 x 4 and up x 10/16 ft. | 1,500,000 ft. |

DEVON LUMBER CO.,
5t.f. Ottawa, Ont.

### Lumber For Sale

200 Pieces 1 x 15 and up 22 ft. Cypress.
375 Pieces 1 x 15 and up 24 ft. Cypress.
Clear for boat building, in stock at Montreal.

GEO. C. GOODFELLOW,
c Montreal, Que.

### DRY BIRCH FOR SALE
### Shipment Immediately

The following Birch has been on sticks for over two years, and is perfectly dry. Log run, mill culls out.

2 cars 4 x 5 x 10 ft. and up.
1 car 4 x 6 x 10 ft. and up.
3 cars 5 x 9 and up x 8 ft. and up.

Apply HORACE HARTLEY,
19 Mayor Street,
8-9 Montreal, Que.

## For Sale-Machinery

### Woodworking Machinery For Sale

1 No. 51 Crescent universal woodworker; 2 24-in. planers and matchers; 3 12-in. buzz planers; 1 12-in. four-side moulder; 1 No. 802 Canada Machinery Corporation shaper; 5 30-in. Ideal pedestal bandsaws; 2 No. 619 Canada Machinery Corporation saw tables; 1 36-in. double drum sander; 1 20-in. American wood scraper.

H. W. PETRIE, LTD., Toronto.

### Rebuilt Veneer Machines

We have the following rebuilt veneer machines ready for immediate shipment.
1 Coe Lathe, 50-in. swing, 88-in. knife, 6-in. spindles.
1 Coe Lathe, 50-in. swing, 64-in. knife, 5-in. spindles.
1 Coe Lathe, 50-in. swing, 76-in. knife, 6-in. spindles.
1 Coe Lathe, 42-in. swing, 60-in. knife, 3⅜-in. spindles.
1 Coe 100-in. Power Clipper.
1 Coe 54-in. Power Clipper.
1 Coe Type A. Stamper.
These machines are decided bargains and carry the same guarantee as we give our new ones. Prices on application.

THE COE MFG. COMPANY,
Painesville, Ohio.

### Machinery For Sale

One Double Surface Planer.
Power-Feed Rip Saw.
12-in. Moulder.
Heavy Flooring Machine.
Vertical Boring Machine.

A. J. LINDSAY,
9 92 Pembroke Street, Toronto.

### For Sale
### Woodworking Machinery

One McGregor Gourlay Q.Y. 15 x 16 Planer and Matcher, with one set 4 bit 1-in. Matcher heads, one set Shimer 4 bit Expansion Matcher heads. Machine in A1 condition. For sale cheap for cash. Box 188, Canada Lumberman, Toronto. 9

## Wanted-Employment

**Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents**

Lumber Inspector with experience in looking after stocks, open for engagement. Box 190, Canada Lumberman, Toronto. 9

WANTED—Position by experienced Band Sawyer. Sober. First-class reference. Address Frank Weston, P. O. Box 59, Odanah, Ashland County, Wis. 9-12

Bookkeeper or Office Manager, experienced in lumber, wants position. Open for engagement June 1st. Good references. Box 1, Les Escoumains, P.Q. 9

Band and saw filer wants position. Strictly reliable, steady and up-to-date. Thoroughly dependable. Best references. Box 181, Canada Lumberman, Toronto. 8-11

Band Saw Filer wants Position. A1 reference; fifteen years' experience. State what you have in first letter. Address A. W. Woodward, 57 Kirkwood Street, Akron, Ohio. 9-12

Thoroughly experienced Lumberman requires position with Wholesaler or Manufacturer as Traveller or Shipper. Expert on White Pine Grades, both green or dry. Could look after cut of logs. Estimating and piling of lumber. Best credentials. Box 194, Canada Lumberman, Toronto. 9

Expert Band Saw Filer wants position. Fourteen years' experience on single and double cut saws. No proposition too large. Guarantee satisfaction in hard or soft woods. Strictly sober. A No. 1 reference. Address Saw Filer, P. O. Box 592, Memphis, Tenn., U.S.A. 6-10

A Forest Engineer—in government employ, who has received his technical training in Canadian and American Universities, and has done technical work in the main forest regions of Canada—east and west, with several years of practical experience—bush and lumber yards, previous to studying forestry, desires to hear from large firm or lumber association. Knowledge of French and English. Best credentials. Box 173, Canada Lumberman, Toronto. 8-9

## Wanted-Employees

**Advertisements under this heading two cents a word per insertion. Minimum charge 50 cents**

WANTED a good resaw man, a good marker, and a good edger man; also good setter for steam set works. Experience in steam setting not necessary if capable setter and willing to learn. John S. Eagles & Company, 39 Canterbury Street, St. John, N.B. 9

WANTED an Accountant who has had experience in the lumber business for a lumber manufacturing concern. State age and experience, and give references. Box 192, Canade Lumberman, Toronto. 9

WANTED first-class experienced man as Traveller for Ontario. State age, experience, and references. Box 189, Canada Lumberman, Toronto. 9-11

## Business Chances

WANTED practical man with some capital to take over an established wood-working business now manufacturing wood mantels with other special lines. Located in best town on Georgian Bay. Rare opportunity for live man. Box 186, Canada Lumberman, Toronto. 9-10

Factory building approximately 9,000 feet floor space, separate office building, two railway lines, water power, and auxiliary steam plant. 30 miles from Toronto. Free for one year. Apply Wrights, Limited, 22 College Street, Toronto. 9

### For Sale

Hardwood timber limit with first-class sawmill. Maple, Birch, Beech, Oak estimated 20,000,000. Shipping facilities good. For particulars write Box 185, Canada Lumberman, Toronto. 9

### Timber Limits For Sale

Can be quickly and profitably disposed of by advertising them on this page. This is where buyers of timber property look for opportunities to invest. If your "ad" is here the investor will see it. Canada Lumberman, Toronto, Ont. tf

### Sales Agents Wanted

Large U. S. firm making steel and wire prodncts wants sales agents in both Eastern and Western Canada. Lines include metal wheels and axles, farm wagons, tractor trucks, log and freight wagons, portable mountings for machinery, etc. Box 198, Canada Lumberman, Toronto. 9-10

### Lumber Business

For sale in Eastern Canada, a first-class lumber business in good running order, comprising over 200,000 acres license lands, sawmill with excellent loading facilities by deep water wharf. Principals or their solicitors only. Address Veray, Canada Lumberman, Toronto. 9-10

## WANTED

Salesmen selling supplies to Lumbermen and Contractors to handle as a side line Dr. J. M. Stewart's Veterinary Remedies, now being used by the greater number of Lumber Companies in Canada. Liberal commission.

PALMER MEDICAL CO., LTD.,
7-t.f. Windsor, Ont.

### FOR SALE

The Lumber Yard of the Estate of D. Dupuis, situated on St. James Street, Hull.
The property comprises a valuable block of land, having frontages of 254 feet on St. James Street, 221 feet on Leduc Street, 142 feet on Wellington Street, and 210 feet deep between St. James and Leduc Streets.
The yards are stocked with a large quantity of valuable lumber of all kinds.
The business is a good going concern, having a large trade, and was established in 1890. It can be purchased en bloc, or the lumber and rolling stock can be bought separately and the land rented.
The property is a valuable building site, suitable for subdivision into city lots, and is situated right in the heart of the business section of the city.
For particulars apply to P. H. Charron, 142 Champlain Ave., Hull. 7-10

## Miscellaneous

### Do You Want to Buy or Sell?

If you wish to purchase or dispose of a particular stock of lumber or logs, a mill property or timber limit, or some second-hand machinery, the CANADA LUMBERMAN AND WOODWORKER will bring quick returns. Use our "Wanted and For Sale Department."

**For Sale**

Copies of "The Preservation of Structural Timber," by Howard F. Weiss. Published in 1915 by McGraw-Hill Book Company. 312 pages, illustrated. Price $3.00. Canada Lumberman, 347 Adelaide Street West, Toronto.

**Saw Mill Machinery For Sale**

Sawmill near Sellwood, Ontario, daily capacity 60,000 feet. All machinery including:—Log Ladder, Bullwheel, Steam Kicker, Log Loader, Stationary Steam Nigger, 42-in. Steel Carriage, 10-in. Steam Feed, 8 ft. Double Cutting Bandmill, Cast Iron Lumber Table, 5-Saw Slab Slasher, 48-in. Big Champion Edger, Trimmer, Transfers to Edger and Trimmer Tables, Sorting Tables, etc. Also, Independent Lathmill, Filing Room Outfit and Power Plant complete. This machinery is of the latest design, practically new and in excellent condition. Offers will be accepted for all or any part of this machinery, where it stands or F.O.B. cars Sellwood.

The Waterous Engine Works Company,
22-t.f. Brantford, Canada.

## How to Run Belts

Always run the smooth side of the belt in contact with the pulleys.

This subject has been discussed considerably among belt men, and arguments are usually unconvincing, because there is no actual proof brought to bear on the subject. It is my aim here to show just why the smooth side is the correct one to use where a considerable load is to be pulled. Where the load is light, it makes little difference which side is used.

In the first place, all manufacturers agree that the smooth side is the best, and many of them stamp on their belts, "Run this side in contact with the pulleys." That should be a pretty strong argument, yet many belt men think they know better and deliberately use the rough flesh side anyway. They say the rough side should produce more friction.

However, actual tests have proved beyond a shadow of doubt that belts wear out more quickly where the rough side is made to do the heavy pulling. In one test two belts exactly alike were run side by side on pulleys of the same size on similar machines, and each belt doing the same amount of work. One was run smooth side against the pulleys and the other the flesh side. The result was that the flesh side belt had to be replaced in three months, whereas the other was as good for all practical purposes as when new. It has not been replaced yet, after a couple of years.

In another test four belts were used. Two were operated flesh side against, and two were operated smooth side against pulleys. The results were the same as in the first mentioned test. The flesh side belts had to be replaced.

If anybody is in doubt as to the correctness of these results I would suggest that he try similar tests himself.

If you have only one belt and cannot make the test very well, run the belt one way for a while and suddenly stop the drive. Feel the pulleys with your hand. You will find that with flesh side in contact the pulleys become hotter, which is a certain indication of greater loss of power. It is this heat, usually, that destroys the belt; for most animal and vegetable substances cannot well withstand high temperatures. Leather especially is destroyed by heat very quickly.

This heat is caused by slip, of course, and slip is a bad thing. Slip should not be allowed and can invariably be prevented by proper treatment with belt dressing preparations. However, even with belt treatment the smooth side is best, as may be proved to your own satisfaction by feeling the pulleys as already mentioned.

Belt traction does not depend upon belt roughness so much as upon belt contact. The idea is to make every square millionth of an inch of belt come in contact. The more contact, the better. Hence the desirability of as large an arc of contact as possible. The best way, then, to do this is to use the smooth side of the belt in as flexible condition as possible. Flexibility is a great aid in allowing the entire belt surface to come in intimate contact.

My last argument is this: Manufacturers of two or three-ply belts always make both sides smooth, making it impossible to run the belt flesh side next. It would be possible, of course, to make two-ply belts in such a way that both sides would be flesh sides.—N. G. N., in Barrel & Box.

## Operating Mortice Chains

A few days ago we had visitors at our mill. Who they were or what they were does not matter to you or me. As they went around from one machine to another, watching the various processes in furniture manufacturing, I noticed at once that they were not unused to the noise, dust, or sights of a machine shop. They did not put their hands over their ears, nor did they keep flicking the dust off their clothes with their gloves. Evidently they came to have a good look around, and asked intelligent questions on various items and machines, etc. It was the chain mortiser, however, that seemed to interest them most. We were doing some heavy cutting at the time—deep mortises in hard oak—and that tickled them to see her walk through it. After watching her do her bit, I was asked the old question: Do you have trouble with chains breaking? None whatever, I answered. Then they told me they had seen a great many and had often been told they were expensive machines to run on account of so many chains breaking. Also it required great skill on the part of the operator to handle them economically. I laughed at their fears, and showed them some fast cutting with a ⅜ in. chain, even advancing the work along with the chain in the cut. Then they saw and believed that the machine and chains would stand hard usage if they were both in good order. I told them we had used the machine almost continuously for three years and had never broken a chain, but showed them two chains that were used up, ground through to the pins, yet all teeth were in good shape. Grind often and light, and grind under to have a keen edge, with plenty of hook to it. It keeps sharp longer and is easier on the belts and chains. I do not think a fool can get good results from a chain mortiser any more than any other machine; still, any level-headed mechanic can keep her singing the right tune if he is given a few pointers for guidance now and then. No one need have trouble with a chain mortiser if they have a good machine and look after it. —J. M. N.

## Speed of Circular Saws for Hardwoods

A speed of 9,000 ft. per minute at the points of the teeth for ripping, and 10,000 ft. for cross-cutting, has for many years been accepted as a standard for circular saws. These speeds are all right for sofa woods, but in my opinion they are too high for hard woods, and cause undue wear and bluntness on the saw teeth. I am aware that most mills run their saws at the same speed for both hard and soft woods, but after various experiments I have come to the conclusion that for hard woods the above speeds can be reduced with advantage, for instance, for cutting oak, say a reduction of 1,000 ft. per minute, and for that difficult wood, hickory, 2,000 ft. with the hook and set of the teeth reduced in proportion. I should be glad to hear the results of my readers' experience in this connection, as, although I have had forty years' experience in wood conversion, I am just beginning to find out how very little I know—Senex.

## New Idea in Fuming Oak

Mr. Rudolph Kilbourne, writing in the Woodworker on fuming oak, says:—"A few days ago I dropped into one of the largest and most up-to-date furniture factories in the country, one that turns out a large quantity of high-class fumed oak, and there I got a new idea regarding the fuming process. The usual way of evaporating ammonia for fuming has been to allow it to drop from a tank outside the vat on to a series of slides inside, and finally into a jar on the floor, this dripping process extending over a period of from twelve to twenty-four hours. The new method is to place in a long, shallow pan about one-third the quantity of ammonia usually required, and place this over a coil of steam pipes. The advantages claimed for this way over the old method are that a more uniform color is obtained, the work is done in half the time, and much less ammonia is required. I have not yet tried it out myself, but from what I saw in that shop am convinced that the thing is a success, and I pass it on for readers to try out for themselves."

## British North-America Wood Charter

It was announced some days ago by the Secretary of the Documentary Committee of the London Chamber of Commerce that a new form of charter party for deal and other wood cargoes from British North America had just been issued, and that it would become operative on April 15th next. It is further understood that some business has already been done through London timber importers on the new charter, but Liverpool timber merchants are entering an emphatic protest against it, and resolutely decline to accept it as the basis of business, their contention being that the terms and conditions stipulated for are too complicated and totally unsuitable for the requirements of the trade in general, and they further aver that they are finding no difficulty whatever in getting offers of tonnage and chartering on the old Conform A.

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IN LOGGING OPERATIONS
My reports show where the waste is, and how it may be eliminated.
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# Review of Current Trade Conditions

### Ontario

A large Canadian wholesale lumber dealer who has recently spent the greater part of the month in visiting consuming and producing districts in many parts of the province expresses the opinion that the lumber trade today in Ontario is in a transition state and that he does not know exactly what to say in regard to the outlook. The retail trade bought stock to a fair extent during the winter and accumulated a fair assortment of stocks, the idea being to carry in their yards sufficient stock to be ready for improved trade if it should come in the spring. The spring found the retailers with stocks of this nature and very little building demand developing, the result being that retailers have sufficient stocks to carry them along for a short time with a good demand or for a longer period if the demand continues quiet.

Referring to the course of events during the past fall and winter this wholesaler said that as soon as the war broke out trade became light and retailers reduced their stocks to a minimum. At the end of the year stocks in the hands of retailers were very light, and assortments were badly broken. After the first of the year retailers found it advisable to put in small assortments of stock. They now find that there is very little ready sale and therefore the retailers are not an important purchasing factor today. Whether they will become so during the summer is something which will depend entirely upon factors which cannot be foretold.

Manufacturers kept their stocks down after the war broke out and waited quietly, for several months, watching the course of events Another wholesaler who has recently made a visit throughout southwestern Ontario reports that manufacturers, particularly furniture producers, are coming into the market again to a fair extent. One very large furniture manufacturer recently was considering plans for closing down his plant. Before doing so he paid a visit to the prairie provinces, where he secured so many good orders that he decided to go ahead with his manufacturing operations. With this manufacturer, practically all the dry stock he owned was then in his kiln and he had to come into the market immediately with a substantial order. Other furniture manufacturers are also reported to have only small stocks and they will have to buy if orders commence to come in for their product. This wholesaler reports also that the yard trade is very quiet. He believes, however, that most of the yards have very little stock on hand and will also have to buy if trade picks up. Reports from mill points indicate that stocks are fairly well picked up, with the exception of a few mills where there are fair amounts of white pine of all grades.

Manufacturing operations at Ottawa are about in full swing at all the mills. A definite improvement is reported in trade in the Ottawa district.

### Eastern Canada

Slightly better conditions are reported in the lumber trade at Montreal. Orders are developing more freely and wholesalers are more cheerful than they were a short time ago. There is no likelihood of anything in the form of great activity, but a fair increase in the demand is expected. No large buildings are under contemplation; the permits being all for residences and alterations. The United States demand is improving. The trade in sash and doors shows a slight increase, but is still far below normal. The outlook for spruce in Great Britain is promising, but reports in regard to pine are not encouraging. Lists of sailings for the month of May, which have been issued by the steamship companies, are considered to be fairly satisfactory, in view of the world-wide scarcity of tonnage.

The demand for dimension spruce at Boston is improving. During the past fortnight it has been noticeably better. Producers are asking $24.50 for 8-in. frames, Boston rate. The demand for random is good and quotations are about 50 cents higher than they were a month ago. The board market is weak on account of heavy offerings of southern lumber at rather low prices. Spruce covering boards, 5-in. and up wide, 8 ft. and up long, are bringing only $20 and matched boards, 10, 12, 14 and 16 feet are selling at $22.50 to $23. There is a better movement of shingles at Boston, but there is still room for much improvement. Most of the demand is from country yards. White cedar extras are offering at $3.30 to $3.40, clears at $2.80 to $2.90 and second clears at $2.50 to $2.60. The demand for spruce lath is good and prices are steady. Most producers are quoting $4.20 to $4.25 for 1⅝-in. lath. For 1½-in. there is a satisfactory demand, with $3.75 as the lowest price and $3.80 being more frequently quoted.

### Great Britain

Since the removal of the embargo on Swedish wood by Germany, there has not been the reaction in prices which was at first expected. There are many merchants who now predict that prices will come down, but those who are taking a longer view of affairs are not assuming that Swedish Baltic shipments will reach England without hindrance. They expect that there will be a very large shortage in the North of Europe wood exports. Unless Germany loses command in the Baltic, or the war comes to an end this year, the market will be short all season of Russia and Finland shipments. These shipments in normal seasons amount to over 1,500 standards. Even with a great decrease in total consumption during the war there can be little doubt that the diminution in stocks arriving will be even greater, so that it is difficult to see how anyone can reasonably expect a slump in prices. The actual f.o.b. and c.i.f. business now going on is on an extremely limited scale.

The spot market at London has been rather quiet. Dock stocks on the first of April, including all descriptions of deals and battens, pine and spruce, were nearly sufficient for three months' consumption on recent lines, but in floorings and log timber a great shrinkage was shown. The deliveries at London docks for the week ending April 3rd were quite normal, amounting to 3,471 standards, as compared with 3,983 standards during the corresponding week of 1914.

Arrivals at Liverpool have been on about a similar scale with those of previous years. The timber imported has been on a good scale, including several soft woods, among them parcels of spruce from St. John and Halifax. Stocks which have been hung up at Liverpool on account of the inability of the railroads to handle all the freight received, have lately been sent forward and the congestion is greatly relieved. At the conclusion of the first three months of the present year soft wood stocks at Liverpool were shown to be about half what they were at the corresponding period last year, the reduction being chiefly in cheap pine, birch and spruce, the imports of which, during the past three months have been insignificant as compared with normal times. The consumption, however, has been in excess of that for the corresponding period of 1914. One of the most prominent items in the monthly list of Liverpool stocks is pine deals, which amount to 1,030 standards, or nearly three times the normal quantity at the corresponding periods in previous years. These stocks, however, are largely of the lower qualities which are being used as a substitute for spruce deals, stocks of which, both at Liverpool and Manchester, are abnormally low. The disorganization of the ocean freight market is being felt greatly by those engaged in the importation of wood from Atlantic Coast ports in North America.

The spruce spot market at Liverpool is very firm and the indications are that consumers will have to face further increases in price later on. Consumers are reducing their stocks to a minimum before purchasing and will not be in the market for large quantities when they do buy. There has been a fair movement of birch at full values. These have been on f.o.b. terms with the rate of freight fixed, usually at a very high figure. Spot demand is better than might be expected. Stocks of logs are practically nil, and planks and boards are growing very scarce.

Stocks of timber at Manchester are much lower than the average. The consumption keeps up well. Large increases are shown in the consumption of Quebec waney board pine. Deliveries of spruce amounted to 2,251 standards for March. This is very little below the figure for March, 1914. Spruce deals have been reduced to below 2,000 standards. Stocks of pine deals are also low.

### United States

Conditions in the lumber trade in the United States during the past fortnight have given strong evidence of the fact that although many important factors are present for the production of trade activity, a continued increase in volume is not to be expected. A short time ago it looked as though a steady advance might be looked for. On top of this there comes, however, a period of reduced activity accompanied by wide variations in the course of trade in different parts of the country. The most encouraging reports during the past fortnight have been from sections that are most closely in touch with the manufacturing states of the north and east, such as Illinois and the New England Coast. The demand for war material is apparently having an appreciable effect in these districts. Throughout the west there are also fair indications of a buying movement on the part of

View of Mills in Sarnia.

# BUY THE BEST

Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

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**SARNIA, ONTARIO**

B. P. Bole, Pres. F. H. Goff, Vice-Pres. E. C. Barre, Gen. Mgr. W. A. Saurwein, Ass't. Mgr.

the agricultural communities which have been enjoying prosperity for some time past. There is nothing in the form of a building boom throughout the country, but there is a fair development of the building trade. The demand for northern and southern pine and for some hardwoods for boxing and crating material is fairly good.

Stocks of lumber in retailers' hands, generally speaking, have been depleted. The public have been economizing for so long a time that it is believed that a revival in retail trade in all important necessities is about to develop. Some relaxation in the economy of the public is in evidence and is having an effect already upon trade. There is evidence of a better demand for box and crate lumber. Moreover, the demand for these goods in connection with the shipment of war materials is very considerable. Factories also are reported to be using larger quantities of lumber. Unemployment is noticeably reduced in many parts of the United States. Industries are gradually opening up. Although present trade conditions are somewhat less active than a fortnight ago, there are decided indications of a revival in the near future.

# Market Correspondence

**SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD**

### Montreal Market Report—Spruce Exports Likely to be Heavy

Montreal, April 22nd (Special to the Canada Lumberman):—While it is too early to speak of any decided improvement, there are signs of better conditions in the lumber market. Orders are coming in more freely, and there is a more optimistic feeling among wholesalers. No one expects anything in the shape of a boom, but many believe that we shall see a considerable increase in the demand, even allowing for the usual gains in orders during the spring and summer seasons. Practically all the building permits are for residences or for alterations, and most of them are for comparatively small amounts.

Trade with the United States is picking up, one firm having recently booked an order for over a million and a quarter feet of spruce.

Although by no means brisk, business in sash and doors and interior finish has improved. It has, however, still considerable leeway to make up before it approaches normal.

With regard to the import duty of 7½ per cent. imposed by the Government, some firms have been able to make a compromise with United States manufacturers on orders given previous to the imposition of the duty; others have refused to pay a cent, claiming that they are not liable under f.o.b. Montreal shipments; and others have paid the duty, the sellers objecting that the duty is, strictly speaking, a war tax which ought to be borne by Canadians. The payment or non-payment seems to have been largely a matter of circumstances, and certain local wholesalers have incurred losses rather than jeopardize future business relations.

The outlook for Canadian spruce in the British market is decidedly good, but that for pine is not very cheerful. Reports from the other side are not encouraging for pine and it is probable that the coming season will witness a considerable diminution in these exports. The talk is all of spruce and of the chances for getting sufficient freight space to carry the large stocks sold for United Kingdom account. It is believed that the Old Country can easily absorb whatever Canada can offer, in view of the impossibility of getting supplies from the Baltic. The steamship companies have issued their May lists of sailings, and these are, considering the scarcity of tonnage, very satisfactory, so far as number is concerned. A report from Liverpool states that the dock porterage charges have risen from 1s. 3d. to 3s. 9d. per ton.

### Ottawa Mills Starting—Trade Improving

Ottawa, April 21st (Special to the Canada Lumberman):—J. R. Booth opened his sawmill for the season last Monday in a limited way, but by the end of the week he will have it going to its full extent. He would have begun operations earlier had not the large flume at the plant broken a week ago last Sunday. This not only handicapped the opening of the sawmill, but flooded out the power house and one of the pulp mills and interferred with other parts of the plant considerably, with the result that it threw about 1,000 men out of work temporarily. Repairs to the flume were undertaken without delay and completed last Saturday.

Shepard and Morse will open their mill at the end of this week for the season, which will give employment to about two hundred men and will thus help to relieve the unemployment situation in Ottawa and district, which is acute just now. All the mills in this district will be working by the first week in May.

Trade is picking up with spring definitely here, and the outlook is rather encouraging. The water in the Ottawa is rising and altogether conditions are not such that lumbermen need to be pessimistic, even though there are no signs that the war will be over for some time to come.

The aftermath of a contract made with the Maclaren Lumber Company, of Buckingham, Que., was aired in the Hull criminal courts last week. Damas Gauthier, a farmer living near the Lievre River, entered into a contract with the company to drive logs on Severn Creek into the Lievre. The company found that his work was not being done satisfactorily, so J. Whitfield, a foreman for the Maclaren firm was instructed to take the contract over. Whitfield with his men went to get some of the company's logs piled alongside the creek on Gauthier's property, whereat the latter, it is alleged, got a rifle and fired at Whitfield, narrowly missing him. Gauthier's arrest followed. The case is still before the courts.

At a recent sitting of the Railway Commission the C. P. R., and other railways sought to obtain permission to have their responsibility for bush and forest fires reduced. Under the present rules of the Board the railways are liable for damage done by fire caused within three hundred feet of the track. They wanted their responsibility confined to the edge of their right-of-way. The application was opposed by Mr. Clyde Leavitt, Chief Forester to the Commission, and the Board decided to let the rules remain as they are.

A large part of the money subscribed to purchase instruments for the band attached to the 38th batallion of the second Canadian contingent, came from lumbermen in Ottawa and district. The commanding officer of the batallion is Lt.-Col. C. M. Edwards, of the lumber firm of Watson and Todd, and nephew of Senator Edwards, head of W. C. Edwards & Company, Limited.

The death occurred ten days ago of Mr. John C. Browne, of Ottawa, well known in lumber circles, in his 69th year. For many years deceased was a member of the Union Forwarding Company, and, when that concern wound up, he went into the commission and brokerage business, acting for several of the lumber firms in the city and district. He was also connected with the Fraser Lumber Company.

### Glasgow Quarterly Market Report

Calder, Henderson & Livingston, Glasgow, in their quarterly timber market report, under date of April 1st, say:—Canada—St. Lawrence.—Yellow pine—waney—While the demand generally was very quiet, some enquiries traceable to Government requirements were in evidence, but these were supplied from Siberian logs of more attractive specification and price. Pressure of naval work, which calls for the minimum of timber, caused a dislocation of the ordinary consumption in the shipyards and stopped deliveries of purchases completed at the end of last year, hence the poor consumption of only 40 logs for the quarter. The stock is low and largely held by merchants and shipbuilders. First class deckwood of good scantling is firmly held and values are about in line with the present high import cost, but the smaller wood is difficult of sale unless at a low figure. Second class timber and square wood of any quality were not enquired for and there is no stock.

Elm.—Enquiries were not numerous, and the consumption was very moderate. First class wood only was asked for, and large sided logs sold at a high figure. Smaller timber was firmer in value. Second class wood and grey elm were stagnant and values were barely steady. Stocks, apart from first class, which is lightly held, are too heavy.

Oak.—There was little movement. Stocks of first class are held by merchants and are more than ample for present wants, but values are firm. Second class wood went at a low figure in competition with United States logs.

Ash.—Was not asked for.

Birch—logs.—No arrivals. The demand was strong, but in the absence of supplies few transactions were recorded. Values advanced and are now at a high level. Forward buying has been done at 2s. 1d. ex quay for 15-inch average on a freight basis of 70s. per std. The stock on the tables solely represent round wood stored on consumers' account. Planks—Experienced a steady enquiry at steadily advancing figures. Stocks are moderate and are now held by merchants and con-

# Lumber and Pulp Men

You will save money in placing your orders now for your requirements for 1915 and 1916 operations. As you are aware there has been an advance in all Raw Materials equal to about 7½ % to cover War Tax. We are still in position to give you the same prices offered on January 1st.

***Generous Sizes and Prompt Shipments***
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# Our Specialties

Mackinaw Long Pants, Mackinaw Knickers, Heavy Tweed Pants and Knickers, Mackinaw Coats in Black and Fancy Colors, Mackinaw and Tweed Shirts, Kersey Shirts, Pure Wool Underwear, Pure Wool Socks and Sweaters, also all Wool Grey Blankets.

And all the above at the old prices.

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# Jenckes Boilers

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**Works: Sherbrooke, Que., St. Catharines, Ont.**

sumers. No. c.i.f. transactions have been reported, buyers, owing to the freight position, holding aloof meantime.

Deals, battens and boards—pine.—There was no import, and with the exception of 1st pine sidings, sales were practically transacted through merchants who held the stock carried over from the end of last year, and the figures realized were on a retail basis. A strong demand, chiefly for the lower qualities, resulted in a satisfactory consumption and the stock is now at a low ebb. Values of 1st quality deals were firmer, and the lower qualities showed a marked advance First pine sidings were in occasional request and sold at from £32 5s. to £35 per St. standard for 12 to 14 inch average. The stock is now in a healthier position, although ample for present requirements.

Red Pine.—Wtih housebuilding so quiet they were seldom asked for. Values have risen and buyers who have been using them for box-making purposes have returned to spruce, preferring the latter at the now slight difference in price.

Spruce.—The consumption was a good one, the demand running chiefly to the wider deals, 9 inches and up, and also 6 inch. Values owing to the steady enquiries and increasing cost to import advanced and are now at such a high level that purchasing has become restricted. The demand also is somewhat quieter at the moment. Stocks are low and at present the prospect of them being increased to any material extent is unlikely.

New Brunswick and Nova Scotia.—Birch—logs—No arrivals. These are wanted and good prices are obtainable. There is no stock. Planks.—Moved well into consumption. Prices were firm and have advanced. The stock remaining for sale is very low.

Deals and battens—pine.—The position has improved with the scarcity of the lower qualities in Quebec deals and values are higher.

Spruce.—The strong demand prevailing absorbed practically the whole of a fairly heavy import which went well into consumption owing to the large amount of government work on order. Values rose and were maintained on a high basis, and their movement will largely depend on the freights and the position of North of Europe goods. Government enquiries are reported now to be scarcer.

## Liverpool and Manchester Stocks

The following report upon Liverpool and Manchester stock for the month ending March 31st, 1915, is furnished by John E. Moore and Company, Limited, St. John, N.B.

**Spruce and Birch**

Month Ending 31st March, 1915

**Liverpool**

| | Imports | | | Consumption | | | Stock | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1913 | 1914. | 1915. | 1913. | 1914. | 1915. | 1913. | 1914. | 1915. |
| N.B. & N.S. Spruce & Pine, Stds. .. | 1,840 | 3,850 | 1,550 | 1,950 | 3,490 | 1,540 | 2,900 | 6,090 | 3,590 |
| Birch Logs, Loads | 0 | 480 | 0 | 400 | 60 | 0 | 400 | 540 | 20 |
| Birch Planks, Stds. | 79 | 200 | 0 | 279 | 261 | 91 | 473 | 461 | 212 |

**Manchester**

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| Spruce, Stds. .. .. | 1,680 | 1,530 | 690 | 2,390 | 2,400 | 2,260 | 6,840 | 11,560 | 1,910 |
| Birch Logs, Loads | 0 | 100 | 0 | 40 | 200 | 180 | 300 | 140 | 200 |
| Birch Planks, Stds. | 12 | 24 | 0 | 67 | 91 | 103 | 424 | 370 | 261 |

**Stocks in Manchester and Liverpool Combined**

| | 1911. | 1912. | 1913. | 1914. | 1915. | |
|---|---|---|---|---|---|---|
| **Spruce** | | | | | | |
| Manchester ... ... | 6,040 | 5,260 | 6,840 | 11,560 | 1,910 | |
| Liverpool ... .... | 4,470 | 3,580 | 2,900 | 6,090 | 3,590 | |
| | 10,510 | 8,840 | 9,740 | 17,650 | 5,500 | Stds. |
| **Birch Logs** | | | | | | |
| Manchester ... ... | 60 | 40 | 300 | 140 | 200 | |
| Liverpool ... .... | 260 | 340 | 400 | 540 | 20 | |
| | 320 | 380 | 700 | 680 | 220 | Loads. |
| **Birch Planks** | | | | | | |
| Manchester ... ... | 6 | 55 | 424 | 370 | 261 | |
| Liverpool ... .... | 152 | 352 | 473 | 461 | 212 | |
| | 158 | 407 | 897 | 831 | 473 | Stds. |

## Glasgow Market Report

Messrs. Cant & Kemp, Glasgow, in their timber market report under date of April 2nd, say:—Business during this quarter has been different from anything previously experienced, the chief work in the large industries being the production of munitions of war. All kinds of naval craft, mines, shells, motors for transport, and other materials, are being turned out in growing quantities and this is only likely to decline when the war ends. Notwithstanding all this, shipbuilders have been well employed and the tonnage launched is greater than was expected. It is however to be feared that this may not be maintained. Wagon builders have also been fairly well employed, chiefly with war materials and transport. Housebuilding shows no change, while the demand from the cabine industry continues slow and disappointing.

Quebec yellow pine waney boardwood.—The demand is slow. The stock is entirely in merchants' hands. Prices are fairly firm.

Quebec red pine.—The stock of timber is nil, with no enquiry. The stock of deals is very small. Prices are firm.

Quebec oak.—The stock is somewhat reduced, with a limited enquiry, chiefly for first class parcels. Prices are firm, and may be quoted from 3s. 6d. to 4s. 9d. per cubic foot, according to quality and specification.

Ash.—The stock of logs is very small, with a fair demand. The stock of planks is light, with a limited enquiry, chiefly for first class lots of good specification. Prices are firm, and quotations may be given for logs, 2s. 9d. to 3s. 6d., and for planks and boards 3s. 6d. to 4s. 3d.—according to specification.

Birch.—The stock or logs is very light as well as that of planks and boards. Prices are firm, and with high freights, stocks will not be easily replaced.

Quebec yellow pine deals, etc.—The stock of all grades is light and mostly in merchants' hands. The demand has been largely for the lower qualities, the better grades of both deals and sidings having only had a limited enquiry. Canadian goods are very firm and may be quoted as follows, viz.:—Firsts—Broads, 5s. 3d. to 6s.; regulars, 4s. 10d. to 5s. 3d.; undersized, 3s. 6d. to 4s. 3d. Seconds—Broads and regulars, 3s. 8d. to 4s.; undersized, 2s. 8d. to 3s. Thirds—Broads and regulars, 2s. 7d. to 3s.; undersized, 2s. 2d. to 2s. 4d. Fourths—Broads and regulars, 2s. 1d. to 2s. 3d.; undersized, 1s. 9d. to 2s. Good sidings, 4s. to 5s. 6d.—all per cubic foot according to specification.

Quebec Spruce Deals.—The stock is moderate with an excellent enquiry. Values are high. Quotations are—9 inch and up, 2s. 3d. to 2s. 6d.; 8 inches and under, 1s. 10d. to 2s. 1d.—all per cubic foot.

Lower Port Pine and Spruce Deals.—The stock is very similar to what it was at the end of December, with high prices. Quotations are—9 inch and up, 2s. 1d. to 2s. 4d.; 6 to 8 inch, 1s. 9d. to 2s. per cubic foot. The stock of Riga goods is small and quotations are from 2s. to 2s. 4d., according to specification.

## The Practical Evinrude

Many lumber manufacturers and loggers, whose business interests them in the towing of logs and supplies, and the carriage of workmen by water, will be interested in the advertisement of the Evinrude Detachable Rowboat Motor, appearing in the Canada Lumberman. The Evinrude Rowboat and Canoe Motor is not merely a pleasure machine. It fills many requirements in the field of practical operations, and is today used from Cape Horn to the Land of the Midnight Sun in practically every civilized as well as many uncivilized countries of the world. Its principal feature is that it is detachable, that is, it can easily be fitted (clamped with two thumb screws)

The Practical Evinrude Motor.

to any boat. Its peculiar position, outside of the stern, offers the advantage that the entire capacity of the boat can be utilized for carrying cargo, or passengers. The 3½ h.p. Evinrude, for instance, will readily handle boats loaded with 8 tons or more, while for towing purposes its power is remarkable.

The Evinrude Company have received innumerable testimonials from users who have used the Evinrude to tow other craft, some of these endorsements being almost unbelievable. Among the testimonials are many from engineers and contractors referring enthusiastically to the efficiency of the motor under widely diverse circumstances. Twenty-two national governments have adopted the Evinrude motor for war, navy and lighthouse service, which is an indication of the dependability of the machine. The built-in magneto is sea and weather proof and the automatic reverse makes possible the manoeuvring of an Evinrude equipped craft as may be desired. All machines have the famous Maxim silencer.

The Evinrude is a practical, durable and reliable motor, for lumbermen, foresters and contractors. It is powerful for towing and can be hooked right on to a scow, barge or float.

# CAMP SUPPLIES

Many lines of food supplies have advanced materially during the past few months. To offset this advance we have some specials which you may be able to use to good advantage in the camps.

| | |
|---|---|
| Natural Figs, Extra Fine Quality, Bags 30 lb. | 5¾ |
| Dried Peaches, 50 lb. Boxes | 4¾ |
| Sair Dates, Boxes about 60 lbs. | 3½ |
| Prunes 70/80, Boxes 50 lb. | 7¾ |
| Evaporated Apples, Boxes 50 lb. | 7¾ |
| Gallon Apples | 2.10 |
| Gallon Rhubarb | 1.65 doz. |

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**WHOLESALE GROCERS**

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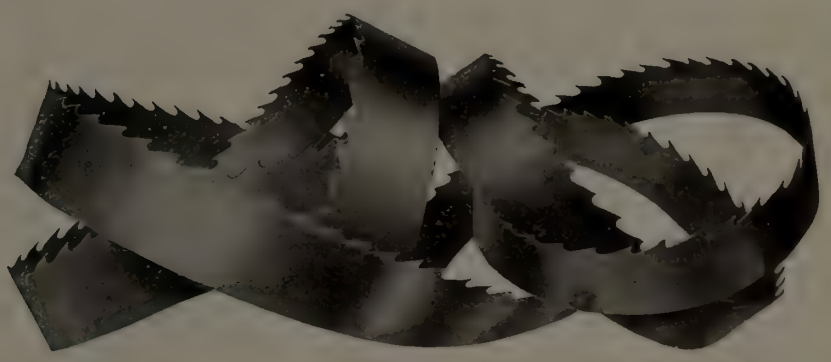

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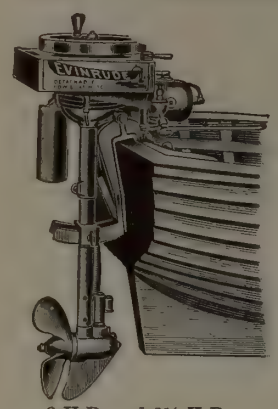

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The ideal motor for lumbermen, foresters and contractors.

Practical, durable, reliable.

Powerful for towing; can also be hooked right on to the scow, barge or float.

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Waterproof magneto, built in the flywheel.

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**Wholesale Dealer in Rough and Dressed Lumber, Lath and Shingles**

**Eastern Townships Bank Building, MONTREAL, Quebec**


# EDGINGS

## Ontario

The Standard Planing Mill Limited, North Bay, Ont., has secured a charter.

The Peterborough Lumber Company, Peterborough, Ont., commenced operations at their saw mill during the second week in April.

The Township Council of York, Ont., have instructed Commissioner Snider to secure tenders for lumber and nails to be used in township work.

The planing mill belonging to the Bryan Manufacturing Company, Collingwood, Ont., was recently destroyed by fire, the loss amounting to about $50,000.

The Rathbun Match Company, Limited, have been incorporated with head office at Deseronto, Ont., and capital stock of $125,000, to manufacture matches.

R. Lockhart & Company, Rocky Inlet, near Fort Frances, Ont., reopened their sawmill on April 19th and expect to be operating all summer at full capacity. The mill employs 75 men and cuts timber and ties.

John Piggot & Sons planing mill at London Street, Windsor, Ont., was recently destroyed by fire. The loss is estimated at $50,000. The company will probably rebuild, and will purchase new machinery at once for temporary quarters.

The Rat Portage Lumber Company, Kenora, Ont., started their sawing operations during the third week in April. The company carried over a large quantity of logs from last year and with the output of the last winter they will have enough to keep the mill running night and day this summer.

The Biebel Furniture Company, Limited, has been incorporated with head office at Stratford, Ont., and capital stock of $50,000. The incorporators include Chas. Biebel, D. E. Weir and W. Ruttle, all of Hanover, Ont. The company's powers include manufacturing and trading in lumber, furniture, and builders' and contractors' supplies.

The Keewatin Lumber Company, Keewatin, Ont., started cutting cull ties into lumber and making lath, about the middle of April. Their sawmill was started for the season about a week later. The company have a large stock of logs in the water and will operate throughout the season. It is possible that they may run both a night and a day shift.

The sawmill belonging to Wm. Pedwell, Owen Sound, Ont., was destroyed by fire on April 17th. The loss is estimated at $10,000 and there was insurance of about $3,500. The mill had been in operation for some time cutting shingles. Preparations were under way for opening the plant for the season's operations. Mr. Pedwell has not yet determined whether he will rebuild.

The large flume which controls the water at the J. R. Booth mills in Ottawa, recently broke. The power house and one of the pulp mills were flooded and much damage was done by the water. On the following morning the plant was to have commenced summer operations. The accident caused a delay of a week, during which the large staff of employees had to remain idle.

The Pigeon River Lumber Company, Port Arthur, Ont., will commence sawing about May 15th and expect to continue until fall, operating two shifts. The company have about 4,000,000 feet of logs in the bay opposite the mill, and about 6,000,000 feet of last year's cut boomed in the river.. They cut during the past winter from fifteen to twenty million feet which is now in rafts ready to be towed to the mill.

The Shevlin-Clarke Company's mills at Fort Frances, Ont., commenced operations for the season during the third week in April. Operations will be continued throughout the season. The larger mill will run during the day time only, and mill No. 2 will be operated day and night. About 500 men will be employed. It is expected that the two mills will cut about 70,000,000 feet this year, as compared with 100,000,000 feet last year.

The Woodworkers Accident Prevention Association has been incorporated, with an Ontario charter, the head office being at Toronto. The provisional directors are W. B. Tindall, W. C. Laidlaw, W. C. Irvin, Dwight J. Turner and H. S. Cane. The object of the Association is to promote the prevention of accidents in the woodworking industry and in any other industry which may be assessable by the Workmen's Compensation Board of Ontario in the same insurance group as woodworking.

## Eastern Canada

Louis Bouchard, St. Paul's Bay, P.Q., recently suffered loss by fire at his sawmill.

The General Interior Woodwork Company, Montreal, P.Q., has been dissolved.

J. E. Moranville, general store and lumber dealer, Nominingue, P.Q., has sold out his stock.

The Starke Cooperage Company, Montreal, have sold out to the Paxton Cooperage Company.

G. Walter Bowen, manufacturer of doors and windows has been registered at Beebe, P.Q.

The Shepherd & Morse Company are operating a new mill in the district called L'anse aux Cousins, P.Q.

Mr. D. J. Buckley has purchased the T. W. Flett mill property in Nelson, N.B. Mr. Buckley's last winter's cut was twelve millions.

Kubelik & Bissonette, lumber and real estate dealers, Montreal, P.Q., have been registered. S. Max Kubelik, 263 St. James Street, Montreal, is one of the partners.

"Robinson Limited," have been incorporated with head office at Millerton,

N.B., and capital stock of $199,000, to carry on and operate a general business. The incorporators include James Robinson, W. Robinson and H. A. Frank, all of Millerton.

The Camwick Lumber Company, Limited, has been incorporated with head office at Montreal and capital stock of $50,000. The incorporators include G. L. Alexander, E. Lafontaine, H. J. Murphy, H. Hughes and Geo. Burnett, all of Montreal.

The Ed. Partington Pulp & Paper Company, Limited, of St. John, N.B., are operating a sawmill this season at Napudogan, N.B., on the Transcontinental Railway. This mill is equipped with a rotary gang having a capacity of five million for the season. It will cut principally hardwoods.

Under the name of the Boston and Montreal Lumber Company, Mr. J. Henry Poulin and Mr. Oscar F. Berthiaume, formerly of the Canada Lumber Sales Company, Limited, have opened an office in the Dominion Express Building, St. James Street, Montreal. They will conduct a wholesale lumber business.

The M. F. Schurman Company, Limited, Summerside, P.E.I., who lost half of their plant by fire last fall, report that they have not yet definitely settled their plans for rebuilding, but expect to put up a brick building and to pay special attention to making it fireproof. They will make considerable increases in their floor space. The company carry on business as contractors, manufacturers and lumber dealers.

## Western Canada

Hafenbrak & Stein, planing mill operators, Dauphin, Man., have been succeeded by C. B. Stein.

The Standard Lumber Company, Limited, Killam, Alta., has been incorporated with capital stock of $10,000.

James White, lumber and hardware dealer, Carberry, Man., has sold his hardware business to B. McCormick Limited.

The Turnour Island Logging Company, Limited, has been incorporated with head office at Vancouver, B.C., and capital stock of $25,000.

G. S. Richards, 14th Avenue East, Vancouver, is planning to engage in tie manufacturing, and will probably start up a small mill somewhere in the Fraser Valley.

The Prince Albert Lumber Company, Prince Albert, Sask., have commenced operations for the season and are giving employment to between 400 and 500 men.

The Weeks Dunell Cedar Company, Limited, Union Bay, B.C., are applying for approval of plans and site for a shingle mill, wharf and booming grounds, at Fanny Bay, Vancouver Island.

The Ladder Lake Lumber Company's mills at Big River, Sask., opened on April 19th. The resumption of sawing there for the first time since the mills were burned down two years ago will be welcomed throughout Northern Saskatchewan.

The Okanagan Saw Mills, Enderby, B.C., have started sawing. It is the intention to employ only white labor. The planers have been in operation for the past six weeks and the company report that the lumber market gives promise of a busy season.

The partnership formerly conducted under the name of the Grande Prairie Lumber Company, at Grande Prairie, Alta., has been dissolved by mutual consent. The partnership will be carried on in future by Alfred Johnson and James E. Van Horne.

Sealed tenders are being received by the Minister of Lands for British Columbia up to May 17th, for the purchase of License X167, to cut 3,308,000 feet of cedar, hemlock and Douglas fir on an area adjoining Lot 902, Heydon Lake, Range 1, Coast District. Two years will be allowed for removal of the timber.

The Otis Staples Lumber Company, Wycliffe, B.C., started their mill during the third week in April, employing about 150 men. Reports received from various ports of the district indicate that lumber is beginning to move more freely, and it is likely that most of the mills will be in operation in the near future.

Sealed tenders are being received by the Minister of Lands for British Columbia up to May 17th, for the purchase of License X234, to cut 1,423,546 feet of cedar, Douglas fir, and hemlock on an area adjoining Lot 2351, Mill Creek, New Westminster District. Two years will be allowed for removal of the timber.

Sealed tenders will be received by the Minister of Lands for British Columbia up to June 16th, for the purchase of License X405, to cut 6,868,000 feet of Douglas fir, cedar, hemlock, and balsam on an area adjoining T. S. X94, Mellin Lake, Range 1, Coast District. Five years will be allowed for removal of the timber.

Sealed tenders are being received by the Minister of Lands for British Columbia up to May 19th, for the purchase of License X340, to cut 1,236,000 feet of red cedar, hemlock, and balsam on an area in the vicinity of Lot 912, on Huaskin Lake, Range 1, Coast District. One year will be allowed for removal of the timber.

Comaplix, B.C., had a serious fire recently which caused a total loss of $300,000. Fourteen million feet of lumber owned by the Forest Mills, a light draught river steamer, several mill buildings, a hotel and seventeen dwelling houses were destroyed. The fire is believed to have been started by an incendiary. The cut lumber was valued at $210,000, and was insured to 90 per cent. of its value, but little insurance was carried on the buildings.

The Mackinnon Lumber & Coal Company, Limited, has been granted an extra-provincial license to carry on business in British Columbia, with provincial head office at the Home Bank of Canada Building, Fernie, B.C., and Mr. Sherwood Herchmer solicitor. The head office of the company is at 509 Herald Building, Calgary, Alta. The capital stock of the company is $50,000. The company will take over the business carried on by Arthur Mackinnon at Calgary.


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Montreal

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**Dressed Spruce Merchantable**
1" x 4" and up x 10' and up
widths piled separate

**Spruce Roofing**
1" x 4" and up x 10' and up
Random widths

**Pine O Culls**
1" and 3" x 4" and up x 6/16'

**Spruce O Culls**
1" and 3" x 4" and up x 6/16'

**Spruce Merchantable**
2" x 5/12" x 10/13'

**Lath**

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| Spruce Mill Run | 1½" x ⅜" x 4' |
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Are made in over two hundred styles and combinations to meet every known requirement. We will assume entire responsibility in selecting the proper styles and combinations of our packings to work successfully and economically under any stated condition; and if goods are not wholly satisfactory to purchaser we will refund promptly the cost of same. A card will bring our new catalog which fully describes our various styles of packings.

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## The Garlock Packing Co.

Hamilton, Ontario

Branches: Calgary Montreal

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## "Hipcoscope" Lumberman's Electric Lantern

**Always Ready. Can't Start a Fire. Cheaper to Use than Oil.**

This new searchlight (see illustration) will throw a strong light 300 feet. Operated on two No. 6 dry cells which may be secured anywhere in Canada for twenty-five cents each.

The "Hipcoscope" is the ideal light for your night watchman—he can search every alley. The "Hipcoscope" gives 200 hours light for fifty cents.

It is impossible for the "Hipcoscope" to start a fire no matter what you do to it. Used with the "Hardinge" Portable Watchman's Clock your plant and yard are practically safe from fire or theft. Owing to weight it does not pay to ship batteries. Delivered free without batteries, for $4.50 anywhere in Canada.

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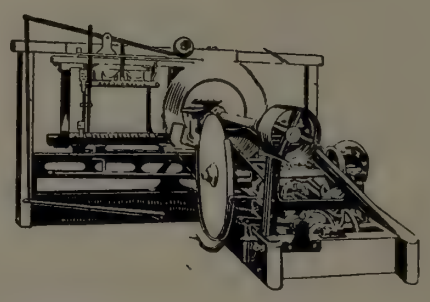
EVERY element needed to restore and maintain the "life" of a leather belt is contained in this paste dressing. It penetrates to every fibre of the belt, strengthening them and bringing back the pliability and vitality—and it gives a surface of maximum pulling power. It water-proofs the belt, too, so much as any dressing can. Send for "The Proper Care of Belts." No. 238E.

**Made in JERSEY CITY, N.J. by the**

**Joseph Dixon Crucible Company**

Established 1827

## "Dunbar" Shingle Machine



The "Dunbar" Shingle Machine works smoothly and swiftly producing shingles of uniform cut at a low cost.
Users of the "Dunbar" Shingle Machine testify to its strength and reliability.
Specifications are 2 38 Shingle Saws and 1 36-in. Jointer Saw. Speed, 1,600 r.p.m. Capacity 16,000 to 30,000. Weight 2,800 lbs. Main Arbor, 2 7-16 in. Polished Steel. Adjustable rackets. Boxes Ring-oiling.
The "Dunbar" Shingle Machine is made in two models, "A," having Jointer Saw driven from counter shaft or line shaft, and "B," having Jointer Saw driven by a leatherboard friction which makes it self-contained.
Write us in regard to your Shingle Mill requirements.
We also make Sappers, Cedar Cut Offs, Lath Machines, Car Wheels, and Castings of all kinds.
We will gladly supply you with information and prices.

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This seems an absurd question—and the answer is always **"Of course they are"**—In which case provide your stables with:

## Johnson's Reliable Veterinary Remedies

**Johnson's Horse Liniment, No. 1** (Alcoholic)

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| 1 gal. jugs (Imperial) | $4.50 gal. |
| 1 lb. bottles | 8.00 doz. |
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| 1 gal. jugs (Imperial) | 3.00 gal. |
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A sure and speedy cure for all kinds of Colic

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| 1 gal. jugs (Imperial) 40 doses | 5.00 gal. |
| 1 lb. bottles 4 doses | 8.00 doz. |
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**Johnson's Veterinary Healing Ointment** (Gall Cure)

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| 2 lb. tins | 2.00 per tin |
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**Johnson's Camp and Household Remedies,** such as Cough Syrup, Healing Ointment, Headache Powders, Big 4 Liniment, Stomach Bitters, Cathartic Pills, etc., etc., have stood the test of twenty-five years and are in use all over Canada, from the Atlantic to the Pacific. Prices are lower than those of all other manufacturers. Letter orders receive prompt attention.

**A. H. Johnson, Wholesale Druggist, Collingwood, Ont.**

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

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Send for Catalogue and Price List.

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*Manufacturers of Lumber Tools*

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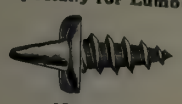

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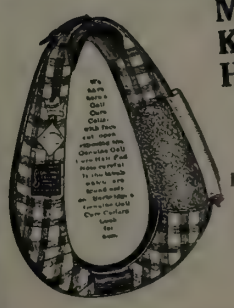

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C. Manseau, Esq.,
Sales Manager, The Moreau Barking Machine Co., Ltd.,
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Rossing Machines

Dear Sir:

Acknowledging your letter 12th inst. in which you state that you have been informed by your Mechanic that we had to quit Pulpwood Barking, et al.

Facts are that the purchasing of the few machines which we did, was for purpose of educating people up and along Lines of the necessity. After having served that good purpose, we disposed of our machines, and to-day the rossing-peeling, and barking of Pulpwood increases to larger and larger extent, and that is what is desired for the market—Pulpwood outlined, and not with the Bark on.

**We are very glad to subscribe that your machines are doing very good work along Lines.** We are forwarding your letter to our C. E. & S. of M., S. B. Clement, North Bay, who may be enabled to furnish you further information and assistance of interest.

Thank you for the courtesy.

Yours truly,
J. L. Englehart,
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**Joseph Perrault**

**Pulp Wood Contractor** **Nushka, Ontario**

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Dear Sir:—

I must say that your machine is very good and we can easily bark 25 to 30 cords of four feet wood per day.

I have used several machines in the past, and I can certify that yours is the most satisfactory I have handled.

We have barked three hundred cords of pulp wood (128 cubic feet) per cord in eleven days.

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(Signed) Joseph Perrault.

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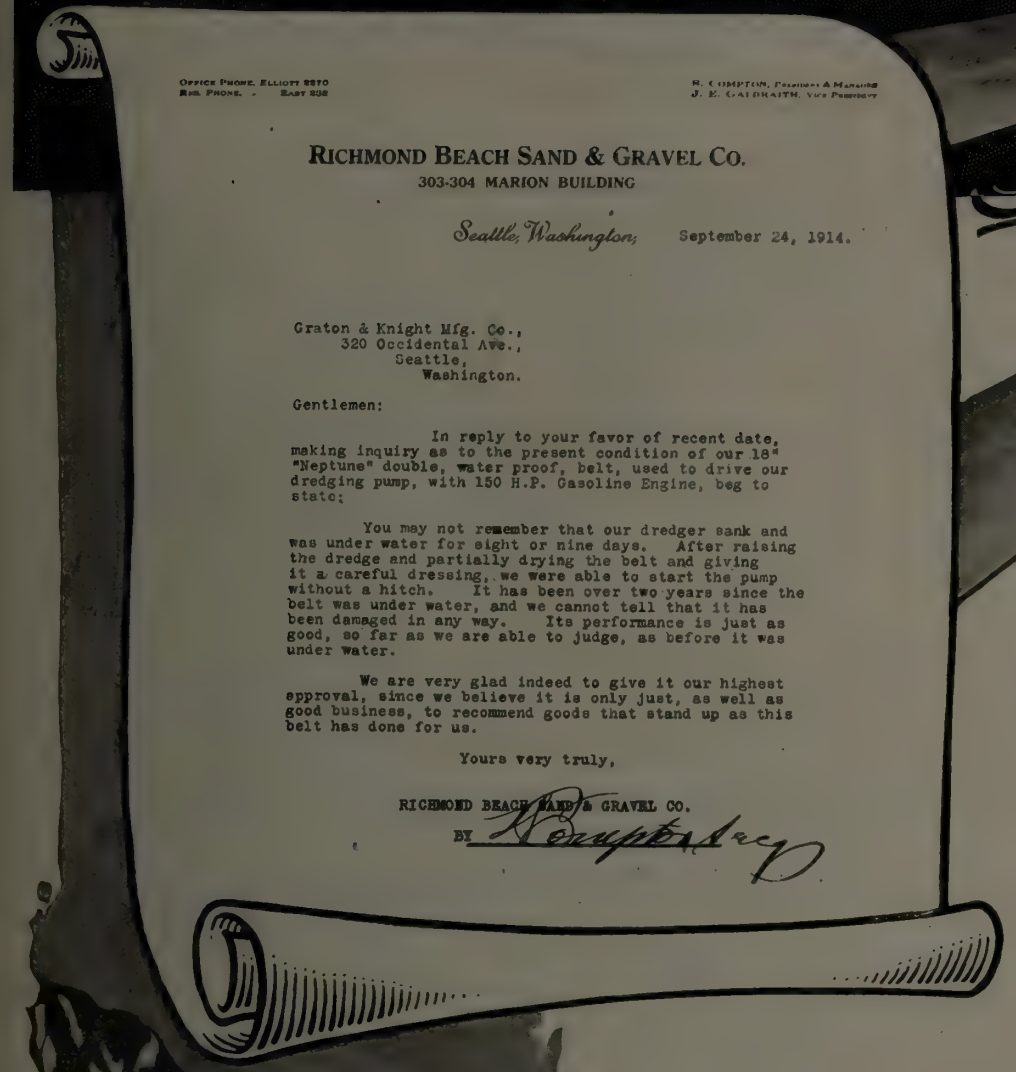

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**Richmond Beach Sand & Gravel Co.**
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You may not remember that our dredger sank and was under water for eight or nine days. After raising the dredge and partially drying the belt and giving it a careful dressing, we were able to start the pump without a hitch. It has been over two years since the belt was under water, and we cannot tell that it has been damaged in any way. Its performance is just as good, so far as we are able to judge, as before it was under water.

We are very glad indeed to give it our highest approval, since we believe it is only just, as well as good business, to recommend goods that stand up as this belt has done for us.

Yours very truly,

RICHMOND BEACH SAND & GRAVEL CO.
BY H. Compton Pres.

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# SUBMERGED

**eight days in the salt waters of the Pacific Ocean and still as good as new.**

That's the record of this 18" Neptune Double Belt which went to the bottom of Puget Sound in November 1912.

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## BELTS

are all alike—inch for inch and ply for ply. Nothing used but the choicest center stock leather, and every foot guaranteed as to quality and workmanship, also guaranteed not to open at the laps or between the plies even though wholly submerged in water.

Neptune, the Pioneer Waterproof Leather Belting, proved from the first to be a wonderful Saw and Planing Mill belt—continually withstanding unusual hardships, and always transmitting power with great economy. Wherever there is moisture, install Neptune—it means maximum service and production—first—last and always. Be sure to look for the trade mark—it's your protection and guarantee of satisfaction.

***If you have any belting problems, put them up to our Engineering Department. No obligations—consult us freely***

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Sheldons Limited

### FILES
Disston & Sons, Henry
Nicholson File Company
Simonds Canada Saw Co.

### GRAPHITE
Dixon Crucible Co., Joseph
Turner Brothers Canada, Limited

### GREASE
Dixon Crucible Co., Joseph

### HARDWOODS
Anderson Lumber Company, C. G.
Cameron & Company
Fassett Lumber Company
Gillespie James
Harris Lumber Co., Frank H.
Hocken Lumber Company
Hoffman Bros. Company
Newman, John P.
Rat Portage Lumber Company
Rimouski Industrial Company
Spencer, C. A.
Stearns Salt & Lumber Company
Webster & Bro., James

### HARDWOOD FLOORING
Canada Wood Specialty Company
Siemon Bros.
Wilson Bros.

### HEMLOCK
Anderson Lumber Company, C. G.
Bartram Bros.
Cameron & Company
Canada Lumber Sales Company
Graves, Bigwood & Company
Haeberle Lumber Company
Hocken Lumber Company
McGibbon Lumber Company
Mason, Gordon & Company
Spears & Lauder
Spencer, C. A.
The Long Lumber Co.

### HOSE
Canadian Consolidated Rubber Co.
Can. H. W. Johns-Manville Co., Ltd.
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited

### HARDWOOD VENEER DOORS
Wilson Bros.

### INTERIOR FINISH
Wilson Bros.

### KNIVES
Disston & Sons, Henry
Galt Knife Works
Peter Hay Knife Company
Simonds Canada Saw Company

### LATH
Austin & Nicholson
Bartram Bros.
Beck Mfg. Company, C.
Christy-Moir Company
Fraser Limited
Fraser-Bryson Lumber Company
Georgian Bay Lumber Company
Harris Tie & Timber Company
Graves, Bigwood & Company
McGibbon Lumber Company
New Ontario Colonization Company
Rat Portage Lumber Company
River Ouelle Pulp & Paper Co.
Spencer, C. A.
Victoria Harbor Lumber Co.

### LAUNCHES
Adams Launch & Engine Company

### LOCOMOTIVES
Canadian Locomotive Company
Climax Mfg. Company
Heisler Locomotive Works
Montreal Locomotive Works

### LOGGING & MACHINERY EQUIPMENT
Russell Brothers
Ryther & Pringle Company
Waterous Engine Works Co.

### LUBRICANTS
Dixon Crucible Co., Joseph

### LUMBER
Austin & Nicholson
Canada Wood Specialty Company
Dudley, A. N.
Fassett Lumber Company
Garrett Lumber Company, T. H.
Georgian Bay Lumber Company
Harquail, J. & D.
Harris Lumber Co., Frank H.
Harris Tie & Timber Company
Harrison & Sons, John
Laidlaw Lumber Company, R.
McLennan Lumber Company
Montreal Lumber Company
Miller Co., Ltd., W. H.
Murphy & Co., J. J.
Newman, John P.
New Ontario Colonization Co.
Oliver Lumber Company
Parry Sound Lumber Company
Ritter Lumber Company, W. M.
River Ouelle Pulp & Lumber Co.
Victoria Harbor Lumber Company
Wilson Bros.

### LUMBER CRAYONS
Dixon Crucible Company, Jos.
Superior Manufacturing Company

### MOTORS
Melchior, Armstrong & Dessau

### NORTHERN PINE
Anderson Lumber Company, C. G.
Beck Manufacturing Company, C.
Blair & Rolland
Cameron & Company
Cleveland-Sarnia Sawmills Company
Donogh & Company, John
Fesserton Timber Company
Fraser-Bryson Lumber Company
Gordon & Company, George
Gillies Bros. Limited
Graves, Bigwood Company
Harris Tie & Timber Company
Hocken Lumber Company
Long Lumber Company
Mackarell & Company, Thos.
Mason, Gordon & Company
Quebec & St. Maurice Industrial Company
Rat Portage Lumber Company
Rideau Lumber Company
Sawmill Owners Sales Company
Spencer, C. A.
St. Gabriel Lumber Company
Watson & Todd, Limited

### OATS
Chisholm Milling Company
Dwyer & Company, W. H.
Fairweather, A. W.
National Elevator Co.

### PACKINGS
Can. H. W. Johns-Manville Co., Ltd.
Garlock Packing Co.
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited

### PAINT
Dixon Crucible Co., Joseph

### PENCILS
Dixon Crucible Co., Joseph

### PLANING MILL EXHAUSTERS
Sturtevant Company, B. F.

### PLANING MILL MACHINERY
Canadian Buffalo Forge Co.

### POLES
Harris Tie & Timber Company
Pink & Company, Thos.

### PRESSES
Perrin & Co., W. R.

### PULLEYS & SHAFTING
Waterous Engine Works Co.

# Dominion Timber Regulations

Licenses to cut timber on Dominion Lands in the Provinces of Manitoba, Saskatchewan, and Alberta, the Northwest Territories, within twenty miles on either side of the main line of the Canadian Pacific Railway in the Province of British Columbia, and in the tract of three and one-half million acres to be located by the Government in the Dominion in the Peace River district in the Province of British Columbia, lying east of the Rocky Mountains and adjoining the Province of Alberta, shall be disposed of by public auction at the office of the Dominion Timber Agent for the districts in which the berths are situated.

Before any parcel of timber is offered for sale it shall be surveyed by a duly qualified Dominion Land Surveyor into berths of an area not exceeding twenty-five square miles, and each of such berths shall then be thoroughly cruised by a duly qualified timber cruiser in the employ of the Dominion Government. The Minister shall then fix an upset price at which the berth shall be disposed of, and no berth shall be sold at less than the price so fixed.

Purchases to the amount of one thousand dollars or under shall be paid in cash at the time of sale. Purchases over one thousand dollars and not exceeding five thousand dollars shall be paid, one-half in cash at the time of sale, and a note or notes shall be given for the remaining half of the purchase price, payable in three months, with interest at the rate of five per cent. per annum. Purchases over five thousand dollars and not exceeding ten thousand dollars shall be paid one-third in cash at the time of sale, and notes shall be given for the remaining two-thirds of the purchase price, payable in three and six months, with interest at the rate of five per cent. per annum. Purchases exceeding ten thousand dollars shall be paid one-fourth in cash at time of sale, and notes shall be given for the remaining three-fourths of the purchase price, payable within three, six and nine months, with interest at the rate of five per cent. per annum. Notes shall be made payable at a bank in the city or town in which the sale is held or at a bank in the city of Ottawa. Cash payments must be made at the time of sale in legal tender or by an accepted cheque on a chartered bank, or by a draft issued by a chartered bank, payable to the order of the Deputy Minister of the Interior. If default is made in any payment required by this section the sale shall be forfeited and void.

The purchaser must also pay the cost or the estimated cost of the survey of the berth before a license is issued.

The licensee shall pay an annual ground rent of five dollars per square mile except for lands situated to the west of Yale, in the Province of British Columbia, in which case the yearly ground rent shall be five cents per acre.

The licensee shall pay the following dues on timber cut on his berth :—

Sawn lumber, 50 cents per thousand feet, board measure.

Railway ties, eight feet long, 1½ cents each.

Railway ties, nine feet long, 1¾ cents each.

Shingle bolts, 25 cents per cord.

And 5 per cent. on the sale of all other products of the berth.

# Timber Permits

Yearly permits are granted to settlers, mine operators and others on application to the Dominion Timber Agents, from whom further information can be obtained.

**W. W. Cory,**

Department of the Interior, Ottawa,
December 20th, 1912.

Deputy Minister.

### PULP MILL MACHINERY
Moreau Barking Machine Co.

### PUMPS
Smart-Turner Machine Company
Waterous Engine Works Co.

### RAILS
Gartshore, John J.

### REDWOOD LUMBER
Mershon Lumber Co., John D.
Pacific Lumber Company.

### ROOFING
Bird & Son
Can. H. W. Johns-Manville Co., Ltd.
Turner Bros. Canada, Limited

### RUBBER GOODS
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited

### SASH
Batts Limited
Haeberle Lumber Company
Rat Portage Lumber Company
Rimouski Industrial Company
Tessier, Alphonse.

### SAWS
Atkins & Company, E. C.
Disston & Sons, Henry
Hoe & Company, R.
Mereen Johnston Machine Company
Radcliff Saw Mfg. Company
Shurly-Dietrich Company
Simonds Canada Saw Company

### SAW MILL MACHINERY
Berlin Machine Works
Hamilton Company, William
Huther Bros. Saw Mfg. Company
Long Manufacturing Company, E.
McLennan Foundry & Mach. Works
Mereen-Johnson Machinery Co.
Parry Sound Lumber Company
Payette & Company, P.
Smith Foundry Co.
Waterous Engine Company

### SHINGLES
Bartram Brothers
Campbell-MacLaurin Lumber Co.
Can. H. W. Johns-Manville Co., Ltd.
Christy-Moir Company
Fraser Limited
Gillespie, James
Harris Tie & Timber Company
Larkin Lumber Company, C. A.
Long Lumber Company
McGibbon Lumber Company
North Shore Shingle Association
Rat Portage Lumber Company
Snowball Company, J. B.
Timms, Phillips & Company

### SHINGLE & LATH MACHINERY
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Payette & Company, P.
Waterous Engine Works Co.

### SOUTHERN PINE
Arkansas Soft Pine Association
Cameron & Company
Garrett Lumber Company, T. H.
Harris Lumber Co., Frank H.
Hobart & Company
Mason, Gordon & Company
Wilson Lumber Company
Wuichet, Louis

### SPRUCE
Auger & Son
Bartram Bros.
Blair & Rolland
Brown Corporation
Cameron & Company
Canada Lumber Sales Company
Christy-Moir Company
Donogh & Company, John
Fenderson & Company, John
Fraser Limited
Fraser-Bryson Lumber Company
Gillies Bros
Grant & Campbell
Mackarell & Company, Thos.
Mason, Gordon & Company
Miller Co., Ltd., W. H.
New Ontario Colonization Co.
Quebec & St. Maurice Industrial Co.
Rideau Lumber Company
Spencer, C. A.
St. Gabriel Lumber Company

### STEEL CHAIN
McKinnon Chain Company
Standard Chain Company
Waterous Engine Works Co.

### SNOW PLOWS
Pink Company, Thos.

### TAPS and DIES
Pratt & Whitney Company
Waterous Engine Works Co.

### TIES
Fesserton Lumber Company
Harris Tie & Timber Co.
Spears & Lauder

### TIMBER BROKERS
Cant & Kemp
Farnworth & Jardine
Lacey & Company, Jas. D
Meier, F. R.

### TIMBER ESTIMATORS
Lauderburn, D. E.
Meier, F. R.
Sewall, James W.

### TIMBER CRUISERS
Campbell Lumber Company, L. E.

### TUGS
West & Peachey

### VENEERS
Dominion Mahogany & Veneer Co.
Hoffman Brothers Company
Webster & Bro., Jas.

### VENEER MACHINERY
Coe Mfg. Company
Perrin, William R.
Philadelphia Textile Machinery Co.

### WIRE
Steel Company of Canada

### WOODWORKING MACHINERY
American Woodworking Mach. Co.
Berlin Machine Works
Canadian Buffalo Forge Co.
Fay & Egan Co., J. A.
Hamilton Company, William
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Waterous Engine Works

### WOOD PULP
New Ontario Colonization Co.
River Ouelle Pulp & Lumber Co
St. Gabriel Lumber Company


# RUBBER GOODS FOR LUMBERMEN

**Belting** Our long experience in the making of Rubber Belts enables us to specialize on this line. "Monarch" "Red Strip" and "Lion" are our leading brands for power transmission. (Write for Booklet B-1.)

**Packings** "Redstone" High Pressure Sheet Packing has proved by test that it will outlast any other similar packing on the market. We make Spiral and Ring Packings, etc., that are equally reliable. (Booklet P-1.)

**Hose** for Steam, Water, etc., in various grades, made especially to give satisfactory and economical service under different conditions. (Booklet H-1)

**Fire Hose** One or more of our twenty brands of Fire Hose will be found, not only in the best equipped Factories, Mills, etc., but in almost every Fire Department in the Dominion. (Booklet H-1)

## Gutta Percha & Rubber, Limited

Successors to
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

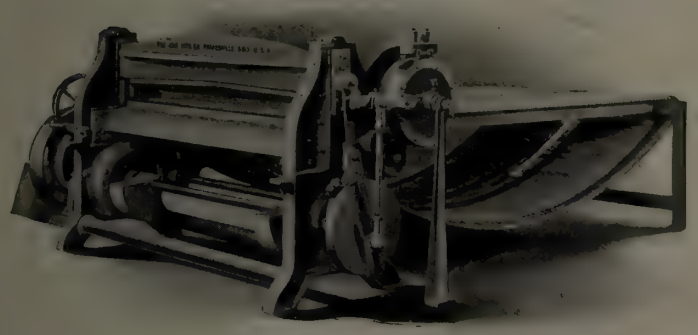
TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

# Coe Veneer Machinery

## The Standard of the World for Sixty-Four Years

Slicer

Lathe



Clipper

Dryer

***Fore sight*** is nothing more than the exercise of discrimination in your business deals.

The shadow is always cast before the event, and you know the way the wind blows by—observation.

We always drum the advisability of strict investigation before buying any machine, especially veneer machines, The fact is we court it for all Coe Veneer Machines, whether for Rotary Cutting, Slicing, Clipping, Sawing, Stamping or taking Green Veneer just as it may be, Rotary Cut, Sliced or Sawed, regardless of thickness, size or variety of wood and delivering it dry, ready for the glue room, or for crating and shipment, without split, warp, check, discoloration or a polished surface,

We claim the above, but we make it easy for you to prove, in-as-much as we do not depend upon theory, but are quite satisfied with what practice makes in evidence.
If you are willing to judge by comparison and service, drop us a line and we will undertake to clearly show and fully demonstrate to you any and every type of Coe Machine, especially the ones adapted to your needs.

We are specialists, you must remember, in veneer producing machines and sixty-four years' of close observation, active work and the incentive of making Coe Veneer Machines best, has placed us in the lead and we mean to keep it.

Now figure this out—the consumption of timber is increasing, the supply is diminishing and the demand for veneers is now more than ever. Further investigation will prove to you that veneer and thin lumber production will pay better as time advances.

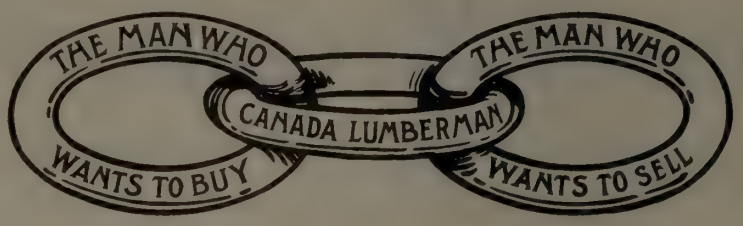
*Write for new edition of Coe Catalogue—the better machines for producing more and better veneers.*

# The Coe Mfg. Co.

**Established 1850**

*The oldest and largest manufacturers of veneer mill equipmint in the world.*

## Painesville, Ohio




# The Connecting Link

Way back in 1880 the **Wanted and For Sale** columns of the Canada Lumberman and Woodworker were used extensively by the lumbermen of Canada for the purchase and sale of timber, lumber and machinery.

Time has but served to enhance the value of this medium, until to-day the **Wanted and For Sale Department** of the Canada Lumberman has become a national market.

Twice a month "the paper with the green cover" brings together buyers and sellers of lumber and machinery from all the principal lumbering centres of Canada and the United States. By covering this wide field, the percentage of waste circulation for advertisers has been reduced to a minimum.

For quick and satisfactory results, get your advertisement in the **Wanted and For Sale Department** of the

**Canada Lumberman & Wood Worker**

Published 1st and 15th of the Month

*The National Lumber Journal of Canada*

TORONTO - - - CANADA

Branch Offices:

Montreal Winnipeg Vancouver London, Eng.

United States Representatives:
W. D. Ward, 628 Tribune Building, NEW YORK.
E. I. Macintyre, 1155 Peoples Gas Building, CHICAGO.

# 50% or 90% Which?

MANY mechanics are less than 50% efficient in the use of files. In the mistaken belief that they're "saving money for the firm", they use their files too long. They try to do good work with files that long since passed the "useful point."

They are only 50% efficient.

But if they took good care to discard each file when it reached the "lower efficiency" point, they would be more efficient in using files. They would accomplish more and better work—in less time—and at a lower filing-cost, that would pay you an extra profit over the cost of files.

Make your men more efficient. See that they promptly discard all worn files. And in the interest of **maximum** efficiency, furnish them with the "Famous Five."

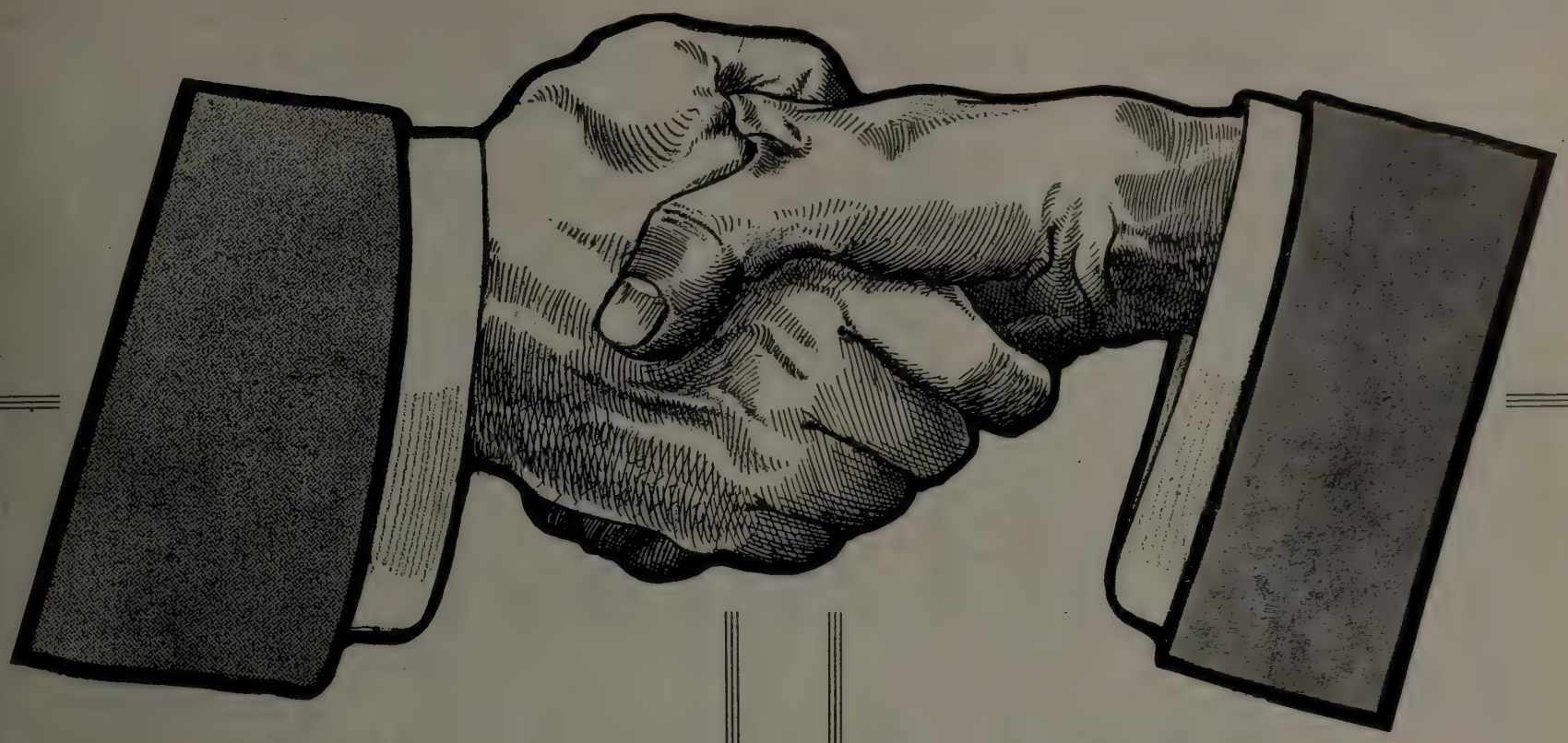
**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**
**(Made In Canada)**

World-Standard for 50 years. Produced in 5 great plants—60,000,000 a year. Yet every manufacturing process—from furnace to file—controlled by us. Every file carefully inspected—and put to exacting tests.

Solely on the strength of superior service, they hold 90% of Canada's file trade. This fact speaks for itself.

***Over 4000 different patterns—the RIGHT file for EVERY use. Let us send you "File Filosphy" and our Catalog.***

**Nicholson File Co.**
**Port Hope, Ontario**



# The Foreign Lumber Demand

Great Britain, France and other countries are finding it necessary to establish new buying connections for lumber, timber and wood products.

South America, Australia, New Zealand, Japan and China are also increasing their lumber imports. The Orient will absorb a large quantity of the world's future timber supply.

These changing conditions are daily opening up new trade possibilities which progressive lumber manufacturers have long desired.

# Canada's Lumber Opportunity

This is Canada's opportunity to secure and permanently maintain a foothold in the lumber markets of the world. We have the timber resources and the manufacturing facilities to do it. Now is the time to start an aggressive campaign for export trade.

This country should build up a large export business. The progress and stability of the lumber industy in Canada will then be guaranteed for years to come.

# Export Number

To assist in building up an export trade a ***Special Export Number*** of the "Canada Lumberman & Woodworker" will shortly be issued. The object of this number is to present clearly and effectively to foreign buyers the excellent position in which Canada is situated for taking care of large export orders.

The ***Export Number*** will be bound in an attractive cover. The contents of this number are bound to impress lumber buyers abroad and increase their interest in Canada.

Every regular subscriber will get a copy of the ***Export Number.*** It will also be mailed to lumber wholesalers and large consumers of lumber in the Eastern and Middle States and Great Britain, and to foreign countries where there is a field for Canadian lumber and wood products.

The ***Export Number*** will be a particularly useful reference number for Canadian trade commissioners in Great Britain and abroad. It will emphasize to our commissioners the high position Canada holds in the world's lumber trade.

# Canada Lumberman

## & Woodworker

**347 Adelaide Street West** **TORONTO, CANADA**

# CURRENT LUMBER PRICES—WHOLESALE

## TORONTO, ONT.

### Car Lots

| | | |
|---|---|---|
| **White Pine:** | | |
| 1 inch No. 1 cuts and better | $50 00 | 52 00 |
| 1½ inch No. 1 cuts and better | 60 00 | 62 00 |
| 2-in. No. 1 cuts and better .. | 62 00 | 64 00 |
| 1½-in. No. 2 C. & B. ..... | 45 00 | 47 00 |
| 2-in. No. 2 cuts and better ... | 47 00 | 49 00 |
| 4/4 No. 2 and 3 cuts ..... | | 31 00 |
| 5/4 and 6/4 No. 2 and 3 cuts | | 37 00 |
| 8/4 No. 2 and 3 cuts ..... | | 38 00 |
| 1-in. Good Shorts ..... | 35 00 | 40 00 |
| 1 x 4 and 5 com. and dressing | 26 00 | 27 00 |
| 1 x 6 common and dressing .. | 27 00 | 29 00 |
| 1 x 8 common and dressing .. | 27 00 | 29 00 |
| 1 x 10 common and dressing.. | 31 00 | 32 00 |
| 1 x 12 common and dressing.. | 32 00 | 34 00 |
| 1 x 10 and 12 mill cull stocks | | 23 00 |
| 1-in. mill cull sidings ..... | | 21 00 |
| 5/4 and 6/4 x 4 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 5 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 6 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 8 m.r., m.c. out | | 29 00 |
| 5/4 and 6/4 x 10 m.r., m.c. out | | 32 00 |
| 5/4 and 6/4 x 12 m.r., m.c. out | | 34 00 |
| 2 x 10 common ..... ..... | | 28 00 |
| 2 and 3 x 12 common ..... | | 30 00 |
| 1 x 8 box and common ..... | 23 50 | 24 50 |
| 1 x 10 inch box and common. | 25 00 | 26 00 |
| 1 x 12 inch box and common.. | | 27 00 |
| 1-in. mill run sidings ..... | 25 00 | 27 00 |
| 1-in. mill run shorts ..... | | 22 00 |
| 1-in. mill run Norway ..... | | 22 00 |
| 2-in. mill run Norway ..... | | 23 00 |
| Norway, c and cf. 1-in. ..... | | 32 00 |
| Norway, c. and cf. 1½-in. .... | | 32 00 |
| Norway, c. and c. 2-in. ..... | | 32 00 |
| Spruce mill culls ..... ..... | | 20 00 |
| **Hemlock No. 1:** | | |
| 1 x 4 and 5-in. x 9 to 16 ft. ... | | 17 00 |
| 1 x 6-in. x 9 to 16 ft. ..... | | 20 00 |
| 1 x 8-in. x 9 to 16 ft. ..... | | 21 00 |
| 1 x 10 and 12 in. x 9 to 16 ft. | | 22 00 |
| 1 x 7 ,9 and 11 in. x 9 to 16 ft. | | 19 00 |
| 1-in. No. 2, 6-ft. to 16-ft. ... | | 17 00 |
| 2 x 4 to 12, 10 and 16 ft. .... | | 20 00 |
| 2 x 4 to 12-in., 12 and 14 ft. ... | | 20 00 |
| 2 x 4 to 12-in., 18 ft. ..... | | 24 00 |
| 2 x 4 to 12-in., 20 ft. ..... | | 26 00 |
| 2 x 4 to 12-in., 22 ft. ..... | | 27 00 |
| 2 x 4 to 12-in., 24 ft. ..... | | 28 00 |
| 2-in. No. 2, 4-in. and up in width, 6 to 16 ft. ..... | | 17 00 |
| Clear in B. C. cedar, kiln dried | | 50 00 |
| **Douglas Fir:** | | |
| Dimension Timber up to 32 feet: 8x8, 10x10, 10x12, 10x14, 12x12, 12x14, 14x14, 14x16 up to 32 ft. ... ... ... ... ... ... | | 31 50 |
| 6x10, 6x12, 8x10, 8x12, 10x16, 12x16, 16x16, 16x18, 18x18, 20x20, up to 32 ft. ... ... .. | | 32 00 |
| 6x14, 8x14, 12x18, 18x20, up to 32 ft. ... ... ... ... ... | | 32 50 |
| 6x16, 8x16, 10x18, 12x20, 14x20, 16x20 up to 32 ft. ..... .. | | 33 00 |
| 10x20, up to 32 ft. ..... .... | | 33 50 |
| 6x18, 8x18, up to 32 ft. ..... | | 34 00 |
| 6x20, 8x20, up to 32 ft. ..... | | 35 00 |

Timber in lengths over 32 feet take the following additions: 33 to 35 ft., 50c; 36 to 40 ft., $1; 41 to 45 ft., $3; 46 to 50 ft., $5; 51 to 55 ft., $7; 56 to 60 ft., $9; 61 to 65 ft., $12.50; 66 to 70 ft., $15; 71 to 75 ft., $18; 76 to 80 ft., $22.

| | | |
|---|---|---|
| Fir flooring, edge grain ..... | | 36 00 |
| No. 1 and 2 clear 1-in. Fir rough | | 39 00 |
| No. 1 and 2 clear 1¼, 1½ and 2-in. Fir rough ..... ..... | | 41 00 |
| 1½-in. No. 1 4-ft. pine lath.. | | 5 00 |
| 1½-in. No. 2 4-ft. lath ..... | | 4 75 |
| 1½-in. 32-in. pine ..... .... | | 2 65 |
| 1½-in. No. 1 4-ft. hemlock lath | | 4 00 |
| 1½-in. mill run hemlock lath | | 3 75 |
| XX B. C. cedar shingles ..... | | 2 25 |
| XXX 6 butts to 2-in. ..... | | 2 90 |
| XXXX 6 to 23-16-in. ..... | | 3 10 |
| XXXXX ..... ..... ..... | | 3 35 |

### Hardwoods—Per M. Feet, Car Lots

| | | |
|---|---|---|
| Ash, white, 1sts and 2nds, 1½ and 2-in. | 60 | 00 |
| Ash, white, No. 1 common ..... | 45 | 00 |
| Ash, brown, 1sts and 2nds, 4/4 ..... | 50 | 00 |
| Ash, brown, common and better ..... | 39 | 00 |
| Ash, brown, 1sts and 2nds, 6/4 & 8/4. | 60 | 00 |
| Birch, 1sts and 2nds, 4/4 ..... ..... | 39 | 00 |
| Birch, No. 1 com. and bet., 4/4 ..... | 30 | 00 |
| Birch, 1sts and 2nds, 6/4 and 8/4 .... | 42 | 00 |
| Birch, 1sts and 2nds, 10/4 and 12/4.. | 45 | 00 |
| Birch, 1sts and 2nds, 16/4 ..... | 50 | 00 |
| Basswood, 1sts and 2nds, 4/4 ..... | 40 | 00 |
| Basswood, No. 1 com. and bet., 4/4.. | 30 | 00 |
| Basswood, No. 2 and 3, common .... | 18 | 50 |
| Basswood, 6/4 and 8/4, 1sts and 2nds. | 44 | 00 |
| Basswood, 6/4 and 8/4, com. and bet. | 38 | 00 |
| Basswood. 4/4, No. 2 com. and bet... | 28 | 00 |
| Soft elm, 1sts and 2nds, 4/4 ..... | 40 | 00 |
| Soft elm, No. 1 com. and bet., 4/4 .... | 28 | 00 |
| Soft elm, No. 2 and 3 common ..... | 17 | 50 |
| Soft elm, 6/4 and 8/4, 1 and 2 ..... | 42 | 00 |
| Rock elm. 1sts and 2nds, 6/4 x 8/4.. | 55 | 00 |
| Rock elm, No. 2 com. and bet. 6/4 and 8/4 ... ... ..... ..... ..... | 37 | 00 |
| Soft maple, 1sts and 2nds, 4/4 ..... | 33 | 00 |
| Soft maple, com. and bet., 4/4 ..... | 25 | 00 |
| Soft maple, 6/4 & 8/4, 1sts and 2nds. | 35 | 00 |
| Hard maple, 1sts and 2nds, 4/4 ..... | 37 | 00 |
| Hard maple, common and better, 4/. | 28 | 00 |
| Hard maple, 12/4 & 16/4, 1sts and 2nds. | 46 | 00 |
| Red oak, plain 1sts and 2nds, 4/4.. | 59 | 00 |
| Red oak, plain 1sts and 2nds, 6/4 & 8/4 | 65 | 00 |
| Red oak, plain 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .. | 75 | 00 |
| White oak, plain, 1sts and 2nds, 4/4. | 59 | 00 |
| White oak, plain, 1sts and 2nds, 1½ and 2-in. ..... ..... ..... ..... | 65 | 00 |
| White oak, plain, 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .... | 75 | 00 |
| White oak, ¼ cut, 1sts and 2nds, 4/4. | 85 | 00 |
| White oak, ¼ cut, 5/4 and 6/4, 1sts and 2nds ..... ..... ..... | 88 | 00 |
| White oak, ¼ cut No. 1 common .... | 55 | 00 |
| Hickory, 1sts and 2nds, 4/4 ..... | 70 | 00 |
| Hickory, 6/4 and 8/4, 1sts and 2nds. | 75 | 00 |

## OTTAWA, ONT.

### Manufacturers' Prices

| | | |
|---|---|---|
| **Pine good sidings:** | | |
| 1-in. x 7-in. and up .....$52 00 | | 54 00 |
| 1¼-in. & 1½-in. x 8-in. and up | 55 00 | 58 00 |
| 2-in. x 7-in. and up ..... | 58 00 | 62 00 |
| No. 2 cuts 2 x 8-in. and up .. | 40 00 | 42 00 |
| **Pine good strips:** | | |
| 1-in. ..... ..... ..... | 38 00 | 40 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 52 00 |
| 2-in. ..... ..... ..... | 52 00 | 55 00 |
| **Pine good shorts:** | | |
| 1-in. x 7-in. and up ..... | 40 00 | 42 00 |
| 1-in. x 4-in. to 6-in. ..... | 30 00 | 33 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 54 00 |
| 2-in. ..... ..... ..... | 52 00 | 54 00 |
| 7-in. to 9-in. A sidings .... | 25 00 | 27 00 |
| Pine, No.. 1 dressing sidings .. | 30 00 | 33 00 |
| Pine, No. 1 dressing strips .. | 29 00 | 30 00 |
| Pine, No. 1 dressing shorts .. | 22 00 | 24 00 |
| Pine, 1-in. x 4-in. s.c. strips .. | 22 00 | 23 00 |
| Pine, 1-in. x 5-in. s.c. strips .. | 24 00 | 25 00 |
| Pine, 1-in. x 6-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 1-in. x 7-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 8 s.c., 12 ft. to 16 ft. ... | 25 00 | 26 00 |
| Pine, 1-in. x 10-in. M.R. ..... | 27 00 | 28 00 |
| Pine, s.c. sidings, 1½ and 2-in. | 28 00 | 30 00 |
| Pine, s.c. strips 1-in. ..... | 21 00 | 23 00 |
| 1¼, 1½ and 2-in.. ..... | 24 00 | 26 00 |
| Pine, s.c. shorts, 1 x 4 to 6 in. | | 20 00 |
| Pine, s.c. and bet., shorts, 1 x 5 | 20 00 | 21 00 |
| Pine, s.c. and bet., shorts, 1 x 6 | 20 00 | 21 00 |
| Pine, s.c. shorts, 6'-11' 1"x10" | 23 00 | 24 00 |
| Pine, box boards: | | |
| 1" x 4" and up, 6'-11' .... | 17 50 | 18 00 |
| 1"x3" to 6", 12'-16' ..... | 19 00 | 20 00 |
| Pine mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up ..... ..... .... | 17 00 | 19 00 |
| Pine mill culls stock 1 x 12 ... | 21 00 | 22 00 |
| Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft. ..... | 17 00 | 18 00 |
| O. culls r & w p ..... ..... | 15 00 | 17 00 |
| Red pine, log run: | | |
| mill culls out, 1-in. ..... | 18 00 | 20 00 |
| mill culls out, 1¼-in. ..... | 19 00 | 21 00 |
| mill culls out, 1½-in. ..... | 19 00 | 21 00 |
| mill culls out, 2-in. ..... | 22 00 | 24 00 |
| Mill culls, white pine, 1"x7" and up ..... ..... ..... | 20 00 | 21 00 |
| Mill run Spruce: | | |
| 1"x4" and up, 6'-11' ..... | 17 00 | 18 00 |
| 1"x4" and up, 12'-16' ..... | 18 00 | 20 00 |
| 1"x9"-10" and up, 12'-16' .. | 22 00 | 24 00 |
| 1¼"x7" 8-9" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x10" and up, 12'-16' .... | 22 00 | 24 00 |
| 1½" & 2"x12" and up, 12'-16' | 25 00 | 26 00 |
| Spruce 1-in. clear (fine dressing and B) ..... ..... ..... | 25 00 | 27 00 |
| Hemlock 1-in. cull ..... ..... | 13 00 | 15 00 |
| Hemlock 1-in. log run ..... | 17 00 | 20 00 |
| Hemlock 2x4, 6, 8, 10, 12/16'. | 19 00 | 23 00 |
| Tamarac ..... ..... ..... | 19 00 | 20 00 |
| Basswood log run, dead culls out | 22 00 | 24 00 |
| Basswood log run mill culls out | 23 00 | 26 00 |
| Birch log run ..... ..... | 19 00 | 22 00 |
| Soft elm, common and better, 1, 1½, 2-in. ..... ..... | 20 00 | 24 00 |
| Ash, black, log run ..... | 25 00 | 28 00 |
| 1 x 10 No. 1 barn ..... .... | 33 00 | 36 00 |
| 1 x 10 No. 2 barn ..... ... | 23 00 | 26 00 |
| 1 x 8 and 9 No. 2 barn ..... | 22 00 | 23 00 |
| Lath per M: | | |
| No. 1 white pine 1½-in. x 4-ft. | 4 25 | 4 50 |
| No. 2 White Pine ..... .... | 3 80 | 3 95 |
| Mill run white pine ..... .... | 4 00 | 4 25 |
| Spruce, mill run 1½-in. ..... | 3 25 | 3 50 |
| Red pine, mill run ..... ..... | 3 60 | 3 70 |
| Hemlock, mill run ..... .... | 2 75 | 3 00 |
| 32-in. lath ..... ..... ..... | 2 00 | 2 00 |
| Pine Shingles | | |
| xxxx, 18-in. ..... ..... | 3 00 | 3 50 |
| Clear butt 18-in. ..... .... | 2 50 | 3 25 |
| xx ..... ..... ..... | | 1 75 |
| White Cedar Shingles: | | |
| xxxx, 18-in. ..... ..... | 3 75 | 4 25 |
| Clear butt, 18-in. ..... .. | 3 00 | 3 50 |
| 18-in. xx ..... ..... .... | | 2 00 |
| Spruce logs (pulp) ..... .... | 13 00 | 15 00 |

## QUEBEC, QUE.

| | cts. | |
|---|---|---|
| **White Pine—In the Raft** | | |
| First class Ottawa waney, 18-in. average, according to lineal.. | 60 | 65 |
| **Oak—Michigan and Ohio** | | |
| By the dram, according to average and quality .... ..... | 60 | 70 |
| **Elm** | | |
| By the dram, according to average and quality, 40 to 45 feet | 70 | 75 |
| By the dram, according to average and quality, 30 to 35 feet. | 50 | 60 |

### Ash

| | | |
|---|---|---|
| 13 inches and up, according to average and quality, per cu. ft. | 25 | 30 |
| Average 16 inch ..... ..... | 30 | 40 |

### Birch

| | | |
|---|---|---|
| 14 inch, per cu. ft. ..... | 20 | 22 |
| 15 inch, per cu. ft. ..... | 24 | 26 |
| 16 inch, per cu. ft. ..... | 28 | 30 |
| 18 inch, per cu. ft. ..... | 32 | 35 |

### Quebec Spruce Deals

| | | |
|---|---|---|
| 12 ft. and up x 3 x 9 and up. | $22 00 | 23 00 |
| Oddments ..... ..... ..... | 17 00 | 18 00 |
| Boards, 1 and 2 in. ..... .... | 16 00 | 18 00 |

### Birch Planks

| | | |
|---|---|---|
| 1 to 4 in. ..... ..... .... | 16 00 | 18 00 |

## SARNIA, ONT.

### Fine, Common and Better

| | |
|---|---|
| 1 x 6 and 8 in. ..... ..... .....$54 00 | |
| 1 in., 8 in. and up wide ..... .. | 62 00 |
| 1¼ and 1½ in. and up wide ..... | 65 00 |
| 2 in. and up wide ..... ..... .... | 70 00 |

### Cuts and Better

| | |
|---|---|
| 4/4 x 8 and up No. 1 and better ..... | 55 00 |
| 6/4 x 8 and up No. 1 and better ..... | 65 00 |
| 8/4 x 8 and up No. 1 and better ..... | 65 00 |
| 6/4 x 6 and up No. 2 and better ..... | 52 00 |
| 8/4 x 6 and up No. 2 and better ..... | 54 00 |
| 6/4 x 6 and up No. 3 and better ..... | 46 00 |
| 8/4 x 6 and up No. 3 and better ..... | 50 00 |

### No. 1 Cuts

| | |
|---|---|
| 1 in., 8 in. and up wide ..... ..... | 42 00 |
| 1¼ in., 8-in. and up wide ..... ..... | 55 00 |
| 1½ in., 8-in. and up wide ..... .... | 57 00 |
| 2 in., 8-in. and up wide ..... ..... | 60 00 |
| 2½ and 3 and 8-in. and up wide .... | 75 00 |
| 4 in., 8-in. and up wide ..... ..... | 85 00 |

### No. 2 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide ..... ..... | 31 00 |
| 1¼ in., 6-in. and up wide ..... ... | 42 00 |
| 1½ in., 6-in. and up wide ..... .... | 44 00 |
| 2-in., 6-in. and up wide ..... ..... | 47 00 |
| 2½, 3 and 4 in., 6-in. and up wide ..... ..... ..... | 62 00 65 00 |

### No. 3 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide ..... ..... | 24 00 |
| 1¼ and 1½ in., 6-in. and up wide.. | 33 00 |
| 2-in., 6-in. and up wide ..... ..... | 33 00 |
| 2½, 3 and 4-in., 6-in. and up wide ..... ..... ..... | 43 00 48 00 |

### Common and Dressing Mill Run

| | |
|---|---|
| 1-in. x 4-in. ..... ..... ..... .... | 25 00 |
| 1-in. x 5-in. ..... ..... ..... .... | 25 00 |
| 1-in. x 6-in. ..... ..... ..... .... | 26 00 |
| 1-in. x 8-in. ..... ..... ..... .... | 27 00 |
| 1-in. x 10-in. ..... ..... ..... .... | 29 00 |
| 1-in. x 12-in. ..... ..... ..... .... | 34 00 |
| 1 in. x 13 in. and up ..... ..... | 34 00 |
| 1¼, 1½ and 2-in. ..... ..... .... | 30 00 |

### No. 1 Barn

| | | |
|---|---|---|
| 1 inch ..... ..... ..... | 31 00 | 45 00 |
| 1¼, 1½ and 2-in. ..... ..... | 36 00 | 45 00 |
| 2½ and 3-in. ..... ..... | | 45 00 |
| 4 inch ..... ..... ..... | | 50 00 |

### No. 2 Barn

| | | |
|---|---|---|
| 1 inch ..... ..... ..... | 28 00 | 30 00 |
| 1¼, 1½ and 2-in. ..... .... | 30 00 | 36 00 |
| 2½ and 3-in. ..... ..... | | 38 00 |

### No. 3 Barn

| | | |
|---|---|---|
| 1 inch ..... ..... ..... | 21 00 | 28 00 |
| No. 1, 1, 1¼, 1½, 2-in. ..... | 20 00 | 25 00 |

### Box

| | | |
|---|---|---|
| No. 1, 1, 1¼, 1½, 2-in. ..... | 22 00 | 25 00 |
| No. 2, 1¼, 1½, 2-in. ..... | 19 00 | 23 00 |

### Mill Culls

| | | |
|---|---|---|
| Mill run culls, 1-in. ..... .. | | 19 00 |
| 1, 1¼, 1½ and 2-in. ..... | | 20 00 |
| No. 2 ..... ..... ..... | 17 00 | 18 00 |

### Lath

| | |
|---|---|
| No. 1, 32-in, pine ..... ..... .... | 1 75 |
| No. 2, 48-in. pine ..... ..... ..... | 4 25 |
| No. 1, 48-in. pine ..... ..... ..... | 4 75 |
| No. 3, 48-in. pine ..... ..... ..... | 3 75 |

## WINNIPEG, MAN.

### No. 1 Pine, Spruce and Tamarac

Dimensions, Rough or S. 1 S. and 1 E.

| | 6 ft. | 8 ft. | 10 ft. | 14x16 ft. |
|---|---|---|---|---|
| 2 x 4 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 6 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 8 ... ... | 17 00 | 17 50 | 21 00 | 19 00 |
| 2 x 10 ... ... | 18 00 | 18 50 | 21 50 | 20 00 |
| 2 x 12 ... ... | 18 00 | 19 00 | 23 50 | 21 50 |

## FIR, HEMLOCK, SPRUCE AND LARCH

### Mountain Stock

Dimensions

| | |
|---|---|
| 2 x 4-12 ..... ..... ..... ..... | 20 50 |
| 2 x 4-8-14-16 ..... ..... ..... .. | 20 50 |
| 2 x 4-10-18-20 ..... ..... ..... | 22 50 |
| 2 x 6, 8 to 16 ..... ..... ..... | 20 00 |
| 2 x 8, 8 to 16 ..... ..... ..... | 20 50 |
| 2 x 4-6 and 8-in.; 8, 12, 14 and 16 ft. | 22 50 |
| 2 x 4-6 and 8-in.; 10 ft. ..... ..... | 24 50 |
| 2x4-6 and 8-in.; 24,26,28, 30, 32 ft... | 26 50 |
| 2 x 10 and 2 x 12; 8-16 ft. ..... .... | 23 50 |
| 2 x 10 and 2 x 12; 18, 20, 22 ft. ..... | 25 50 |
| 2 x 10 and 2 x 12; 24, 26, 28, 30, 32 ft. | 27 50 |

### No. 1 Common Boards

| | |
|---|---|
| 4 inch ..... ..... ..... ..... .. | 19 00 |
| 6 inch ..... ..... ..... ..... .. | 21 50 |
| 8, 10, 12 inch ..... ..... ..... .. | 23 50 |
| Mixed widths ..... ..... ..... .. | 22 50 |

### Flooring

| | |
|---|---|
| 4 or 6 inch No. 1 ..... ..... .... | 33 00 |
| 4 or 6 inch No. 2 ..... ..... .... | 31 00 |
| 4 or 6 inch No. 3 ..... ..... .... | 25 00 |

### Shiplap—Finished

| | |
|---|---|
| 4 inch ..... ..... ..... ..... .. | 19 50 |
| 6 inch ..... ..... ..... ..... .. | 23 00 |
| 8, 10 and 12 inch ..... ..... ..... | 24 00 |

### Siding

| | |
|---|---|
| 6 inch No. 1 ..... ..... ..... .. | 33 00 |
| 6 inch No. 2 ..... ..... ..... .. | 31 00 |
| 6 inch No. 3 ..... ..... ..... .. | 25 00 |

### Lath

| | |
|---|---|
| No. 1 Cedar, pine, spruce (not mixed) | 5 00 |
| No. 1 Cedar, pine, spruce (mixed) ... | 4 50 |
| No. 2 Cedar, pine, spruce (mixed) ... | 3 25 |

## PINE—ROUGH TIMBER

| | |
|---|---|
| 3 x 6 in.; 8 to 16 ft. ..... ..... .. | 25 10 |
| 3 x 8 in.; 8 to 16 ft. ..... ..... .. | 22 00 |
| 3 x 12, 4 x 4, 6 x 6 in.; 8-16 ft. ..... | 25 00 |
| 4 x 10 to 10 x 10, 8 x 8, 6 x 12 in. up to 32 ft. ..... ..... ..... ..... | 27 00 |

## BRITISH COLUMBIA FIR

### Dimensions, S 1 S, and E.

| | |
|---|---|
| 2 x 4 in.; 6 and 8 ft. ..... ..... .. | 17 50 |
| 2 x 4 in.; 12 x 14 ft. ..... ..... .. | 18 50 |
| 2 x 4 in.; 10 x 16 ft. ..... ..... .. | 19 50 |
| 2 x 4 in.; 18 x 20 ft. ..... ..... .. | 20 50 |
| 2 x 4 in.; 22 x 24 ft. ..... ..... .. | 21 50 |
| 2 x 4 in.; 26 x 32 ft. ..... ..... .. | 23 50 |
| 2 x 10 and 2 x 12 in.; 10 to 16 ft. .... | 20 00 |
| 2 x 10 and 2 x 12 in.; 18 and 20 ft. .... | 22 00 |
| 2 x 10 and 2 x 12 in.; 22 and 24 ft. .... | 23 00 |
| 2 x 10 and 2 x 12 in.; 26 to 32 ft. .... | 25 00 |
| 2 x 14 in.; 10 to 16 ft. ..... ..... | 25 00 |
| 2 x 14 in.; 18 and 20 ft. ..... ..... | 27 00 |
| 2 x 14 in.; 22 and 24 ft. ..... ..... | 28 00 |
| 2 x 14 in.; 26 to 32 ft. ..... ..... | 30 00 |
| 3 x 3 and 3 x 4 in.; 8 to 14 ft. ..... | 21 00 |
| 3 x 3 and 3 x 4 in.; 8 to 16 ft. ..... | 22 00 |
| 3 x 3 and 3 x 4 in.; 18 and 20 ft. ..... | 23 00 |
| 3 x 3 and 3 x 4 in.; 22 and 24 ft. ..... | 24 00 |
| 3 x 3 and 3 x 4 in.; 26 to 32 ft. .... | 26 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 6 to 16 ft. ... | 24 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 18 and 20 ft. ... | 24 50 |
| 6 x 6, 6 x 8, 8 x 8 in.; 22 and 24 ft. ... | 25 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 26 to 32 ft. ... | 25 50 |

## FLOORING

| | |
|---|---|
| Nos. 1 and 2, 1 x 3 in., E. G. ..... | 32 00 |
| Nos. 1 and 2, 1 x 4 in., E. G. ..... | 31 00 |
| Nos. 1 and 2, 1 x 6 in., E. G. ..... | 29 00 |
| Nos. 1 and 2, 1 x 4 in., or 6 in., F. G. | 23 00 |
| No. 3, 1 x 4 in. or 6 in. ..... ..... | 20 00 |
| No. 3 Edge grain $3.00 per M. extra. | |

## SHIPLAP

| | |
|---|---|
| B. C. Fir, 6 in. ..... ..... ..... .. | 21 00 |
| B. C. Fir, 8, 10, 12 in.; 8 to 16 ft. ... | 22 00 |
| No. 2 Shiplap, 6 in. ..... ..... .... | 19 00 |
| No. 2 Shiplap, 8, 10 and 12 in. ..... | 20 00 |

## FIR, COMMON BOARDS, S 1 S, 8 to 16 Ft.

| | |
|---|---|
| Mixed widths (may contain 30 per cent. 4 and 6 in.) ..... ..... .. | 19 00 |
| Common Boards, 8 to 12 in. ..... | 20 00 |
| No. 2 Mixed widths ..... ..... .... | 17 00 |
| No. 2 Boards, 8 to 12 in. ..... ..... | 18 00 |

## SHINGLES

| | |
|---|---|
| XXX B. C. Cedar ..... ..... ..... | 2 75 |

## LATH

| | |
|---|---|
| Fir lath, 3/8 x 1 3/8 in. x 4 ft., bundled in 50's ..... ..... ..... ..... | 4 00 |
| Cedar lath 3/8 x 1 3/8 in. x 4 ft. .... | 4 50 |

## BUFFALO AND TONAWANDA, N.Y.

### White Pine

### Wholesale Selling Price

| | |
|---|---|
| Uppers 4/4 ..... ..... ..... ....$94 00 | |
| Uppers 5/4 to 8/4 ..... ..... ... | 92 00 |
| Uppers 10/4 to 12/4 ..... ..... .... | 97 00 |
| Selects 4/4 ..... ..... ..... .... | 84 00 |
| Selects 5/4 to 8/4 ..... ..... .... | 82 00 |
| Selects 10/4 to 12/4 .... ..... .... | 92 00 |
| Fine common 4/4 ..... ..... .... | 61 00 |
| Fine Common 5/4 ..... ..... .... | 65 00 |
| Fine common 6/4 ..... ..... .... | 65 00 |
| Fine common 8/4 ..... ..... .... | 67 00 |
| No. 1 Cuts 4/4 ..... ..... ..... | 51 00 |
| No. 1 Cuts 5/4 ..... ..... ..... | 57 00 |
| No. 1 Cuts 6/4 ..... ..... ..... | 59 00 |
| No. 1 Cuts 8/4 ..... ..... ..... | 61 00 |
| No. 2 Cuts 4/4 ..... ..... ..... | 32 00 |
| No. 2 Cuts 5/4 ..... ..... ..... | 43 00 |
| No. 2 Cuts 6/4 ..... ..... ..... | 45 00 |
| No. 2 Cuts 8/4 ..... ..... ..... | 50 00 |
| No. 3 Cuts 5/4 ..... ..... ..... | 33 00 |
| No. 3 Cuts 6/4 ..... ..... ..... | 34 00 |
| No. 3 Cuts 8/4 ..... ..... ..... | 36 00 |
| Dressing 5/4 ..... ..... ..... .... | 46 00 |
| Dressing 5/4 x 10 ..... ..... .... | 51 00 |
| Dressing 5/4 x 12 ..... ..... .... | 52 00 |
| No. 1 Moulding 5/4 ..... ..... ... | 58 00 |
| No. 1 Moulding 6/4 ..... ..... ... | 58 00 |

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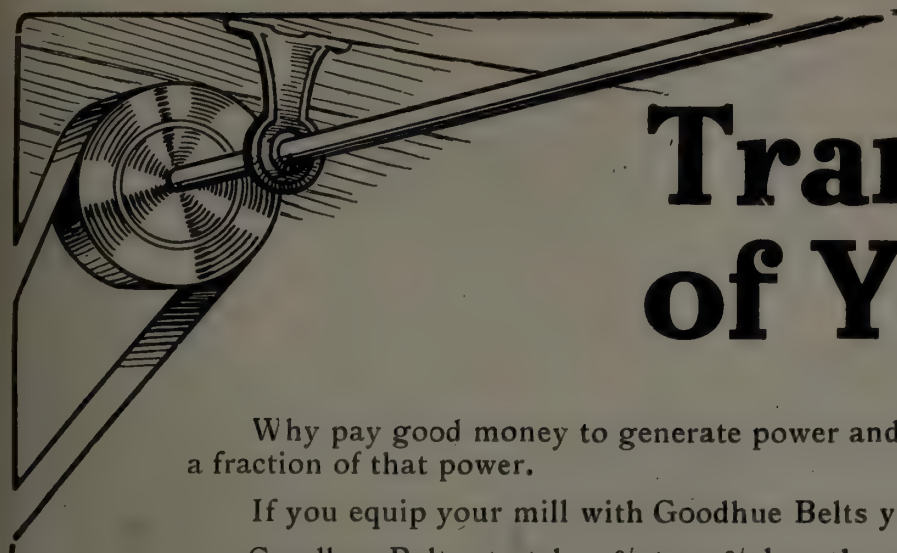
## "Wilson Bros." Flooring and Trim

"Wilson Bros." stamped on every piece of this flooring stands for Quality. Look for the name. Hardwood and Pine. **Interior Finish of All Kinds.** Also Hardwood Veneer Doors to detail. We are equipped to fill large or small orders on short notice. Write us for prices.

**Wilson Bros., Limited - Collingwood, Ont.**



# Transmit 100% of Your Power

Why pay good money to generate power and then employ a poor belt that will only transmit a fraction of that power.

If you equip your mill with Goodhue Belts you can transmit 100% of the power generated.

Goodhue Belts stretch 15% to 25% less than other belts and have just the right amount of "cling" on the pulley.

*Write us for particulars and prices.*

YOU CAN DO IT WITH— **A GOODHUE BELT**

J. L. GOODHUE & COMPANY, LIMITED.
DANVILLE, QUEBEC CANADA.

OUR long experience with the particular requirements of the Lumber Industry of Canada places us in a position to give you exactly what you require for your particular work.

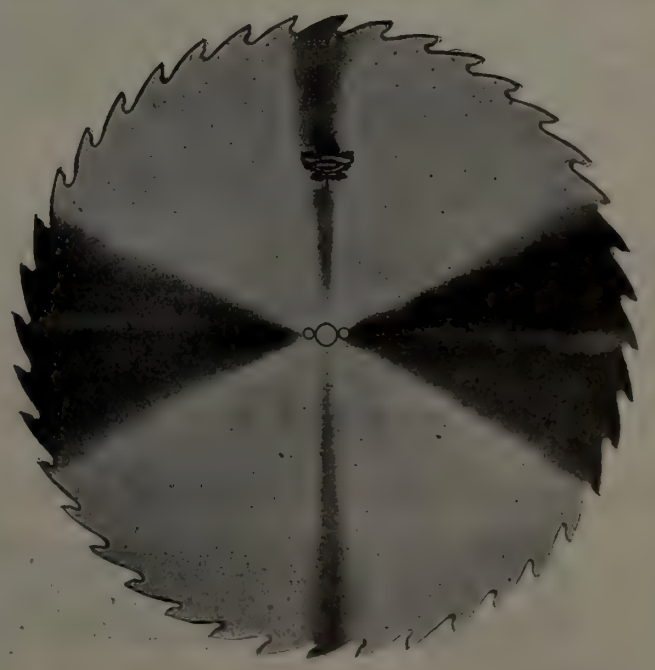
We have lately opened a branch at Hull, Que., where a full line of cross-cut saws, bits, holders, etc. is carried. A fully equipped repair department is in connection for the convenience of our many customers in that section of the country.

Our Vancouver Branch is similarly equipped.

You are assured ***Prompt Attention*** and ***Immediate Delivery.***

## "MAPLE LEAF" SAWS

**MADE IN CANADA FOR 50 YEARS**



## SHURLY - DIETRICH COMPANY, LIMITED

HULL, QUE. GALT, ONT. VANCOUVER, B.C.

# CURRENT LUMBER PRICES—Continued

| | |
|---|---|
| No. 1 Moulding 8/4 | 58 00 |
| No. 2 Moulding 5/4 | 47 00 |
| No. 2 Moulding 6/4 | 47 00 |
| No. 2 Moulding 8/4 | 47 00 |
| No. 1 Barn 1 x 12 | 48 00 |
| No. 1 Barn 1 x 6 and 8 | 34 00 |
| No. 1 Barn 1 x 10 | 36 00 |
| No. 2 Barn 1 x 6 and 8 | 32 00 |
| No. 2 Barn 1 x 10 | 34 00 |
| No. 3 Barn 1 x 6 and 8 | 26 00 |
| No. 3 Barn 1 x 10 | 27 00 |
| Box 1 x 6 and up | 23 00 |
| Box 1 x 10 | 25 00 |
| Box 1 x 12 | 26 00 |
| Box 1 x 13 and up | 30 00 |

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda:

MAPLE

| | 1s & 2s | No. 1 Com. | No. 2 Com. |
|---|---|---|---|
| 4/4 | 30 - 32 | 20 - 22 | 14 - 16 |
| 5/4 to 8/4 | 33 - 35 | 22 - 24 | 14 - 15 |
| 10/4 to 16/4 | 37 - 39 | 27 - 29 | 19 - 21 |

RED BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 41 - 43 | 27 - 29 | 15 - 17 |
| 5/4 to 8/4 | 43 - 45 | 29 - 31 | 17 - 19 |

SAP BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 23 - 25 | 17 - 19 |
| 5/4 and up | 37 - 39 | 25 - 27 | 17 - 19 |

SOFT ELM

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 24 - 26 | 15 - 17 |
| 5, 6 & 8/4 | 37 - 39 | 26 - 28 | 17 - 19 |

BASSWOOD

| | | | |
|---|---|---|---|
| 4/4 | 33 - 35 | 24 - 26 | 16 - 18 |
| Thicker | 35 - 37 | 26 - 29 | 19 - 20 |

PLAIN OAK

| | | | |
|---|---|---|---|
| 4/4 | 51 - 53 | 32 - 34 | 20 - 22 |
| 5/4 to 8/4 | 53 - 55 | 34 - 36 | 22 - 24 |

ASH, WHITE AND BROWN

| | | | |
|---|---|---|---|
| 4/4 | 45 - 47 | 27 - 29 | 18 - 20 |
| 5/4 to 8/4 | 52 - 54 | 29 - 31 | 19 - 21 |
| 10/4 and up | 61 - 63 | 41 - 43 | 21 - 23 |

BOSTON, MASS.

| | | |
|---|---|---|
| White pine uppers, 1 to 2 in. | 92 00 | 98 00 |
| Selects, 1 to 2 inch | 80 00 | 88 00 |
| Fine common, 1 in. | 68 00 | 70 00 |
| Fine common, 1¼ to 2 in. | 70 00 | 72 00 |
| No. 1 Cuts 1 in. | | 55 00 |
| No. 1 Cuts 1¼ to 2 in. | 60 00 | 64 00 |
| No. 2 Cuts, 1 in. | | 40 00 |
| No. 2 Cuts, 1¼ to 2 in. | 48 00 | 50 00 |
| Barn Boards, No. 1, 1 x 12 | 48 00 | 50 00 |
| No. 1, 1 x 10 | 37 00 | 38 00 |
| No. 1, 1 x 8 | | 37 00 |
| No. 2, 1 x 12 | 36 00 | 40 00 |
| No. 2, 1 x 10 | 34 00 | 35 00 |
| No. 2, 1 x 8 | 33 00 | 34 00 |
| No. 3, 1 x 12 | 31 00 | 32 00 |
| No. 3, 1 x 10 | 29 00 | 30 00 |
| No. 3, 1 x 8 | | 29 00 |
| Canadian spruce boards | 23 50 | 25 00 |
| Spruce, 10 in. dimension | 25 00 | 27 00 |
| Spruce 12 in. dimension | 26 50 | 28 00 |
| Spruce, 9 in. | 23 50 | 24 50 |
| Spruce, 8 in. and under dimen. | | 25 00 |
| 10 and 12 in. random lengths, 10 ft. and up | | 24 00 |
| 2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 and 3 x 4 random lengths, 10 feet and up | 21 00 | 22 50 |
| All other random lengths, 7-in. and under, 10 ft. and up | 21 00 | 21 50 |
| 5-inch and up merchantable boards, 8 ft. and up, p 1s | 21 00 | 22 00 |
| 1 x 2 and 1 x 3 furring, p 1s clipped and bundled | 22 00 | 22 50 |
| 1⅝-in. spruce laths | | 4 15 |
| 1½-in. spruce laths | | 3 80 |

New Brunswick Cedar Shingles

| | | |
|---|---|---|
| Extras | 3 30 | 3 40 |
| Clears | | 2 70 |
| Second clears | | 2 60 |
| Clear whites | | 2 30 |
| Extra 1s (Clear whites out) | | 1 50 |
| Extra 1s (Clear whites in) | | 1 00 |
| Red Cedar Extras, 16-in. 5 butts to 2-in. | | 3 50 |
| Red Cedar Eurekas, 18-inch 5 butts to 2-in. | | 4 25 |
| Red Clear Perfection, 5 butts to 2¾ | | 4 80 |
| Washington 16-in. 5 butts to 2-in. extra red clear | 3 30 | 3 40 |

## Not altogether what we say but what users say

"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

**West & Peachey - Simcoe, Ont.**

"To be, or not to be, that is the question.
Whether 'tis nobler in the mind
To suffer the slings and arrows
Of outrageous fortune,
Or to take arms against a sea of troubles." —Hamlet.

## Hamlet the Prince of Denmark is a character which

every budding actor aspires to play. The late Sir Henry Irving certainly inspired many to study the works of Shakespeare and those who were privileged to hear him in Hamlet's famous soliloquy are not likely to forget it. Most of us have been in a state of doubt on many occasions and said to ourselves: The question is:

**TO BE, or not TO BE**

We can serve the interests of our customers who use Babbitt Metals and recommend without any hesitation.

# Harris Heavy Pressure

*The Babbitt Metal Without a Fault*

**Engineers using H. H. P. avoid a sea of troubles. They know IT WILL GIVE EXCELLENT SERVICE**

*Manufactured and guaranteed by*

## The Canada Metal Company

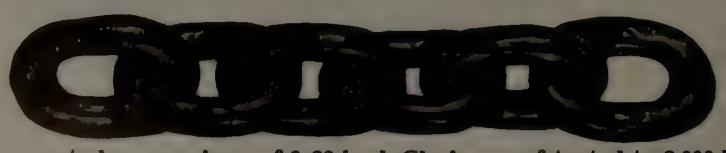
Limited

**Head Office and Factory, TORONTO**

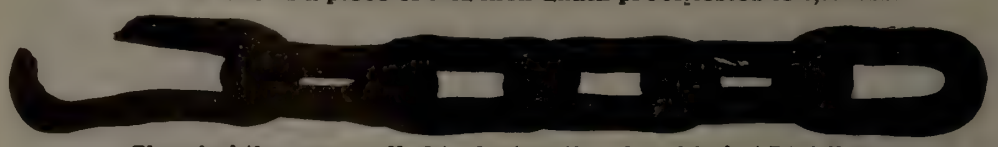
**Branch Factories, Montreal, Winnipeg**

# *Isn't This Convincing?*

**Ninety per-cent of all lumbermen in the United States and Canada use AJAX Loading Chain.**



Above cut shows a piece of 9-32 inch Chain proof tested to 3,000 lbs.



Showing the same pulled to destruction, breaking at 7,800 lbs.
(See how this Chain stretched before breaking)

Sounds like a mighty strong statement—but it isn't, it's gospel truth. And the best part of it is that the ninety per-cent is growing.

The reason for this great demand is simply and absolutely—Quality and Dependability—that feeling of sureness—that is so essential to good work.

*If you are not now using AJAX—try it on next order—learn for yourself why it's popular.*

## Standard Chain Company

Pittsburgh

# The Steam Tension Band Mill

It is called the steam tension mill because the tension is maintained by steam—the most sensitive form of tensioning which has been devised.

The result of this is a great saving in saws—**several users of the machine have run through an entire season without cracking a single saw.**

But in addition to raising and lowering the top wheel by steam, there is a separate cylinder for operating the top guide, and these two cylinders make ours an entirely steam-operated mill, and, therefore, exceptionally fast.

It is made with 8 ft., 9 ft. and 10 ft. wheels, and will stand thorough investigation.

Write for bulletin and list of users.

## William Hamilton Co., Limited

### Peterborough, Ontario

# SPUD

***for Bark Peeling, fills a long felt want.***

## Made of Forged Steel with substantial Sockets uniform in size.

Prompt shipments in any quantity desired.

The

## Thomas Laughlin Company

**Portland, Maine, U.S.A.**

We also manufacture a large line of CONTRACTORS' SUPPLIES and MOTOR BOAT FITTINGS.

If a dealer, ask for our 450 page catalogue.

We make a Specialty of

# Conveyor Chains

## For Lumbermen

WE make them from carefully-selected iron, and every link is guaranteed ***strictly hand-made***—not the inferior machine-made.

The point is worthy of special emphasis.

We make the chains according to any dimensions desired, guarantee splendid workmanship; uniformity; dependability.

Prices are the lowest possible for the class of work we furnish, and Quality above criticism.

Let us quote for your needs.

**Send for catalogue giving estimated weights of various sizes of chain; prove test; breaking, straining and safe-working loads, and giving hints regarding the care of chain which will prolong a chain's usefulness.**

## Woodhouse Chain Works

*P.O. Box 525* TRENTON, N.J.

# INDUSTRIAL LOCOMOTIVES

**The designs of our small locomotives are the result of wide experience.**

**All details are accurately finished to standard gauges and are absolutely interchangeable on all locomotives of the same class and size.**

**This cuts out long delays when parts wear out, as parts liable to wear can be kept on hand or shipped promptly from our works.**

# MONTREAL LOCOMOTIVE WORKS, LIMITED

**DOMINION EXPRESS BUILDING, MONTREAL. CANADA**

**CLIMAX Improved Geared LOCOMOTIVES** FOR WOOD AND IRON RAILS

A 62-ton Climax Locomotive Designed Especially for Heavy Logging Work.

Climax Locomotives are successfully operated on steep grades and sharp curves. Any weight or gauge. Locomotives in stock for immediate shipment. Get Catalog "H."

CLIMAX MANUFACTURING CO., 313 W. Main Street, CORRY, PA.
VANCOUVER MACHINERY DEPOT, LTD., VANCOUVER, B.C.

**The Peter Hay Knife Co., Limited**
**GALT, ONTARIO**

MANUFACTURING WOODWORKING
**Machine Knives, Circular Cutters and Mortise Chisel**

In places that are wet or damp use

# Lanco Balata Belting

These belts can be made endless if required at our warehouses.

***Service is good and prompt.***

WE GUARANTEE THE GOODS.

We stand back of every belt we sell providing we are supplied with the details of the drive at the time of purchase.

*Ask for our Belting Book.*

FEDERAL ENGINEERING Co
LIMITED
TORONTO AND MONTREAL

**This engine is 13½ ins. x 18 ins. and weighs 35 tons.**

The knowledge and experience of fifty years in locomotive designing and construction is what you get in our Logging locomotives. They are specially constructed for logging operations and will stand up to the severe service in which they are expected to run. Oil or coal burning.

They are as carefully designed and built as our 200 ton locomotives. Repair parts may always be obtained on the shortest notice.

**Grey Iron Castings—any size or shape—ordinary or intricate—made promptly. New foundry, splendidly equipped. We would be pleased to quote on castings—singly or by contract. We also make drop forgings of all descriptions.**

**MAY WE SEND YOU SPECIFICATIONS?**

**Canadian Locomotive Company, Limited, Kingston, Ont.**
**Taylor and Arnold Ltd., Sales Agent, Montreal and Winnipeg**

*The Mark* of *Quality*

# LOG DECK MACHINERY

Among our various types of log deck equipment, there is a machine to suit **you.**

The points you will approve of include:

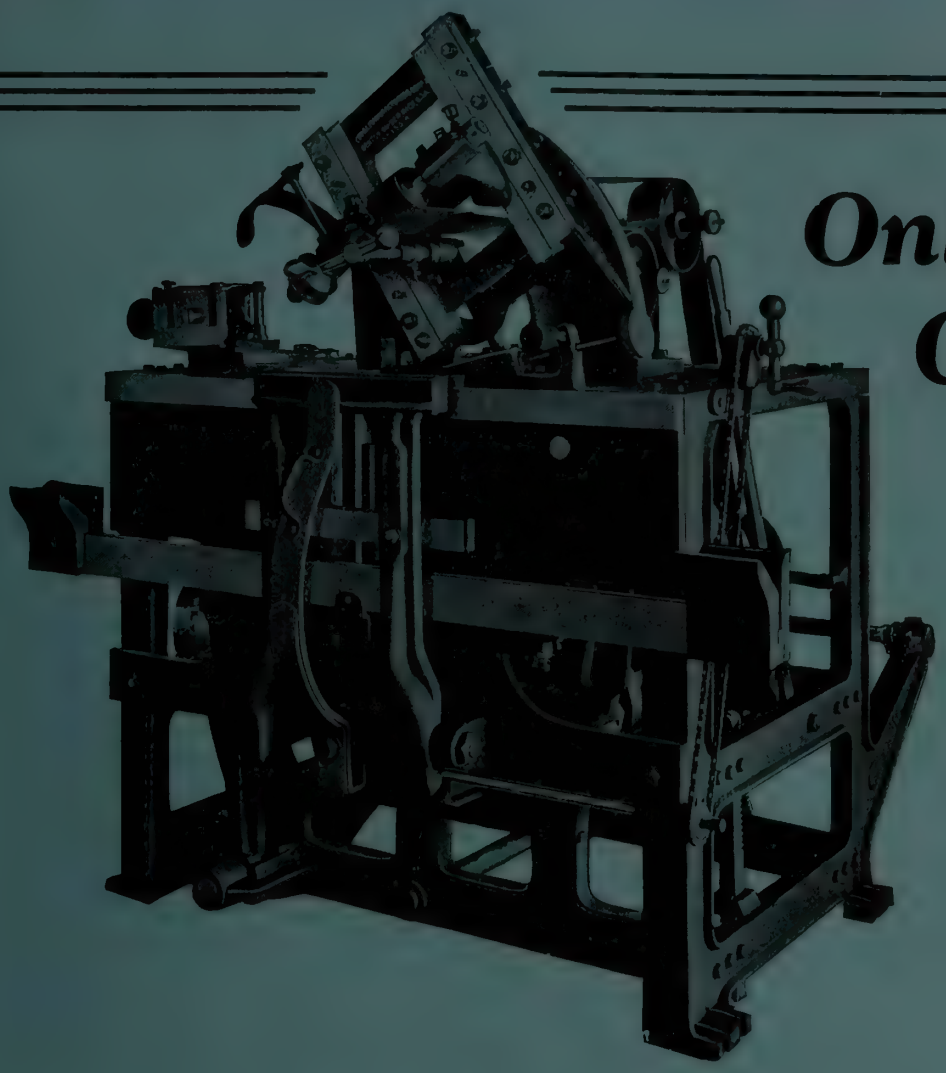
Positive steam **regulation.**
Direct-line steam ports —no loss of power.
Solid lower cylinder heads—no packing to blow out.
Piston valves, efficient and positively balanced.
No check valves, or other loose wearing parts.
Best material, freely used—all parts unusually heavy.

*Get Catalogue No. 101.*

## The E. Long Manufacturing Company, Ltd., Orillia, Canada

**AGENCIES:**

**Vancouver—Robt. Hamilton & Co.**
**Calgary and Edmonton—Gorman, Clancey & Grindley, Ltd.**
**Winnipeg—Stuart Machinery Co., Ltd.**
**Montreal—Williams & Wilson, Ltd.**



# *Only the Best Is Good Enough*

THE work your filer does is limited to a great extent by the equipment he uses.

Give him the kind that allows him to keep your saws in the best possible condition—and his work will be reflected in the out-put of your mill.

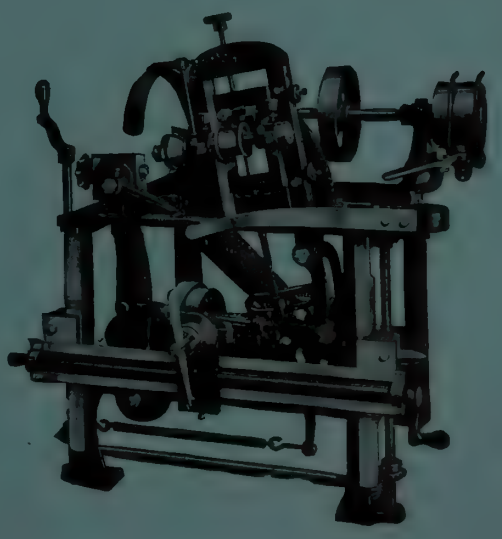
Smooth cutting, easy running saws mean smooth sawn lumber—the secret of both is—

# "COVEL" SAW FILING EQUIPMENT

## For Band and Circular Mills—Any Size

Both in Canadian and American installations, where severe saw service is the general rule, COVEL Filing Room Equipment is giving excellent results. It is producing larger cuts of better lumber wherever used. Your filer needs that kind of equipment.

We can supply COVEL Saw Filing Tools capable of handling circular saws up to 84 ins. in diameter and bandsaws up to 20 ins. wide, that will help him keep your saws in better shape at less cost than ever before.



There is only one kind of Saw Filing Equipment good enough to use on good Saws—the best. "COVEL" is the name. Remember it when you are buying Filing Room tools.

# The Waterous Engine Works, Co., Ltd.

H. B. Gilmour
Vancouver, B. C.

Brantford, Canada

Branch:—
Winnipeg, Man.

# "FROST KING" METAL

**$5,000,000.00**
**worth of mixed metal sold annually.**

Our thirty-five years experience in metal mixing enables us to place on the market a babbitt that we believe to be absolutely perfect. For high speed machinery and engine work it is without an equal. It is specially designed for saw-mills, planing mills, threshing engines, traction engines, pumps, rolling mills, pulp machinery, and all classes of stationary engines. It is a high grade metal made of the very best selected stock, and carefully compounded.

If your dealer does not stock FROST KING send us a money order for your requirements. **Price 30c per lb.**, Fort William and East; West of Fort William **35c per lb.**, delivered nearest railway station; packed in 30 lb. and 60 lb. boxes.

For extra duty, such as over-hanging saws, our FAULTLESS BABBITT will stand where all other metals will fail. Price, Fort William and East, **40c per lb.**; West of Fort William, **45c**, delivered to your nearest railway station; packed in 30 lb. and 60 lb. boxes.

## HOYT METAL CO., Toronto, Canada

**Have factory and office at Eastern Avenue and Lewis Street, Toronto, Canada**

**Factories also at:— New York, N. Y. London, Eng. St. Louis, Mo.**

# "Maple Leaf" Brand

## Stitched Cotton Duck Belting

A trial Belt will convince you. Write for prices and samples.

Excels all others in economy, strength, efficiency and true running, whether for transmission of power or conveying. A test recently made at McGill University, Montreal, of a 6-ply **"Maple Leaf"** belt, a light double leather, and a 6-ply rubber belt, showed that our **"Maple Leaf"** Belt stood a breaking strain 50 per cent. greater than the leather, and 25 per cent. greater than the rubber belt.

**"Maple Leaf" Main Drive Belts**
**Are the Best on the Market.**

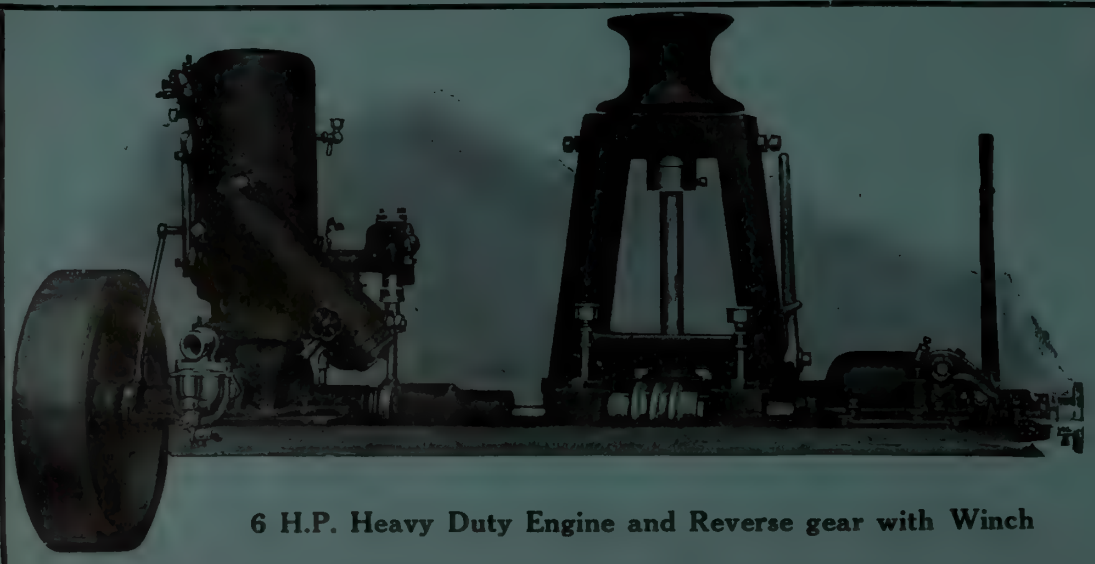
***"Maple Leaf" Belt Dressing*** is the best for all kinds of belts.

## Dominion Belting Co., Limited

HAMILTON - ONTARIO
Branch: Montreal—Office 51 Duluth Building

## The J. C. McLaren Belting Co.

Limited
**General Mill Supplies** **MONTREAL**



6 H.P. Heavy Duty Engine and Reverse gear with Winch

# River Driving Costs

will be decidedly lower this year if you use Adams Gasoline Towing Machinery in 25 ft. punts for carrying supplies and handling booms and logs. One man does the work of ten. We have both machinery and complete punts for prompt shipment. It will pay you to write us now. Gasoline engines all sizes, 2 to 25 h.p.

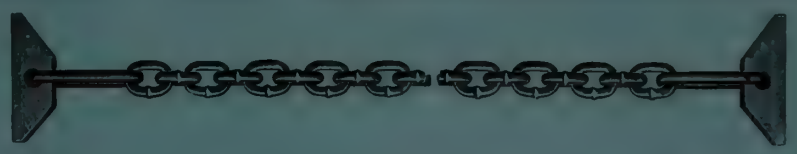
## Adams Launch & Engine Co.

**Penetang, Ont.**

Vol. 35 Toronto, May 15, 1915 No. 10

# Canada Lumberman & Wood Worker

New **RAILS** Relaying
12 to 80 pounds per yard.
**LOGGING CARS**
**Jno. J. Gartshore**
58 Front St. West, Toronto



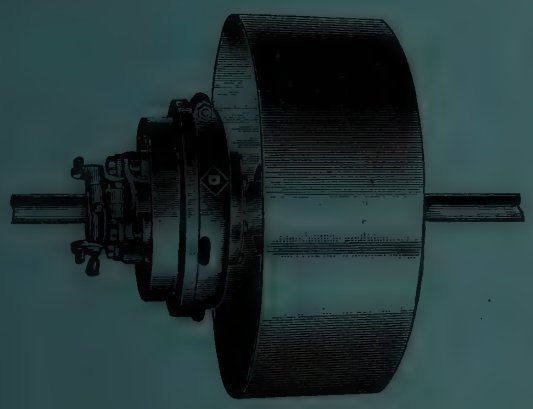
***Electric-Welded Boom Chain***

25% {More Weld = 25% {More Strength = 25% {More Wear

Sheared Toggle and Ring * T Bar Hook and Link * Two Sheared Toggles * Forged Toggle and Ring

Made in Canada Write to Fully Guaranteed

**McKinnon Chain Co., St. Catharines, Ont.**



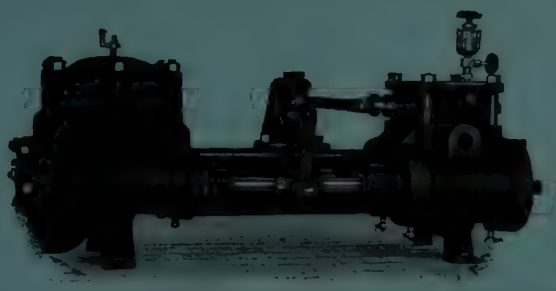
**DODGE FRICTION CLUTCH PULLEYS**

***For Saw Mills and Planing Mills***

A simple, positive, durable clutch! Every Friction Clutch Pulley we sell is guaranteed suitable and satisfactory for the work or money refunded. All sizes split or solid for quick shipment.

**Dodge Manufacturing Company, Limited**
TORONTO -:- MONTREAL

GENUINE "TURBROS"
**Balata Belting**
*Waterproof and Stretchless.*
*The best belt for sawmills.*
Manufactured and guaranteed by
**Turner Bros. Canada Limited**
Montreal — Vancouver



Do not risk expensive delays in production by installing an unreliable Pump.

It will pay you to investigate the line of

**PUMPING MACHINERY**
—Built by—
**The Smart-Turner Machine Co., Limited**
HAMILTON, CANADA

**The OPERATING EXPENSE of**
a Shaw Motor-Headworks or Gasoline Warping Tug
**IS LESS THAN $10.00 PER DAY**
This Includes, Full Crew (less log men) Fuel, Oil, Upkeep and Depreciation
**IT WILL WARP 2,000,000 FEET OF LOGS**
**or TOW 100 BOOM-STICKS**
*Manufactured by* **RUSSEL BROTHERS - Fort Frances, Ont.**

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"Leather like gold has no substitute."

"AMPHIBIA"

# The Knack of Belt Making

"AMPHIBIA" belting is like a frog, having the ability to exist equally well either in wet or dry places. This quality makes it particularly well suited to the difficult runs in saw mills, pulp mills, veneer plants or where wet and green lumber is handled.

"AMPHIBIA" waterproof leather belting is pliable, firm with minimum stretch and maximum tensile strength and durability. "AMPHIBIA" grips the pulleys perfectly and transmits more of your power than other belting.

"AMPHIBIA" belting has been "Made-in-Canada" for 39 years. When ordering state where the belt is to run.

***Write us for prices.***

*Sadler & Haworth*

*Tanners and Manufacturers*

**MONTREAL**
511 William St.

**TORONTO**
38 Wellington St. E.

**WINNIPEG**
Galt Building

**VANCOUVER**
107-111 Water St.

**ST. JOHN, N. B.**
149 Prince William St.

# When You Want
# White and Norway
# PINE

**That is Well Manufactured and Closely Graded**

***Write or Wire us for Prices***

## George Gordon & Company
Limited

**Cache Bay - Ontario**

# You Won't Be Scared At Our Prices

# *Hocken's Hemlock*

***Same Good Quality, Prompt Shipment and Normal Price***

## Hocken Lumber Company, Limited

**Otter Lake Station, Ont.**

**Toronto Representative :—L. M. Dougherty, 77 Lindsay Ave., Phone Park. 2170**

# Mason, Gordon & Co. 80 St. Francois Xavier Street, Montreal, Que.

# Everything in Timber

Car and Cargo lots only

**Douglas Fir, Pine, Hemlock, Spruce, Yellow Pine and Oak**

Write, Wire or 'Phone for Prices - **Western Office:—Pacific Building, VANCOUVER, B. C.**

# PRATT & WHITNEY CO.

**OF CANADA, LIMITED**

# SMALL TOOLS

**Taps — Dies — Reamers — Cutters — Drills**

**MADE IN CANADA**

**As good as money can buy—Guaranteed absolutely!**

***Head Office and Works, DUNDAS, ONT.***

SALES OFFICES:

**MONTREAL** Drummond Bldg. **VANCOUVER** **WINNIPEG** Bank of Hamilton Bldg.

# SHINGLES

## BARCLAY SHINGLE MILLS

**LIMITED**

P. O. Drawer 520, VANCOUVER

Mills at HANEY, B. C.

# New Ontario Colonization Co.

**LIMITED**

**Lands, Lumber, Lath and Pulpwood**
**Planing Mill Work**

Lumber Yard, Jacksonboro, Ont.

***We have the following lumber on hand ready for shipment as shown above, and for which we solicit your orders viz:***

| | |
|---|---|
| 1 x 4 Merchantable Spruce, | 1 x 12 Merchantable Spruce. |
| 1 x 5 Merchantable Spruce. | 4/4 and 8/4 Mill Run Tamarack. |
| 1 x 6 Merchantable Spruce | 4/4 Balsam. |
| 1 x 7 Merchantable Spruce. | 4/4 No. 2 and Better Whitewood |
| 1 x 9 Merchantable Spruce. | 8/4 No. 2 and Better Whitewood |
| 1 x 10 Merchantable Spruce. | 4/4 Mill Run Poplar. |

**CLAY BELT LANDS FOR SALE, Located in Townships of Kendrey and Haggart, District of Temiskaming, Ontario.**

*Mills:* JACKSONBORO, ONT.

*Sales Office:* New York Telephone Bldg. BUFFALO, N. Y.

# River Ouelle Pulp & Lumber Co.

*Manufacturers of*

# SPRUCE

**Lumber Lath Pulpwood**

*Head Office and Mills at:*

**St. Pacome, Que., Canada**

**On I. C. Ry. 75 Miles East of Quebec City**

*Also Mills at:*

**Crown Lake, Powerville, Riv. Manie**
**On Nat. Transcontinental Ry.**

# Specials

## Must Move for New Cut

### Longford

100,000 1 x 10 and 12 in. No. 2 White Pine Culls.
200,000 1 x 4 and up No. 2 White Pine Culls
20,000 2 x 4 No. 1 Spruce.
50,000 1 x 4 and up No. 2 Spruce.
8,000 4 x 4 No. 1 Spruce.
280,000 1 x 4 and up No. 2 Hemlock.
300,000 2 x 6 and up No. 2 Hemlock.
225,000 2 x 4 No. 2 Hemlock.
40,000 1 x 4 and up No. 1 Hemlock.
20,000 2 x 4 — 14 No. 1 Hemlock.
20,000 2 x 10 — 16 No. 1 Hemlock.
6,000 2 x 12 — 14 No. 1 Hemlock.

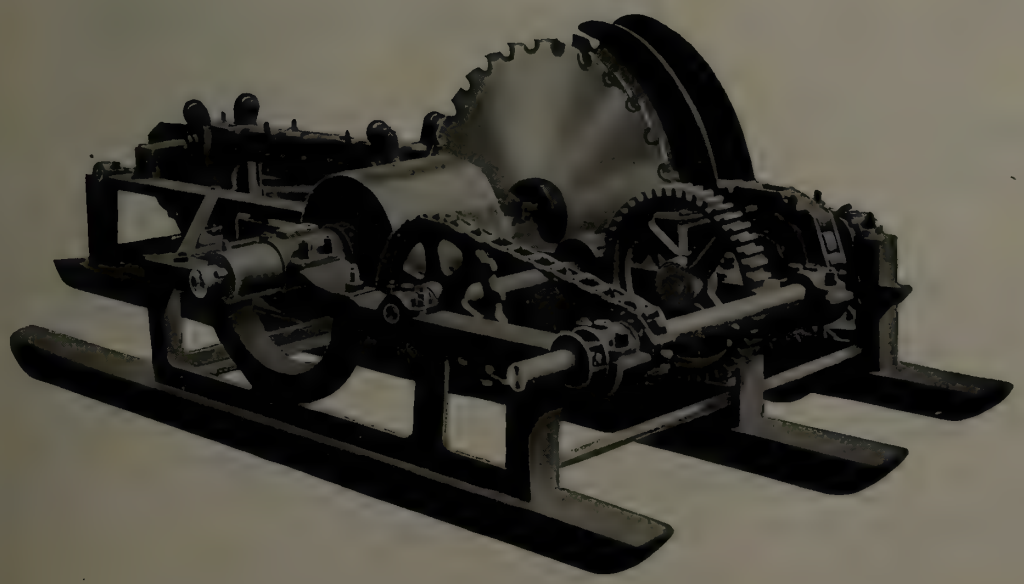
### South River

6,700 1 x 4 and up No. 1 Spruce.
30,000 1 x 4 and up No. 1 Hemlock.
20,000 1 x 4 and up No. 2 Hemlock.
85,000 1 x 4 and up No. 2 Spruce.
30,000 2 x 4 No. 1 Spruce.
40,000 2 x 6 — 8/16 No. 1 Hemlock.
40,000 2 x 8 — 8/16 No. 1 Hemlock.
25,000 2 x 10 — 8/16 No. 1 Hemlock.
50,000 1 x 10 — 8/16 Box & B. White Pine
60,000 1 x 12 — 8/16 Box & B. White Pine
50,000 1 x 13 and up Box & B. White Pine

## The Long Lumber Company

HAMILTON, ONT.

# McLennan's Sleeper Machine



THE specifications of this sleeper machine are: capacity, 2,500 in 10 hours; floor space, 12 feet x 6 feet; drive pulley, 16 inch diameter by 14 inch face; two 38 inch by 8 gauge saws. We will be pleased to send you complete information if you are interested.

The McLennan line of saw mill machinery includes gang edgers, shingle machines, lath machines, bolters, sleeper machines and sleeper barkers, etc.

***Write us for particulars.***

## McLennan Foundry & Machine Works Limited

CAMPBELLTON, N.B.

**Watson & Todd Limited**

WHOLESALERS

**Dry White Pine and Norway**

OTTAWA

Also

Montreal and Liverpool, Eng.

The

**Harris Tie & Timber Co.**

Ottawa - Canada

Lumber - Lath - Shingles

Cedar Poles and Posts

Railway Ties - - Piles

The

**Georgian Bay Lumber Co.**

Limited

Waubaushene, Ontario

Manufacturers of High Grade

**Lumber and Laths**

**Fraser Bryson Lumber Co., Ltd.**

Wholesale Lumber Dealers

Selling agents for Fraser & Co., Manufacturers

Mills at Deschenes, Que., near Ottawa

**White Pine**
**Red Pine**
**Spruce**
**Lumber and Lath**

Office, Castle Building 53 Queen St. Ottawa, Can.

**GILLIES BROS., Limited**

BRAESIDE, ONTARIO

WHITE PINE RED PINE SPRUCE

*WE OFFER DRY STOCK FOR PROMPT SHIPMENT.*

**Norway—Log Run**

Clear Out Mill Cull Out

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 1 x 4 x 10/16 | 110000 | 1 x 8 and up x 17/22 | 13000 | 4/4 x 4 and up x 6/16 | 700000 | 3 x 4 and up x 6/16 | 350000 |
| 1 x 5 x 10/16 | 95000 | 2 x 6 x 10/17 | 13000 | 4/4 x 4 and up x 17/22 | 15000 | 3 x 4 and up x 17/22 | 80000 |
| 1 x 6 x 10/16 | 290000 | 2 x 8 x 10/17 | 12000 | 6/4 x 4 and up x 6/16 | 1500 | 4 x 4 and up x 10/22 | 15000 |
| 1 x 7 x 10/16 | 145000 | 2 x 9 x 10/17 | 3500 | 8/4 x 6 x 10/16 | 10000 | | |
| 1 x 8 x 10/16 | 40000 | 2 x 10/12 x 10/17 | 4000 | 8/4 x 4 and up x 10/16 | 15000 | **Bass Culls** | |
| 1 x 9 x 10/16 | 130000 | 2 x 4 and up x 10/17 | 450000 | 8/4 x 4 and up x 17/22 | 15000 | 4/4 x 4 and up x 6/16 | 2500 |
| 1 x 10 and wider x 10/16 | 50000 | 2 x 4 and up x 17/22 | 250000 | | | | |
| 1 x 4 and up x 17/22 | 20000 | | | | | | |

**Norway—Culls**

# BARTRAM BROTHERS, LIMITED
## OTTAWA, CANADA

# SPRUCE, RED AND WHITE PINE

***We Offer for Immediate Shipment:***

**NORWAY & JACK PINE, M. R.**

1 x 4/5 x 10/16 ft.—1,080,484 ft.
1 x 6 x 10/16 ft.— 443,000 ft.
1 x 8 x 10/16 ft.— 81,000 ft.
1 x 10 x 10/16 ft.— 14,000 ft.
2 x 4 x 10/16 ft.— 164,312 ft.
2 x 6 x 10/16 ft.— 220,000 ft.
2 x 8 x 10/16 ft.— 320,000 ft.
2 x 10 x 10/16 ft.— 218,000 ft.
2 x 12 x 10/16 ft.— 65,000 ft.
3 x 4 & up x 10/16 ft.—129,000 ft.

**NORWAY & JACK PINE, CULLS**

1 x 4 and up x 8/16 ft.—1,500,000 ft.
3 x 4 and up x 10/16 ft.— 82,517 ft.

**NORWAY & JACK PINE LATH**

1½ x ⅜ x 32 in., M.R.—440,000

**SPRUCE, M. R.**

2 x 3 x 10/16 ft.— 24,000 ft.
2 x 4 x 10/16 ft.—700,000 ft.
2 x 5 x 10/16 ft.—400,000 ft.
2 x 7 x 10/16 ft.— 14,000 ft.
1¼ x 3 x 10/16 ft.— 13,600 ft.

**SPRUCE, M. R.**

1¼ x 4 x 10/16 ft.— 92,000 ft.
1¼ x 5 x 10/16 ft.— 17,000 ft.
1¼ x 6 x 10/16 ft.— 14,000 ft.
1¼ x 9 x 10/16 ft.— 67,000 ft.
1 x 3 x 10/16 ft.— 31,000 ft.
1 x 4 x 10/16 ft.— 75,000 ft.
1 x 5 x 10/16 ft.—140,000 ft.
1 x 7 x 10/16 ft.— 15,000 ft.

**SPRUCE CULLS**

3 x 4 and up x 8/16 ft.—125,000 ft.
2 x 4 and up x 8/16 ft.— 20,000 ft.
2 x 5 and up x 8/16 ft.— 85,000 ft.
1 x 4 and up x 8/16 ft.— 80,000 ft.

**Have Large Stock 3" Spruce Deals for Export Trade at Water Points**

# Spruce, Hemlock and Hardwoods

***We have on hand ready for shipment:—***

1,000,000 ft. Merchantable Hemlock 1", 2" and 3", lengths 9 ft. to 26 ft., widths 4" to 11", each length and width piled separately.

1,200,000 ft. Merchantable Spruce 1", 2" and 3", lengths 8 ft. to 24 ft., widths 4" to 12", piled separately.

700,000 ft. Hard Maple 1", 1¼", 1½", 2" and 3", sawn on grade.

250,000 ft. 1" and 1½" Beech, sawn on grade.

125,000 ft. 1 x 4 & up Basswood L.R., No. 2 C. & B.

125,000 ft. 1" M. C. Ash.

70,000 ft. 1" M. C. Elm.

We specialize in timbers—lengths 10 ft. to 26 ft. long, and we have facilities for Dressing.

***Send us your inquiries***

# Fassett Lumber Company, Limited
**Fassett, Que.**

# Thos. Mackarell & Company

Ottawa - - - Montreal

*Wholesale*

# Red Pine White Pine Spruce

**Charlemagne & Lac Ouareau Lumber Co.**
Mills: Charlemagne, Montcalm, St. Adele

**The Gres Falls Company**
Mills: Three Rivers and Cape Madelaine

**St. Gabriel Lumber Co., Limited**
Mill: St. Gabriel de Brandon
Head Office: 524 Board of Trade, Montreal, P. Q.

Manufacturers of
**Spruce and Pine Lumber and Ground Wood Pulp**

# Stick To It

To make a success of advertising one must be prepared to stick to it, like a barnacle on a boat's bottom.

**Canada Lumberman**
& Woodworker
**Toronto, Ont.**

# California PTL Redwood

**For Interior Finish**
Redwood is easy to work and takes a beautiful finish.

**For Exterior Finish**
Redwood leads for it does not rot. It needs no paint.

Ask for our Catalogue. Ask for our Finish Book.

**John D. Mershon Lumber Company**

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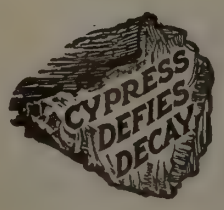
**Our Mills Produce and We Market as Much**

# GENUINE LOUISIANA RED CYPRESS

**As All Other Concerns Combined**




250,000,000 feet constantly in stock insures filling any reasonable order promptly.
Our Canadian trade is constantly increasing and we are always striving to merit a still larger increase.

*Our salaried salesmen receive credit for mail orders. Try us.*

**LOUISIANA RED CYPRESS COMPANY**

Hibernia Building New Orleans, La.

# White Cedar Shingles

**Our Mills have now started and we can ship promptly White Cedar Shingles in all grades.**

Association Grading Rules produce high grade stock that commands top prices in all Markets, still the price is no higher at our Mills than you are now paying.

Uniform Prices at all Shipping Points with same terms to all buyers.

**We are now shipping from following rail points:**

CAMPBELLTON, N. B.
DALHOUSIE, N. B.
CHARLO, N. B.
BATHURST, N. B.
CHATHAM, N. B.

**Water Shipments from:**

Gaspe, Que., Bonaventure, Que., Campbellton, N.B.,
Dalhousie, N.B. Bathurst, N.B. Chatham, N.B.

***OUR MOTTO:***

***PROMPT SHIPMENT, SATISFACTORY STOCK, GOOD SERVICE.***

## The North Shore Shingle Association

**of Eastern Canada**

***For Prices write or wire***

## F. G. WHEATON, Amherst, N.S.

**Canadian Sales Agent**

JOHN McKERGOW, President — W. K. GRAFFTEY, Managing-Director

**The Montreal Lumber Co. Limited**

**Wholesale Lumber**

Ottawa Office: 46 Elgin St. — Montreal Office: 759 Notre Dame St., W.

**CHRISTY-MOIR CO.**
149 Broadway, New York City

*Wholesale Dealers*
13 Foot **SPRUCE** 16 Foot
Lath and White Cedar Shingles

Sales Agents: Iberville Lumber Co.
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James P. Grant — John K. Campbell

**Grant & Campbell**

Manufacturers of
SPRUCE, HEMLOCK TIMBERS AND PILING AND LATH

Prices promptly given on all enquiries.
New Glasgow, N.S.

**FOR SALE**
**HARDWOOD LUMBER**
Dimension Stock, Mattress Frames, Hard and Soft wood slabs cut to lengths required. Hemlock, Cedar, Posts.
Orders receive prompt attention.
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JOHN P. NEWMAN Wiarton, Ont.

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Write us for particulars and prices
Superior Mfg. Co., Ltd.
93 Church St., Toronto

**HAEBERLE LUMBER CO.**
LUMBER AND TIMBER
White Pine, Norway, Yellow Pine, Hemlock
Oak Mouldings, Doors, Sashes and Blinds, Cedar Poles and Ties.
Yellow Pine Timber a Specialty.
Interior Trim Mill Work.
NIAGARA FALLS, N.Y.

**Hardwood Flooring**
The Celebrated Diamond Brand
End Matched, Bored, Polished and Bundled
Manufactured by
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# Lumber

Good Grades — Right Prices — Prompt Shipments

Canadian Hardwood. National Grading Rules

**Birch**
**Basswood**
**Maple**
**Elm**
**Beech**
***All Thicknesses***

Also full line in

**White, Red**
and
**Jack Pine**
***All grades and sizes.***

***Get in touch with us for prices***

**C. G. Anderson Lumber Company, Limited**
Manufacturers and Strictly Wholesale Dealers in Lumber
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WE Buy, Sell and deal in all kinds of Lumber and Timber in Canada and United States: Spruce, White Pine, White and Basswood, Ash, Cedar, Douglas Fir, Beech, Birch, Walnut, Cherry, Chestnut, Cottonwood, Hemlock, Maple, Norway Pine, Short and Long Leaf Yellow Pine, Oak, Redwood, Birch, Maple and Oak Floorings, Pulpwood Ties, and Cedar Poles.

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**The Canada Wood Specialty Co., Limited**
Manufacturers:
Lumber, Hardwood Flooring, Handles, Poles, Bed Frame Stock, Cheese Box Hoops, Heading, Baskets, Etc.
Write, Telegraph or Telephone your orders
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LIMITED
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Dressing of wood in transit on the Intercolonial Railway.

SPECIALTIES
Sawed Hemlock
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Pine and Hardwood
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TIMBER Estimates, Topographic and Boundary Surveys, Planting, Logging Maps, Portable Mill Operations.

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CHOICE
***Southern Hardwoods***
*Cypress, Kiln Dried North Carolina Pine*
Send Us Your Inquiries
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**The Penetanguishene Planing Mill Sash and Door Factory**
Planing of all kinds done by carload. Railroad Switch in connection with mill. All classes of building material, lime and cement for sale.
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*Special Price, $1.00*
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LUMBER and TIMBER
Spruce, Hemlock, Pine and Hardwoods
Square Spruce, Hemlock and Cedar Timber, Railway Ties, Telegraph Poles, Etc.
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**Do you know the worth of your Timber Lands?**
My methods of cruising, based on 24 years' experience, will prove as valuable to you as they have to many large Banking and Bond Houses, Railroads, Corporations, and private Investors in the United States and Canada,
Whether you want to buy, bond or sell I can be of service to you.

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Formerly: Forest Expert U. S. Forest Service, State Forester of New Jersey, Timber Expert Penna, Forest Commission, etc.

**"Well Bought is Half Sold"**

***We Offer the Following Special Lines—***
***For Quick Sale***

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| 2 Cars | 4 x 4 to 6 x 6 | Sound Cedar Squares |
| 100,000 Ft. | 5/4 | 1st and 2nd Basswood |
| 2,500 " | 8/4 | " " " |
| 2,500 " | 16/4 | " " " |
| 12,000 " | 8/4 | 1st and 2nd Soft Elm |
| 17,000 " | 4/4 | No. 1 C. & B. Soft Elm |
| 22,000 " | 8/4 | No. 1 C. & B. Soft Elm |
| 50,000 " | 4/4 | No. 2 C. & B. Birch |
| 13,000 " | 3 x 8 to 16"—10 to 16 ft. | 1st and 2nd White Ash |
| 13,000 " | 2 x 6 and up—10 to 16 ft. | No. 1 C. & B. White Ash |

**Hardwoods Thoroughly Dry**
**Your Inquiries Will Have Prompt Attention**

**Graves, Bigwood & Co.**

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**Pine and Hemlock Lumber**

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**Mills: Byng Inlet, Ont.**

We are Buyers of
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Hydraulic and Screw
for
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Special machinery made to order
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***Quick Shipments***
Gulf Cypress
N. Carolina Pine
Long Leaf
Timber
From our wharves in Portland, Maine
**Wilson Lumber Co.**
Portland, Me.

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PENETANGUISHENE, ONT.

*Manufacturers of* **RED and WHITE PINE**

***We have in stock:-***

100,000 feet 1 x 4 to 9 Common Sidings White
125,000 " 1 x 12 Common "
100,000 feet 5/4 x 4 to 9 Common Sidings White
60,000 " 5/4 x 12 Common "
19,000 " 4 x 4 - 10/18' Norway

***Try some of these Sidings and get a nice assortment of widths.***
***Have them Dressed if required and save freight.***

ESTABLISHED 1855

## THE McGIBBON LUMBER CO.

OF PENETANGUISHENE

Manufacturers of and Dealers in

**Lumber, Lath, Shingles, Etc.**

HEMLOCK BILLSTUFF a Specialty of which we have the Best Assortment on Georgian Bay.

Don't wait to write. Phone us your requirements.

All stock sized or matched if required.

**Our Yards are Unequalled for Drying Lumber**

## To the Owner of Timber Lands

Far sighted owners of timber lands should take advantage of the times incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. This is certain to come at no distant day. Therefore cultivate a closer acquaintance with your holdings, and the best method of marketing them. Let us prepare the way for you. Remember, we not only report on the property, but assist in marketing the bond issue when necessary. Send for our booklet.

## L. E. Campbell Lumber Company

Cruising and Engineering Department

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## California White Pine
## California Sugar Pine
## and Arizona Soft Pine

**Best Stock for Factory and Pattern Lumber**

**Ask LOUIS WUICHET**

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Manufacturers of . . . . . **YELLOW PINE LUMBER**

*Mills:—*
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**Long Leaf Timbers, Short Leaf Finish and Railroad Material**

Send your inquiries and orders to:—

*General Sales Office*

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F. N. WALDIE, President. R. S. WALDIE, Vice-President. W. E. HARPER, Secretary.

# The Victoria Harbor Lumber Co., Ltd.

**Manufacturers of**

## Lumber, Lath and Shingles

Mills at Victoria Harbor, Ont.

HEAD OFFICE,
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## Are You Looking For CASH BUYERS?

We are open to buy **MILL-CUTS** of Pine, Spruce, Hemlock Lumber and Lath **FOR CASH.**

**C. A. Larkin Lumber Co., Limited**
705 Traders Bank Bldg.,
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Wholesale Dealers

**HEMLOCK**
**SPRUCE**

*Dry stock in all sizes.* *Quick shipments.*

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## FRANK H. HARRIS LUMBER CO., LIMITED
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**Yellow Pine and B.C. Shingles always in transit**

*Selling Agents for*

**MEMPHIS VENEER & LUMBER CO.**
Manufacturers
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MEMPHIS, - TENN.

**JAMES E. STARK LUMBER CO.**
Manufacturers
**Oak, Ash, Poplar and Cypress**
MEMPHIS, - TENN.

## To theManufacturing Trade

When wanting lumber in car lots of various kinds and thicknesses. Send us list of your needs. We will be glad to make you quotations on Birch, Basswood, Black Ash, Soft Elm, Pine and Spruce. Mixed car loads our specialty.

**Piling**— Orders for Spruce Piles 30 to 60 feet long filled on short notice.

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## We Offer for Immediate Shipment

50 M. ft. 4/4 No. 1 Common and Better Elm.
32 M. ft. 8/4 No. 1 Common and Better Elm.
7 M. ft. 12/4 No. 1 Common and Better Elm.
70 M. ft. 4/4 No. 2 Common and Better Maple.
26 M. ft. 8/4 No. 2 Common and Better Maple.
40 M. ft. 4/4 No. 1 Common and Better Birch.
26 M. ft. 8/4 No. 1 Common and Better Birch.
40 M. ft. 4/4 Mill Cull Elm.

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¶ Every live lumber salesman in Canada reads the Canada Lumberman and Woodworker.

¶ You can get the man you want through a small advertisement in the "Wanted and For Sale" department of this paper.

**Canada Lumberman & Woodworker**
Toronto, Ontario
Montreal Office, 119 Board of Trade Bldg.

***Let us quote you on your requirements of the following stock.***

100,000′ 10 x 10 Hemlock—
heavy to 12′ & 16′ lengths
45,000′ 2″ No. 1 C. & B. Maple
100,000′ 1″ No. 1 C. & B. Birch
30,000′ 1″ & 1½″ Log Run Beech

***Above is all dry well manufactured stock.***

**Spears & Lauder** 501 Kent Bldg. Toronto, Ont.

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## HIGH GRADE RED CEDAR SHINGLES

LET US QUOTE YOU PRICES

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***What it Contains:***

*Chapter 1*—Historical Notes.
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***Price 50 cents***

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# Heavy Fir Dimension

***Is Our Particular Specialty***

*The Heavier it is the Better we like it*

**We Dress from 1 to 4 Sides up to 16-in. x 20-in., 60-ft.**

*Our grade is posstively right, and prices will please*

**Timberland Lumber Co., Limited**

Head Office, Westminster Trust Bldg., NEW WESTMINSTER, B.C.

Mills at Craigs on the B.C.E.R.

Shipment by C.P.R.R., G.N.R.R. or B.C.E.R.R.

# Thurston-Flavelle Lumber Company

*MANUFACTURERS OF*

## British Columbia Red Cedar Exclusively

4, 5 and 6 inch "CLEAR A" Cedar Bevel Siding.
8, 10 and 12 inch CLEAR CEDAR FINISH.
EXTRA XXX RED CEDAR SHINGLES.

Eastern Agents, Gull River Lumber Co., Ltd., Lindsay, Ont.

Head Office and Mills, Port Moody, B.C.

**Special, 400,000 ft. dry 6/4 Canadian Birch**

Hemlock
White Pine
White Oak
Red Oak
White Ash
Birch
Maple
Beech
Rock Elm
Soft Elm
Red Gumwood
Yellow Pine
Basswood
Spruce
Cedar

Three Sawmills and large, well-equipped Planing Mill, including Sash and Door Factory, with special machinery for the manufacture of Oak, Birch and Maple Flooring.

We supply Timbers, Track Ties, Cedar Posts, Lath, Shingles.

Try us once.

**John Harrison & Sons Co.**
Limited
Owen Sound, Ont.

J H & S Co

We handle

**Everything in Lumber**

*Write or wire for prices and stock lists.*

**The McLennan Lumber Co.**
Limited
21 Dorchester St. W. Montreal, Que.

**128,350 Laths**

**In Ten Hours**

Our Lath-Mill and Bolter have made a test cut in ten hours of 128,350 four foot laths, 1½ in. by ⅜ in., counted, tied and piled.

We also make a full line of Lath-Mill and Picket-Mill Machinery, for mills, both large and small.

**A Few of the "400" who use Payette's Lath-Machinery:**

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Victoria Harbor Lumber Co., Victoria Harbor, Ont.
Georgian Bay Lumber Co., Waubaushene, Ont.
Colonial Lumber Co., Pembroke, Ont.
Theo. A. Burrows, Grand View, Man.
Wm. Milne & Sons, North Bay, Ont.
C. Beck Mfg. Co., Penetanguishene, Ont.
Manley Chew, Esq., Midland, Ont.
Chew Bros., Midland, Ont.
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***P. Payette & Company,***
*Engineers and Machinists* *PENETANGUISHENE, ONT.*

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Limited
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Mills: St. John, N.B. Blackville, N.B. Nanudogan, N.B. Marysville, N.B.
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**Bleached Sulphite Pulp**
Spruce, Pine and Hemlock Lumber, Laths, **Hardwoods**

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## United States Manufacturers and Wholesalers seeking Canadian Business

## Hoffman Brothers Company

**Fort Wayne, Indiana**

Manufacturers of Hardwoods—Any Thickness From

1/30″ SLICE CUT VENEER
1/20″ SAWED VENEER
to
2″ BAND SAWED LUMBER

HB Reg. U.S. Pat. Off.

**Specialty:**

**QUARTERED WHITE OAK**

## LOUISIAN RED CYPRESS

QUARTERED OAK PLAIN OAK
POPLAR ASH

***Yards at Nashville, Tenn.***

We can ship you promptly any of the above Stock, Carefully Inspected

**WE WOULD LIKE TO HEAR FROM YOU**

## WISTAR UNDERHILL & NIXON

**Real Estate Trust Bldg., Philadelphia, Pa.**

Canadian Representatives:
G. H. Johnson, 125 Tyndall Avenue, Phone Parkdale 736, Toronto, Ontario
Mr. Gilbert B. Woodhull, Box 54, Toronto, Ont.

Plant of The Stearns Salt and Lumber Co.

## Stearns Quality

**Michigan Hardwoods**
**Hemlock and Pine**

## Lumber and Timber

Try out STEARNS SERVICE on mixed car shipments. Retail stocks replenished over night by our 24 hour service.

HEMLOCK
WHITE PINE
HARDWOODS
MAPLE FL'G.

*IN MIXED CARS*

SHINGLES
LATH
POSTS
MOULDING

The
**Stearns Salt & Lumber Co.**
Ludington, Mich.

## W.M.RITTER LUMBER COMPANY

**Below is List of Dry Lumber We Can Ship Promptly**

**CHESTNUT:**
4/4 1s and 2s, 2 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 3 cars.
5/4 No. 1 Common, 1 car.
6/4 No. 1 Common, 2 cars.
8/4 No. 1 Common, 2 cars.
4/4 Sound Wormy, 3 cars.
5/4 Sound Wormy, 2 cars.
8/4 Sound Wormy, 1 car.

**POPLAR:**
5/8 Reg. 1s and 2s, three cars.
3/4 Reg. 1s and 2s, one car.
4/4 Reg. 1s and 2s, four cars.
5/4 Reg. 1s and 2s, one car.
6/4 Reg. 1s and 2s, one car.
10/4 Reg. 1s and 2s, one car.
12/4 Reg. 1s and 2s, two cars.
10/4 Reg. 1s and 2s, three cars
4/4 No. 1 Common, 4 cars.
5/4 No. 1 Common, 2 cars.
6/4 No. 1 Common, 2 cars.
5/8 18-23, two cars, Panel and No. 1.
4/4 24-27, three cars, Panel and No. 1.
4/4 18-23, two cars, Panel and No. 1.

**BASSWOOD:**
4/4 1s and 2s, 5 cars.
5/4 1s and 2s, 3 cars.
4/4 No. 1 Common, 5 cars.
5/4 No. 1 Common, 3 cars.

**WHITE OAK:**
5/4 1s and 2s Plain, 5 cars.
6/4 1s and 2s Plain, 6 cars.
7/4 1s and 2s Plain, 7 cars.
8/4 1s and 2s Plain, 7 cars.
5/4 No. 1 Common, 3 cars.
6/4 No. 1 Common, 3 cars.
4/4 Qtd. 1s and 2s, 4 cars.
4/4 No. 1 Common, 5 cars.

**PLAIN RED OAK:**
4/4 1s and 2s, 7 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 6 cars.
5/4 No. 1 Common, 2 cars.
3/4 No. 1 Common, 3 cars.

The above is a list of dry stock which we can ship promptly. All our own manufacture and band-sawn stock, and thoroughly dry. Do not place your orders before writing for prices.

**CANADIAN REPRESENTATIVE:**

**John Hall, Box 32, Toronto, Canada**

Phone College 6997

W.M.RITTER LUMBER COMPANY — COLUMBUS, OHIO

## R. HANSON & SONS

MANUFACTURERS

## Michigan Hardwoods AND Hemlock Lumber

**Grayling - Michigan**

**Spruce**
**White Pine**
**Banksian Pine**
**Birch**

***Get our stock list and prices.***

**—BROWN CORPORATION—**

***Formerly:***—**Quebec & St. Maurice Industrial Company, Portland, Maine**

**Morgan Machine Company**

ROCHESTER, N. Y.

Manufacturers of—

**Nailing Machines,**

**Lock Corner Box Machinery,**

**Box Board Matchers,**

**Box Board Printing Machines.**

Every manufacturer of boxes; every manufacturer who has nails to drive in any article, or packages of any kind to manufacture, should write the Morgan Machine Company for latest developments in machinery for the Box Industry.

**Morgan Machine Company**
ROCHESTER, N.Y.

**Fraser Limited**
**Fredericton, N. B.**

SELLING AGENTS FOR

**Donald Fraser & Sons, Limited**
Cabano, P. Q.

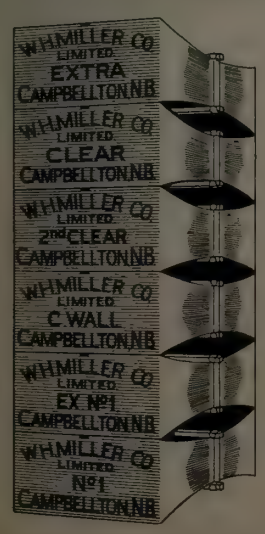
**Fraser Lumber Co., Limited**
Plaster Rock, N. B.

**F & M Lumber Co., Limited**
Whitworth, P. Q.

MANUFACTURERS OF

**Spruce Lumber**
Rough and Finished

**Shingles, Lath, Piano Sounding Board Stock, etc.**


W.H.MILLER CO LIMITED EXTRA CAMPBELLTON N.B.
W.H.MILLER CO LIMITED CLEAR CAMPBELLTON N.B.
W.H.MILLER CO LIMITED 2nd CLEAR CAMPBELLTON N.B.
W.H.MILLER CO LIMITED C WALL CAMPBELLTON N.B.
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W.H.MILLER CO LIMITED No1 CAMPBELLTON N.B.

**W. H. Miller Co., Limited**

Manufacturers and Exporters of all kinds of

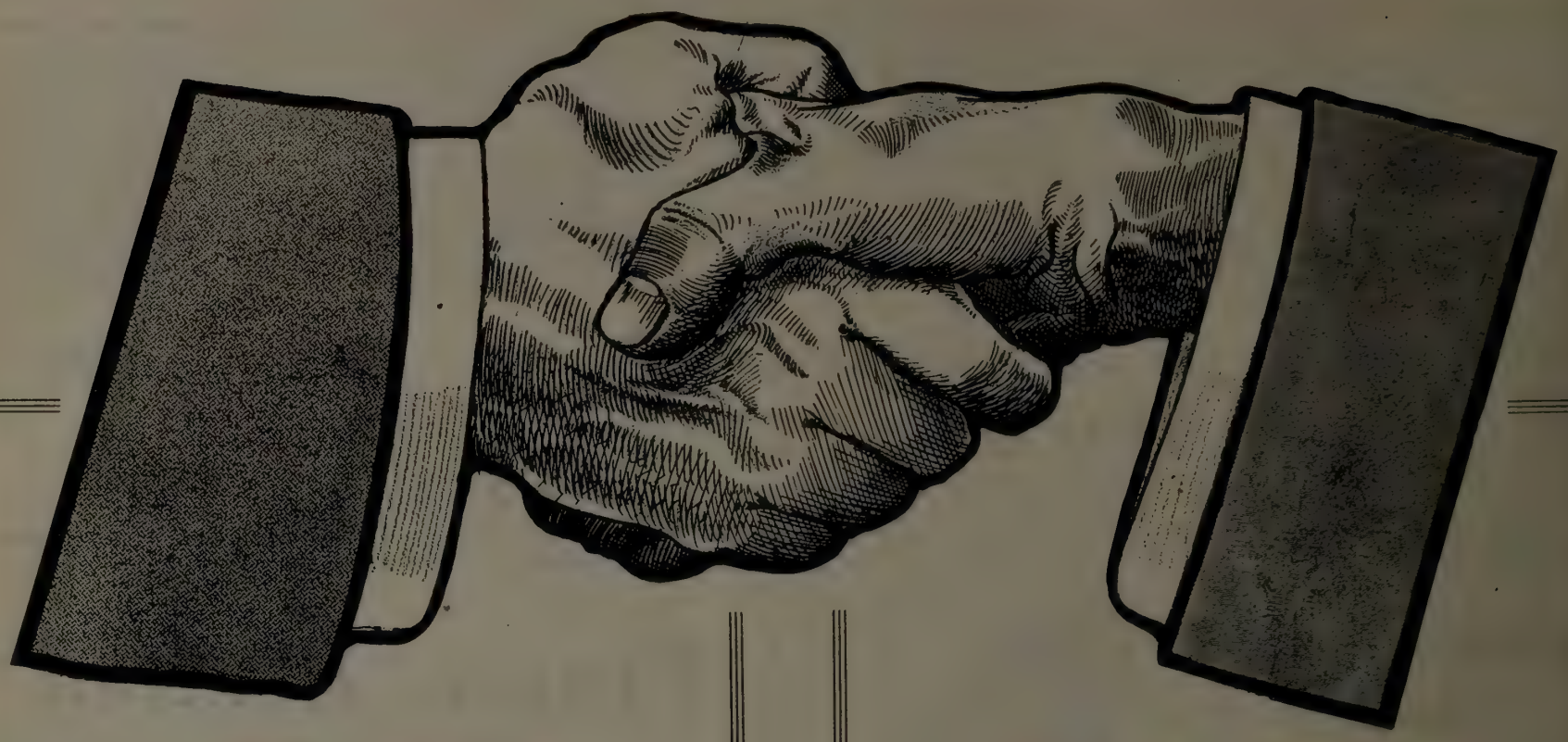
**Spruce and Pine Lumber**

**New Brunswick White Cedar Shingles**

**A Specialty**

RAIL AND WATER SHIPMENTS. WRITE US FOR QUOTATIONS.

Laths and Ties **CAMPBELLTON, N.B.** Pulpwood



# The Foreign Lumber Demand

Great Britain, France and other countries are finding it necessary to establish new buying connections for lumber, timber and wood products.

South America, Australia, New Zealand, Japan and China are also increasing their lumber imports. The Orient will absorb a large quantity of the world's future timber supply.

These changing conditions are daily opening up new trade possibilities which progressive lumber manufacturers have long desired.

# Canada's Lumber Opportunity

This is Canada's opportunity to secure and permanently maintain a foothold in the lumber markets of the world. We have the timber resources and the manufacturing facilities to do it. Now is the time to start an aggressive campaign for export trade.

This country should build up a large export business. The progress and stability of the lumber industy in Canada will then be guaranteed for years to come.

# Export Number

To assist in building up an export trade a ***Special Export Number*** of the "Canada Lumberman & Woodworker" will be issued June first. The object of this number is to present clearly and effectively to foreign buyers the excellent position in which Canada is situated for taking care of large export orders.

The ***Export Number*** will be bound in an attractive cover. The contents of this number are bound to impress lumber buyers abroad and increase their interest in Canada.

Every regular subscriber will get a copy of the ***Export Number.*** It will also be mailed to lumber wholesalers and large consumers of lumber in the Eastern and Middle States and Great Britain, and to foreign countries where there is a field for Canadian lumber and wood products.

The ***Export Number*** will be a particularly useful reference number for Canadian trade commissioners in Great Britain and abroad. It will emphasize to our commissioners the high position Canada holds in the world's lumber trade.

# Canada Lumberman

## & Woodworker

**347 Adelaide Street West** **TORONTO, CANADA**

# "Easy to Work"

"I landed that Everly job, Jim," said the contractor, "and of course I will want **Arkansas Soft Pine,** the kind of stock I used on the Davis house, IT'S EASY TO WORK."

"It will cost you a bit more," said the dealer.

"Worth more," said the contractor, "**it's easy to work** and IT HOLDS PAINT."

"How about the trim?"

"Everly has been educated. Plans call for **Arkansas Soft Pine** trim throughout. Mrs. Everly has worked out a color scheme for each room and knows what wood to use to get the exact effect she wants; SO YOU SELL THE TRIM."

**JUST REMEMBER: Arkansas Soft Pine is easy to work, it takes and holds paint, it may be finished to secure any wood effect the builder has in mind. Your customers want it. IS YOUR SUPPLY AMPLE?**

| | |
|---|---|
| Southern Lumber Company | Warren, Ark. |
| Stout Lumber Company | Thornton, Ark. |
| Valley Lumber Company | Reader, Ark. |
| Wisconsin & Arkansas Lumber Company | Malvern, Ark. |
| Arkansas Land & Lumber Company | Malvern, Ark. |
| Arkansas Lumber Company | Warren, Ark. |
| Cotton Belt Lumber Company | Bearden, Ark. |
| Crossett Lumber Company | Crossett, Ark. |
| Eagle Lumber Company | Eagle Mills, Ark. |
| Edgar Lumber Company | Wesson, Ark. |
| Fordyce Lumber Company | Fordyce, Ark. |
| Freeman-Smith Lumber Company | Millville, Ark. |
| Gates Lumber Company | Wilmar, Ark. |

# Machinery and Timber For Sale

The undersigned offer for sale, in large or small blocks all their remaining timber ands, mills and town property situated in the Town of Parry Sound, Ont.; and other Lumber Equipment, including boom chains, plows, sleighs, etc.

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Shawanaga, Burpee, McConkey, Mills, Allen, Secord, Falconbridge and Street.

Special bargains in the townships of Burpee, Falconbridge and Street for small mills.

**We have the following Sawmill Machinery for sale:**

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 3-block right hand steam feed carriage fitted with steam set works, made by Wm. Hamilton, Peterboro, with 10-in. steam feed cylinder.

1 Double cylinder steam nigger, right hand.

1 Log Loader for right hand mill.

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 10 in. Double-cylinder steam feed carriage, left hand, for cutting 24-ft. logs.

1 left-hand steam nigger.

1 Log-loader.

1 Endless chain jack ladder with two kickers complete for right and left hand mills.

2 Roger Gang Edgers for 8-in. cants and lumber.

1 Waterous double edger, 6 saws.

2 2-saw trimmers.

1 20-ft. Slash table.

1 16-ft. Revolving Slash Table.

1 Horizontal Slab Resaw with 5-ft. wheels, made by Diamond Iron Works.

1 70-ft. Transfer Chain for sorting lumber, with necessary levers, rolls and transfer chains to complete outfit.

1 Lath Mill with bolter.

2 Lath Trimming Saws.

## FILING ROOM

1 Automatic Filing Machine for 12-in. D.C. band saws.

1 Automatic Grinding Machine for 8-in. S.C. band saws.

1 Automatic Machine for circular saws.

1 Hand Machine for cut-off saws.

1 Lap Grinder.

1 Set Band Saw Rollers and levelling blocks, with necessary swedges, a number of second-hand band, gang, edger and slash table saws.

## POWER PLANT

2 Double Duplex, high pressure Water Pumps.

5 60-in. x 16-ft. Return Tubular Boilers, allowed 125 lbs. steam.

2 125 h.p. Water Wheels.

1 Upright Engine for sawdust conveyor.

1 10 h.p. Engine.

1 Mitts & Merrell Hog.

1 Wood Machine for 22-in. wood.

1 Wood Machine for 16-in. wood.

1 Edger for ripping dry lumber, installed.

1 Edger for ripping dry lumber, not installed.

1 30 h.p. Generator, 250 volt.

1 30 light arc generator.

There is also a large quantity of shafting, pulleys, hangers, belting, tram cars and turn-tables, particulars of which may be had on application.

Also, contents of machine shop, containing Planer, Drill, Lathe and Machinery, with tools necessary for repair work.

All of the above open for inspection at Parry Sound.

The

## Parry Sound Lumber Co. Limited

**26 Ernest Avenue, TORONTO, CANADA**

# Austin & Nicholson

**Chapleau, Ontario**

## Rough and Dressed Lumber and Lath

**We have the following dry stock ready for shipment:**

| | | | | |
|---|---|---|---|---|
| 1 x 4 | Common | and | Better | 150 M |
| 1 x 5 | " | " | " | 150 M |
| 1 x 6 | " | " | " | 125 M |
| 1 x 7 | " | " | " | 50 M |
| 1 x 8 | " | " | " | 50 M |
| 1 x 9 & up | " | " | " | 75 M |
| 2 x 4 | " | " | " | 160 M |
| 2 x 6 | " | " | " | 75 M |
| 2 x 8 | " | " | " | 100 M |
| 2 x 10 | " | " | " | 100 M |
| 2 x 12 | " | " | " | 15 M |
| 3 x 8 | " | " | " | 25 M |
| 3 x 10 | " | " | " | 15 M |

**Also about two cars 2 x 8, 2 x 10, 2 x 12 by 18 to 28' long. We make a specialty of dressed and matched lumber in car or mixed lots.**

**All orders by mail receive our prompt attention.**

## The only Original

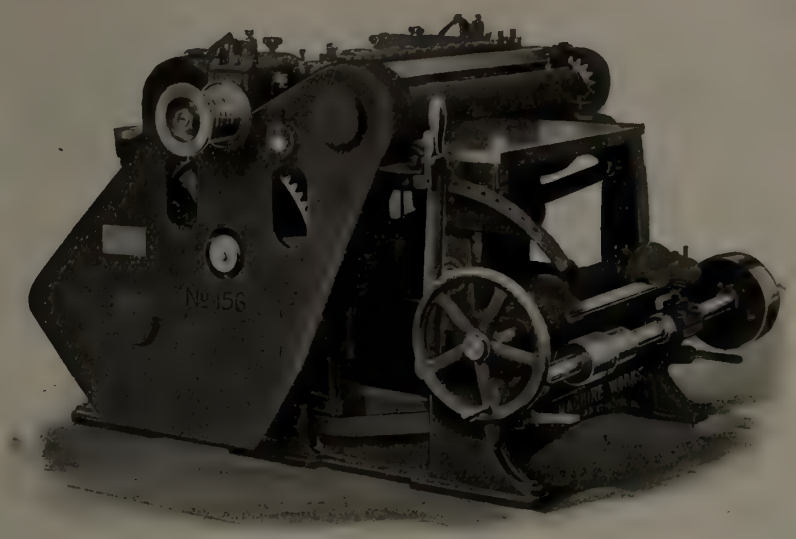
# Dunbar Shingle Machine

We are the originators and only manufacturers of the genuine "Dunbar" Shingle Machine. Other machines may bear "our" name but they are not the real "Dunbar" machine. The "Dunbar" has self-oiling boxes, steel slab catchers, reversible spur rolls, nickel steel arbors, and unbleached hard pine frames. We also make clapboard machines, lath machines and other mill equipment. Write us for particulars.

***Remember the maker's name***

## Dunbar Engine & Foundry Co.

**WOODSTOCK, N.B.**



# Compare Your Present Surfacer Equipment With This Berlin-Cabinet-Surfacer

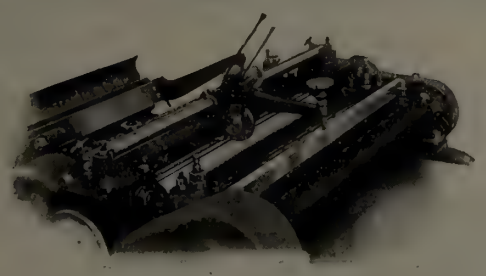
The Berlin was the first single surfacer to which thin knives, round heads and on-the-machine grinding device was applied. This was brought about by the growing need of a planer that would handle a large range of stock and produce a smooth finish that left little or nothing for the sander.

Such work resulted through the use of the round heads equipped with self-hardening thin steel knives. The direct advantage of this equipment, aside from its safeness, is that it gives a scrape cut identical with that used in finishing the finest woods by hand, and with least waste of stock pro duces a straight grain finish on cross-grained or twisted wood. The even pressure put on knives close up to the cutting edge assures a cut that will not tear grain around knots or clip the ends of short stock.

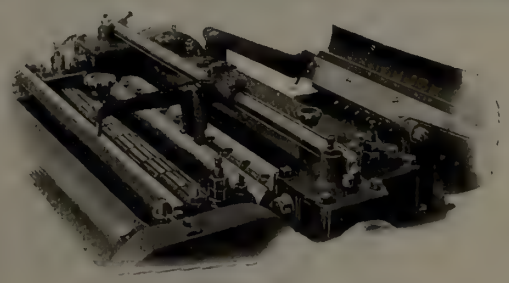
Sturdy construction is followed throughout the machine and permits of more dependable work at double the speed of the old thick knived surfacers. The production is not only double, therefore that of the maximum on the old machines, but by removing causes for the old accustomed stops that caused the knives to "dig" into the wood and prevented a smooth finish, the actual running time is made longer.

Now is the time when the saving which this machine effects will be most welcome, so now is the right time to write for particulars.

## These Set-Grind-Joint Devices Made Better Cabinet Surfacing



**Showing Grinder in position.**



**Showing Jointer in position.**

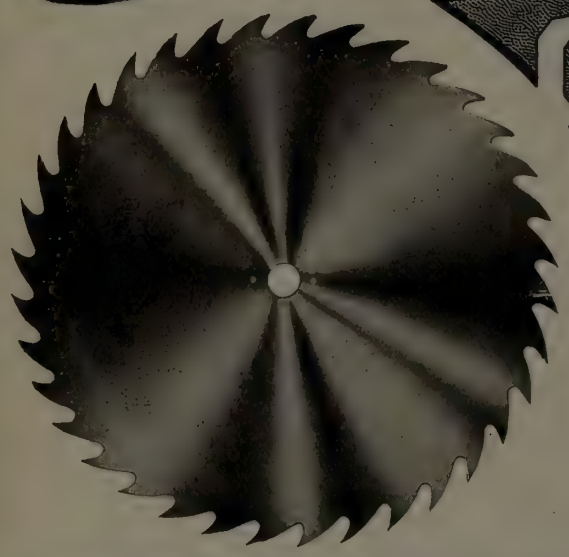
A true cutting circle is obtained while the head is running full speed, so that each knife takes off a fine thin shaving. Such a cut enables using stock that otherwise would have to be thrown out or used for low grade products. A few minutes grinding daily without the necessity of breaking your setting, keeps knives in proper condition to turn out high-grade work all the time.

**Berlin Machine Works, Ltd., Hamilton, Ont.**

**U. S. Plant with Office - - Beloit, Wisconsin**

# Simonds

## CIRCULAR SAWS



Go back far enough in the manufacture of any article and you will find some of the fundamental "reasons why." In the case of saws you will find Simonds special crucible steel made in Simonds' own steel mill is responsible for that edge-holding, even temper taking quality which makes this saw so popular and economical throughout the United States and Canada.

Write us about any size Circular or Band Saw, Planer Knife or File.

**SIMONDS CANADA SAW CO., LTD.,** St. Remi St. & Acorn Ave., **Montreal, Que.**

Vancouver, B. C. In the United States—Simonds Mfg. Co. St. John, N.B.

# *Note This!*

In the United States lumber dealers, practically without exception, are all handling Building Papers, Roofings, Wall Board and similar material.

By the very nature of the lumber dealers' business they are the logical people to distribute such materials—and there is of course a good profit in these side lines.

If these items are not included in your line now, will you write us for information and prices on the

# NEPONSET

**ROOFINGS BUILDING PAPERS WALLBOARDS**

Certainly 1915 is the time to take on these profitable side lines.

## *BIRD & SON*

***Established 1795***

***Hamilton*** ***Ontario***

***WAREHOUSES IN PRINCIPAL CITIES***

# Canada Lumberman & Wood Worker

Issued on the 1st and 15th of every month by

**HUGH C. MACLEAN, LIMITED, Publishers**

HUGH C. MacLEAN, Winnipeg, President.
THOS. S. YOUNG, Toronto, General Manager.

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"The Canada Lumberman and Woodworker" is published in the interest of, and reaches regularly, persons engaged in the lumber, woodworking and allied industries in every part of Canada. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

Authorized by the Postmaster General for Canada, for transmission as second class matter.

Entered as second class matter July 18th, 1914, at the Postoffice at Buffalo, N.Y., under the Act of Congress of March 3, 1879.

Vol. 35 Toronto, May 15, 1915 No. 10


# The Export of B. C. Cedar Logs

There has been some talk in British Columbia lately about the effect of the permission to export unmanufactured cedar logs. The chief point of discussion has been as to whether it is time to replace the embargo upon the export, the idea being that the extensive movement of cedar logs across the border, which has been in progress since the embargo was removed, has resulted in so great a reduction in the quantity of logs available for British Columbia mills as to have an injurious effect upon the industry in British Columbia and to place the manufacturers of British Columbia at a disadvantage as compared with those of the Pacific Coast States. There has not been much expression of opinion as to this point, but a few British Columbia manufacturers have been insistent in regard to it and the matter is one that the Government must watch closely, as, although the export of logs is a distinct benefit at times when a surplus exists, it may work out greatly to the disadvantage of the Canadian industry if it is permitted to continue indefinitely and without consideration of the condition of the British Columbia mills. Briefly, the danger is that United States manufacturers, watching for a surplus of logs in British Columbia, will be able to purchase their logs at bargain prices and when they have reduced supplies upon which British Columbia manufacturers are dependent, they will have on hand raw material for the production of lumber at low prices, which can be shipped into Canada or compete with Canadian lumber in United States markets, while, at the same time, the removal of the surplus of logs will force Canadian manufacturers to purchase their logs at high prices, and will handicap them in competing for the trade in lumber. The periodical removal of the embargo may easily work out in this way and result in Canadian mills which buy their logs, having to pay high prices until there is a surplusof logs, and then being deprived of the advantage of low prices because the logs can then be exported.

Hon. W. R. Ross, Minister of Lands for British Columbia, expressed the Government's attitude to this matter, so far as it touches the actual situation existing to-day, when he addressed the Pacific Coast Loggers' Association rectntly during their convention at Vancouver. When the embargo was raised, Hon. Mr. Ross said, there had been 25,000,000 feet of logs in the water. Since then 77,000,000 feet had been scaled. During the same time 30,000,000 feet had been exported and 35,000,000 feet had been sawn. There was still a substantial margin left to meet the requirements for manufactured materials within the province. During February, March and April of the present year the exports of logs had been as follows:—February, 2,500,000 feet; March, 3,000,000 feet; April, 4,000,000 feet. The amount scaled during the same periods had been respectively 5,000,000 feet, 7,000,000 feet, and 7,500,000 feet. There was therefore an increasing amount on hand to meet local requirements. "It is not the intention of the Government" said Hon. Mr. Ross, "to replace the embargo until there is a more apparent need for it."

Some further remarks made by Hon. Mr. Ross in regard to other aspects of the trade situation in connection with British Columbia lumber were of interest. After referring to the Government's timber policy, he said that British Columbia had been depending too largely upon the home market. It was now necessary to get into the world markets. The United States manufacturers had succeeded in doing this. Once the industry in British Columbia was again on its feet it should have a very substantial export trade. A great deal of the success of American exporters had been due to their methods of advertising. He also referred strongly to the necessity for better shipping facilities, so as to enable British Columbia exporters to send their lumber to foreign markets on equal terms with the manufacturers of the United States.

# Toronto Trade to Have Credit Bureau

The proposal of the lumbermen of Toronto to form a credit bureau for the exchange of information regarding the standing of customers, and possibly for the handling of collections, is one of the most important matters which the Toronto trade has ever had under discussion. The indications now are that, after having given the matter lengthy discussion and having interviewed practically all the retailers and most of the wholesalers in the city some such step will be taken at an early date. At the meeting of the Lumbermen's Section of the Toronto Board of Trade held on May 7th a good discussion on the subject took place which showed that the trade is ready for such a step and will give it hearty co-operation. Co-operation is the only thing that will make such a plan work out. The whole problem is one of co-operation and can unquestionably be worked out satisfactorily if the members of the trade will simply agree to give the bureau full information and to use it whenever they require to know about the standing of a customer.

There has been a great deal of discussion at these meetings as to the situation of the wholesaler in connection with such a bureau. Some of the wholesalers in Toronto have expressed the opinion that they will not be in a position to secure any valuable information from a bureau of this nature; that it must necessarily be of value to the retailer only. They are not interested, they say, in the retailers' customers, but simply in the retailers themselves. It may be, to some extent, that this is true, but it cannot fail to work out that the formation of a credit bureau supported by retailers and wholesalers alike will result in extensive benefits to the wholesalers as well as to the retailers.

The restail trade of Toronto has many troubles to contend with, but the most serious is that which arises from the unscrupulous customer—a speculative builder in many cases who gets as much credit as he can from a number of retailers and, when times are bad, fails and leaves the whole of them in the lurch. There is a great deal too much of this and the most important advantage to be secured by establishing a credit bureau will be to make it possible to eliminate this class of man. When he has been eliminated and the irresponsible retailer also has been eliminated, who sells without question to this

class of customer, the other retailers, those who are in business to make an honest living out of it, will be in a far better position financially and in every other way than they have ever been in before. There will then be in Toronto a retail lumber trade to which it will be a pleasure to belong, and if the wholesalers of the city cannot see that they will be benefited by bringing about such a situation, they must be hard to persuade. The wholesalers of Toronto would be the envy of every wholesaler in the lumber business in all parts of Canada if they had such a healthy line of retailers to deal with.

The successful organization of a credit bureau of this nature cannot fail to benefit all those connected with the trade who desire to do an honest business. With the irresponsible retailer eliminated those who are left will be able to make a fair profit. They will be just that much better able to meet their own obligations. They will be that much more attractive to the wholesalers as customers. The wholesalers themselves will find their troubles reduced because their retail customers will be so much better able to meet their obligations and, making a better profit out of their trade will be able to buy much more steadily and satisfactorily from the wholesalers. We hope that the bureau will be established soon, and we feel assured that it will become an important influence for good to the whole Toronto trade, and not only that, but a benefit to many in the trade outside of Toronto.

# Coming Out of the Wilderness

Nothing has been more emphatically emphasized at the annual meetings of the various lumbermen's associations this year than the fact that the lumber business is suffering greatly because those who are engaged in it have not been following the examples set by many other lines of industry in the way of telling the consumer why and when he should use their products. It has taken a number of years to convince lumbermen that it is either feasible or possible to do anything in the way of educating the consumer. There have been a few pioneers in the movement who have put their faith into deeds and have proved clearly that lumber is no exception to the general merchandising rule that if you want to sell your product, you must not only make it as good as possible, but must go out and tell the consuming public how good it is and why they should use it. There was a man of a philosophical turn of mind who once made quite a reputation for himself by writing a little treatise upon efficiency, in the course of which he said something to the effect that if a man could make something which the public wanted and could make it a little better than anyone else, the world would make a beaten path to his door, even though he lived in a wilderness. This is a pretty sort of a statement, but it does not work out in practice. If you have made something which the world wants and have made it a little better than anyone else, you are still a long way from getting the world to use it. You must get upon the house tops and shout about it so long and so loud as to make the public curious. Unless you do they will not buy. They will not make any beaten path to your door, even though it be located at the most expensive business corner in your town, but they will go to the merchant in a back street for a substitute material, if he has been wise enough to understand that the general public not only wants goods to fill its requirements, but at the same time wants to be persuaded by argument and oft-repeated announcement, that it is getting the best value for its money. The facts of the case as regards the actual merits of the goods have much to do with securing and holding the trade, but no matter how good your wares may be they will not bring you sufficient trade to keep the bailiff away ,unless you let the consumer know about them and unless you do something in the way of educating the consumer to a proper appreciation of their merits, for fulfilling his particular requirements.

The lumber industry and trade for many years was living in a wilderness and fondly counting upon the public to continue for ever its natural inclination to buy lumber, but while they continued peacefully thus, their competitors bestirred themselves and insistently and ingeniously made a beaten path to the home of the consumer by way of advertising publicity and secured such a hold upon the consumer's trade that when the lumbermen awoke to the true state of affairs the damage which had already been done to their business prospects was great, and they found themselevs far behind in the race for business.

Recently, many associations of lumbermen in the United States have been giving this situation their earnest thought and have got so well to the bottom of the situation that they have already commenced to work along the same lines as their competitors. The latest movement now in existence among the lumbermen of the United States is that which has in view the education of the consumer to a better understanding of the merits of wood. It has taken only a comparatively short time, devoted to investigation, to show the lumbermen a number of important facts. They have found out that lumber consumption has fallen off in greater proportion than building construction, during the recent trade depression and that well financed organizations are working for the elimination of wood. Lumber to-day is getting only 10 per cent. of the advertising devoted to construction material. Unscientific and some times unfair building codes are unduly restricting the use of wood which is being made the target of anti-fire agitation although 85 per cent of the fire loss in the United States is due to other causes. The result of all this is that, whereas the public formerly "bought" lumber, now it must be "sold" against keen competition, and the dealer is commencing to feel that he alone should not bear the burden of selling the manufacturer's goods. In consequence of this and other features of the trade, the public is being educated away from the use of wood to such an extent that prompt steps are essential to save a large part of the present market for lumber. The only way to maintain the demand for lumber in fact, is by the co-operation of all branches of the industry and trade, in a movement to educate the consumer and promote the use of wood wherever it is the best available material or where it can be made equal to other materials for the service required.

# Remedies For the Substitute Evil

An interesting series of articles has been appearing in American Forestry, written by Mr. E. B. Hazen. In the latest issue Mr. Hazen deals forcibly with the encroachment of substitutes for wood, upon the market. Seeking to give an explanation and a solution of this problem Mr. Hazen says:—

There are so many lumber manufacturers operating under difficult conditions that it would be impossible to secure a unanimous opinion as to the steps necessary to remedy existing conditions. There is no general agreement as to what is wrong, nor thorough understanding of the economics of the situation. The lumber papers of the country have for two years given much space to an analyzation of the causes for depression in the business. To-day there is much better understanding of the problem among manufacturers, but the basis of constructive effort must be a thorough study of the question and self help by lumbermen themselves.

Only a few of the remedies which should be applied will be mentioned here. Good business can only be realized through:

1. Publicity.
2. Salesmanship.
3. Research work.
4. Initiative.
5. Better producing organizations.
6. Co-operation.

Publicity must remind the public of neglected uses for lumber. It must visualize the warmth and beauty of lumber, appealing to an inherent preference for wood in exterior design, panel effects, furni-

ture, etc.; it must show its permanent utility, its workableness, its adaptability to individual tastes, its susceptibility to remodelling and improvement to suit changing conveniences and customs; it must demonstrate the safety, superiority and lower cost of fire-proof, "mill constructed" factories, warehouses and public buildings, equipped with automatic sprinklers, and the application of the same principles in modified design to the house; it must point out the efficacy and reasonable cost of means to prevent decay in wood; and, most important of all, it must correct the fallacy that lumber is becoming scarce or timber supply exhausted.

By giving publicity to the distribution of the cost of the product, manufacturers will correct the erroneous impression that lumbermen are privileged exploiters of the nation's resources and that they receive disproportionate gains. The public must learn that lumber is the product of an industry which employs more workers than any other and ranks third in the United States in the point of capital invested. It produces two and three-quarter billion dollars' worth of merchandise annually, about 80 per cent. of which is represented by labor. The public is interested because of its ownership of national forests and because in certain sections timber pays a major portion of the taxes and public improvements. These reasons, together with a realization of the public's constant need for a timber supply, will lead to more equitable taxation, better support of fire protection laws, the establishment of a permanent national forest policy and the enactment of constructive legislation.

Hand in hand with publicity must go stimulation and satisfaction of demand by efficient salesmanship. Modern business has shown that salesmanship is more than order-taking. It involves a thorough knowledge of the product to be sold and methods of manufacturing; a study of markets; possibilities of development; the production of material to fit those possibilities; and the easy acquisition of that product by the consumer at the lowest price consistent with sustained, reasonable profits. The manufacturer should definitely classify and perhaps even brand building materials for the benefit and protection of the user, grade to fit common and technical uses, and cut to fit ultimate uses according to plans. Salesmen will assist consumers with information, plans and instructions; co-operate through distributing agencies with helpful personal service, and make good all material that fails owing to mechanical imperfections, carrying honesty of purpose to the user.

Referring to what may be done in the way of selling effort Mr. Hazen points out that if every farm upon which animal food is wasted would erect a silo, the lumberman soon would require one-half of the cut of the United States for one year, and if wooden blocks were used on streets and country roads as they should be, the increased consumption of lumber would be almost beyond comprehension. In this cannection Mr. Hazen says:—

Up to the present time lumber makers have made little effort to deliver lumber in shapes, sizes and lengths ready for the ultimate user. Much lumber is cut before being put to final use, so the time shall come when cutting will be accomplished at the mill where the waste can be utilized, freight saved and deliery made in the sizes desired with economy to all concerned. Knocked-down houses, barns, garages, chicken houses, and even baby cradles are cut-up possibilities. Shelves, ironing boards, knocked-down boxes, and packages of short boards of assorted sizes for the boy carpenter will be stocked by merchants equipped to deliver such packages with other goods. Improved roads and auto truck service will revolutionize delivery from lumber yards.

The modern methods which must be practiced by manufacturers' salesmen will make demands upon distributing agencies. They will call for development along the progressive lines that some lumber retailers and many distributors of other merchandise are following. More retailers will carry ample stock, comb the field for business, and advise buyers intelligently and honestly in selecting material. They will depend upon intensified effort, large volume and reasonable profit, rather than upon mediocre effort, limited volume, high prices and speculation. There should be fewer yards, larger and better equipped, with competent selling forces. Railroads will co-operate with distributors by giving in-transit rates, under which lumber may be reshipped from central distributing points at low cost.

Speaking of the necessity for co-operation among the lumbermen Mr. Hazen continues as follows:—

The sum and substance of all these requirements is that lumber manufacturers must effect one combination in restraint of waste and another in promotion of legitimate trade. To accomplish them is not a task for one manufacturer nor for the 46,000 separately owned and operated saw mills in the United States to-day. No successful business can point to a history of achievement through the wasteful competition of so many grossly inefficient producing units.

Consider the number of such units in the lumber business to-day. Thirty-three thousand mills make less than 20 cars of lumber each per year; the annual production of each is an equivalent of less than fifty Douglas fir trees. Twelve thousand other mills make less than 200 cars each per annum; 500 Douglas fir trees would supply any of them a year. When we realize that one-half of the national supply of lumber comes from mills of these capacities with necesarily poor and limited equipment, we can better understand why unsatisfactory lumber reaches our markets, and why lumber is furnished to dissatisfied buyers.

These small units cannot accomplish the results demanded of the industry. If the greater part of our nation's needs were supplied by large, efficient units, consisting of eight to twelve plants, under highly skilled management, the problem of distribution and close utilization would be worked out in a manner helpful to all. This would not mean control of the industry by monopoly. It would simply make possible the efficiency required in handling the product at the lowest cost to consumers.

The trend is already toward larger individual mills, because it has been found that they can produce more economically; but a single mill cannot market its output scientifically. Large-scale production and twentieth-century distribution must be accomplished.

The advantages of large units to producers and consumers will be apparent, but there are vital requirements that even these units cannot meet. Some are questions for the industry as a whole to solve through associated effort, and some must be dealt with by government. Associations will deal with matters of general publicity, traffic, insurance, workmen's welfare, building code revision, conservation, irrigation, and some of those matters of research and education which are of general interest to the industry and the public.

## A Business-Aid Service for Lumbermen

The latest business-aid service instituted by the United States Government is a wood-waste exchange, enabling lumbermen and manufacturers in the various wood-using industries to utilize each other's waste to mutual advantage, aiming to effect a large saving in forest material as well as in money. The wood-waste exchange is being conducted by the forest service of the department of agriculture. More than forty manufacturers of wooden articles already have asked to be listed as having certain kinds of waste wood for sale, or as desiring to obtain their raw material in the rough or in semi-finished form from mill or factory waste. Twice a month the exchange sends out a circular headed, "Opportunities to Buy Waste," containing the names and addresses of factories having waste wood for sale, with exact information as to species, sizes, forms and quantities. Similarly, another circular headed, "Opportunities to Sell Waste," gives the specific requirements of wood-using plants which desire to buy waste material.

One of the first waste problems solved has been that of a furniture maker in Michigan who wrote to the forest service asking how to dispose of sugar maple blocks and sticks which were cut off in the process of furniture making and which he had to sell merely as fuel. Samples were obtained from him and the forest service then located a scrubbing-brush manufacturer who used small maple blocks for brush backs. The result was that the furniture maker was enabled to sell his waste at a much higher price than it had brought as firewood, while the brush maker was enabled to by brush-back material in suitable sizes at a much lower figure than it had been costing him to buy maple lumber and cut it up.

# Low Water Delaying Northern Drives

## Operators Report Difficulty in Getting Out Their Logs—Heavier Rainfall Much Needed—Very Few Drives Actually Hung Up

During the first week in May the driving conditions in most of the important logging districts of Northern Ontario and the Ottawa Valley have been unfavorable, though not seriously so. Many reports which we have received tell of low water, though in the majority of cases the operators are succeeding in getting out their timber with a little more effort and at a somewhat slower rate than would have been the case if there had been more plentiful rain, or if the winter's snowfall had been heavier. The following letters tell of the situation in many important districts:—

Editor Canada Lumberman: Ottawa, Ont., May 5th.

The lumbermen of this section are going to have an exceedingly hard time to get their drives out owing to there being so little water in the lakes and rivers, which is due to the small snow fall we had last winter and the small rain fall this spring. We have been fortunate however in getting all our drives out and have at the present time about 60,000 logs at our sawmill. We only had a drive of about thirty miles in the Coulonge River. We understand from our bush foreman that on the east bank of the Coulonge River there is a jamb of logs about a mile long which includes logs from several Ottawa and Hull firms. In the Ottawa and Gatineau Rivers I understand the same conditions prevail and if the different companies do not get their drives out there will likely be a shortage of lumber this fall.—Estate James Davidson.

Editor Canada Lumberman: Keewatin, Ont., May 3rd.

Logging operations in this district were very light during the past winter, and, although there were two or three small operators working, the larger companies—being the Rat Portage Lumber Company, and ourselves—had only one large camp each. Their logs were landed on the ice of the Lake of the Woods and will not have to be driven. Our output will be brought through a chain of small lakes and creeks for a conisderable distance before coming into the lake, and will not be delivered at the mill before July. We anticipate no more than the usual difficulty in getting this cut out, as there is plenty of water.—Keewatin Lumber Company, Limited.

Editor Canada Lumberman: Ottawa, Ont., May 5th.

I have just commenced my driving operations, the ice only having left the inland lakes last week, and so far the progress of the drives has been satisfactory; but as the present supply of water available is very much below normal, unless we have an abundance of rain from this out, I fear very much that some of our drives will be prevented from coming out to the main stream. If this should be so, the logs and pulpwood would not be available for manufacture during this season. However, I am in hopes that the present rains may continue, thereby helping out the situation.—J. R. Booth.

Editor Canada Lumberman: Snow Road, Ont., May 1st.

Water in our stream (the Mississippi) is the lowest we have ever seen it in the spring. In fact, the oldest settlers say they never saw it so low. Our drives are now out of the creeks, and we hope, with the rainfall we are now getting, to bring them to our mills. Our log cut is only about two-thirds the usual amount. We understand our nearest neighbors, on other streams, will not be able to bring their logs out at all this season, and that, in consequence, two mills in this vicinity, that have always run heretofore, will not run at all this season.—Chandler-Jones Lumber Company.

Editor Canada Lumberman: Clyde Forks, Ont., April 30th.

There is no driving of any account right in this vicinity. We understand that further down the Clyde some of the drivers are having difficulty with low water but will be able to get the logs down, as they have not many and the distance is not great.—The Clyde Forks Lumber Company.

Editor Canada Lumberman: Marmora, Ont., May 3rd.

The lumber operations in this section have been very limited and there are no fresh drives. The only driving is tailing up some work which was stranded last year in low water. The water is very low yet and will make it difficult to get them out this year. We have taken out about one-half our usual cut, but as we are in the hardwood business we deliver the logs to our mill on sleighs in winter and land them on a dry dump. Our usual cut is from 1,000,000 to 1,500,000. This year it is only 700,000.—Lynch & Ryan Lumber Company.

Editor Canada Lumberman: Sudbury, Ont., May 7th.

We expect to get through with our drives by the 10th inst., but the writer has not had as low water on the Vermillion River in the last 10 years driving. The creeks are very low, in fact, they are lower now than they usually are in the middle of June, and there is a good deal of complaining among the lumbermen in this district, that unless there is a very heavy rain fall in the near future there will be a good many logs stuck in creeks.—Haight & Dickson Lumber Company, Limited.

Editor Canada Lumberman:— Ottawa, May 11th.

This has been a season of low water, making the drives in this section very difficult. We would judge that there will be at least some sticking of logs but we think the greater share of them will come out to the main streams because recently there has been more or less heavy rain to help the conditions, and if there should be a continuance of fairly showery weather, we think the drives will be generally successful, but no doubt expensive.—W. C. Edwards & Company, Limited.

Editor Canada Lumberman: Toronto, Ont., May 1st.

The future of the drives depends entirely upon the matter of rain, and is, therefore, uncertain. Unless we get some heavy rains, some drives are bound to be hung up. It has been an unusually dry spring and, on the law of averages, we expect, before the season closes, we should have plenty of water. We are concerned about the situation, but do not consider it has reached the stage yet where it is desperate.—Graves, Bigwood & Company.

Editor Canada Lumberman: Midland, Ont., May 1st.

Our logs are coming out from Blind River this season, and although we have two creeks to drive they are short and we do not anticipate any difficulty in getting our logs into the main river. Generally speaking, however, we do understand that the water is very much lower than it has been for years and unless we get considerable rain some of those having small streams to drive will doubtless have trouble in getting their logs out.—Chew Bros.

Editor Canada Lumberman: Ottawa, Ont., May 3rd.

So far as we know, the drives have not started yet, and so far as our own logs are concerned, they are all dumped on the big lake, and it is only a matter of towing, but we understand that parties who have creeks to drive are not anticipating any trouble, as the swamps are full of water, and they figure on having enough water to drive the small streams.—Shepard & Morse Lumber Company.

Editor Canada Lumberman: Toronto, Ont., May 3rd.

Our logs are on the Seguin and Muskoka waters and we have plenty of water to get out with, although we have been bothered in getting out of one creek a little on account of water being scarce. No doubt the northern drive, especially where they have to get out of creeks, will suffer terribly on account of lack of water, and we are afraid some of the drives will be hung up, as the snow went away so early in the winter.—Fesserton Timber Company, Limited.

Editor Canada Lumberman: Chapleau, Ont., May 5th.

So far as we are personally concerned we do not anticipate any difficulty with our drives as we have very large lakes for reserve, but the general conditions could not be much worse for driving operations in the whole north country, and it would seem to us that unless very heavy rains come in a short time, there are going to be a number of drives tied up.—Austin & Nicholson.

Editor Canada Lumberman: Pembroke, Ont., May 3rd.

We find water on the Upper Petawawa very low, in fact so low at one or two points that it is impossible for us to move our logs at present. Of course, should we get rains in sufficient quantity to raise the water a few feet, we will get everything out, otherwise we will have to leave part of our cut.—Petawawa Lumber Company, Limited.

Editor Canada Lumberman: Marmora, Ont., May 1st.

So far as we are aware there are very few firms who got out any logs in this section of the country during the past winter, and conse-

quently there will be no drives to speak of. The water has been very low this spring and there has been nothing like the usual freshets. Unless we get heavy and frequent rains during the next couple of months it is likely that the rivers will be very low ineded.—The Pearce Company, Limited.

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Editor Canada Lumberman: Biscotasing, Ont., May 6th.

We find this one of the dryest seasons we have had in our experience, and unless we have considerable rain during this month, driving will be interfered with in a great extent. We have only a short drive here ourselves this year and expect, with the assistance of some rain, that we will have no difficulty in getting it out.—P. & J. Shannon.

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Editor Canada Lumberman: Pembroke, Ont., May 3rd.

It is almost impossible to say at present what success we will have with the driving of our logs this spring. We have just commenced on this work and, unless we get heavy rains to raise the water, we fear there will be great dfficulty taking out drives at one or two of our branches.—The Colonial Lumber Company, Limited.

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Editor Canada Lumberman: Midland, Ont., April 30th.

The water, generally speaking, is very low this spring, much lower than it has been for many years. The logs that I am driving, I fully expect will have plenty of water, and up to the present time, have not heard of any that will not get out, but I fear that some, who are working on small streams with not much behind them, will be in danger.—Manley Chew.

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Editor Canada Lumberman: Port Arthur, Ont., May 4th.

Present indications are not favorable for driving, as the water in all the rivers and lakes is lower than it has been for several years, and unless we get heavy rains we expect lumbermen in general to experience some difficulty in getting out their drives.—The Pigeon River Lumber Company.

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Editor Canada Lumberman: Gravenhurst, Ont., May 3rd.

The only drives we have this year are on the South Branch of the Muskoka River and on the Black River. In both these places we have plenty of water in reserve and both drives are coming fast and likely to be in, one month earlier than usual.—Mickle, Dyment & Son.

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Editor Canada Lumberman: Sarnia, Ont., April 30th.

We are not in touch this year with log driving as our entire output this year comes into Sarnia by rail. The other logs, which we have coming in, are already out to the mouths of the rivers.—Cleveland Sarnia Saw Mills Company.

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Editor Canada Lumberman: Bracebridge, Ont., May 1st.

The drives in this district are all under way now and as there is lots of water the logs should reach the mills within the next two or three weeks.—J. D. Shier Lumber Company, Limited.

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Editor Canada Lumberman: Whitney, Ont., May 4th.

There are no important drives in this vicinity. Water is unusually low, but no drives near here will be hung up on that account.—Dennis Canadian Company.

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Editor Canada Lumberman: Huntsville, Ont., May 1st.

There are very few drives around here this season, and we understand that they are coming out, but progress is very slow.—Huntsville Lumber Company, Limited.

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Editor Canada Lumberman: Magnetawan, Ont., May 5th.

The drives here are all safe. I had over 3,000 pieces last year stuck, but have all out now. The drives were considerably lighter than last year.—Wm. McLachlan.

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Editor Canada Lumberman: Bracebridge, Ont., May 1st.

So far as I know, the drives in this locality will come out alright. There are not any large drives and the water seems to be plentiful.—Geo. Tennant.

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Editor Canada Lumberman: Campbell's Bay, Que., May 5th.

We think it will be very difficult for lumbermen in this vicinity to get their logs out, as we have never known the water to be so low before.—Smith Bros.

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Editor Canada Lumberman: Owen Sound, Ont., April 30th.

Our drives are short and new logs are now coming out, though water is lower than usual at this season.—John Harrison & Sons Company, Limited.

Editor Canada Lumberman:— Montreal, May 11th.

Our drives are coming out very well. The water in our stream has been very good and the drives up to the present time have made very good progress. We will get all our logs out and expect to complete our drives down to the main boom two weeks earlier than usual.—The Riordon Pulp & Paper Company, Limited.

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Editor Canada Lumberman: Pembroke, Ont., May 3rd.

At the present all our drives are coming along fairly well, and we do not expect to stick any logs this season.—The Pembroke Lumber Company.

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Editor Canada Lumberman: Burks Falls, Ont., May 5th.

Our own drives are all exceedingly short, and we expect we shall get all out early and in good shape.—Knight Brothers Company, Limited.

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Mr. J. A. Detweiler, of the Quincy Adams Lumber Company, Limited, Toronto, in an interview stated to the Canada Lumberman that his company's drive this year has come out safely.

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The Collins Inlet Lumber Company, Toronto, have not been troubled with any shortage of water in their drives this year.

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While the water supply is considerably below normal for this season of the year, yet, so far as I can hear the drives are still moving. There may be a few of the smaller creeks that are doubtful at the present time, but if we should get the precipitation that is due us after the remarkably dry season, and get it within the next ten days, everything may come. I have not heard that anyone had as yet finally abandoned any drive. Ten days or two weeks from now we will know more about it.—North Shore.

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## Driving Reports from Eastern Canada

A heavy rain fall took place in New Brunswick during the first week of May, which resulted in many of the streams in the central portion of the province overflowing their banks and causing considerable damage to highways, railway tracks, etc. A further result was that large quantities of logs were brought out of the woods with an unexpected rush. The St. John River at Fredericton on May 3rd was nearly 13 feet above the summer level and fully 18 inches higher than at any former time during the present spring. In the northern parts of the province there was at the same time a fall of snow, so that the run off of water into the rivers was not so rapid, which probably prevented serious damage in the south of the province.

Frasers' Limited, drive on the Rusiagornish River had too much water, the stream having swollen to such an extent that the logs were carried over the intervals. Some of the Fraser's drives on the Temiscouata were already out by May 2nd, the earliest date on record. Reports from Tobique were that the two drives on the branches of the Sisson stream were out at the same time.

The River Valley Lumber Company's drives for their mill at Oromocto were out by May 5th.

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A well-known Ontario lumberman who has recently spent much of his time in the manufacturing districts of the Maritime Provinces, Quebec and Ontario, reports that generally speaking there was, up to the first week in May, a shortage of water for driving purposes throughout Ontario and the East. In Cape Breton, he says, many of the firms have had their logs left in the woods because of the small quantity of snow that fell last winter and because of the early spring. In Northern Ontario, he reports, there was comparatively little snow and it melted early. Unless we have a generally good fall of rain this spring some firms, he believes, will have a shortage of logs.

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The River Valley Lumber Company's drive at Little River, N.B., amounting to about 2,000,000 feet has been safely rafted and at latest accounts was well on its way to the company's mill at Oromocto. The company's drive on the north branch of the Oromocto was also making good progress at latest accounts. This drive contains about 2,500,000 feet. It is not expected that the drive on the Rockwell will be brought out this spring as the water dropped very rapidly at an early date.

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The W. J. Noble drive of about 8,000,000 feet for Stetson, Cutler & Company, St. John, N.B., was reported early in May to have passed Seven Islands and to be making excellent progress. It was expected to be one of the first drives from the Upper St. John River to reach the corporation limits.

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At the beginning of the second week of May, reports from many points in New Brunswick indicated that the driving conditions were improving. Heavy rainfalls occurred in nearly all parts of the province, making the driving conditions much more satisfactory.

# Electricity in the Lumber Industry

## An Account of the Rapid Development of Electric Drive for Logging and Manufacturing Operations—Typical Installations Described

By E. F. Whitney*

The material for a planing mill has usually been subjected to a drying process—either natural or artificial. All of the machines are designed for constant-speed drive, the variations in rate of speed being accomplished by changing the sizes of the feed roll driving pulleys.

Power demands of planing machines have increased somewhat in the last few years, due to the development of fast-feed planers. This increase, however, has not been accompanied by a corresponding increase in motor sizes, as the present tendency is to utilize more fully the rated capacity under usual conditions, operating the motor at overloads when handling the heavier stock. It is universal practice to connect constant-speed, squirrel cage motors directly to the machine driving shaft, using a flexible coupling. Profile attachments are more conveniently operated by an individual motor driving the two profile cutting heads.

The starting duty of planers is rather severe, due to the large masses to be accelerated to high speeds. To this is traceable the common fault of "over-motoring" which was so much in evidence with the older, medium-feed machines. The advent of welded end-ring rotor construction has removed this obstacle.

The running load is fluctuating according to the small irregularities in the dimensions of rough stock. Friction load is approximately 55 to 60 per cent. of the working load. The working load factor of a planer seldom exceeds 60 per cent. of its maximum capacity, since some time is lost in locating rough stock for the operator, and in changing from one size stock to a different size. Standard profile attachments run at constant speed and require 15 h.p. The starting duty is light and the running load fairly steady.

### Combination Matcher and Re-Saw

On orders which will permit one side rough, the re-saw simply splits the stock after it has been properly surfaced. The power requirements of the matcher end do not vary from standard machines. The re-saw (diameter of wheel 54 ins. or 1.37 m.—saw blade 7 ins. or 18 cm.) requires 35 h.p. to drive it. The motor is mounted on top of the re-saw frame and its weight is supported by a counterweight from a sheave attached to the ceiling. The best method of drive for a re-saw so mounted is by a silent chain. The matcher end requiers a 50 h.p. motor.

In isolated instances, fast-feed matchers have been fitted with individual motors for driving the various elements of the machine, i.e.—one motor driving the feed rolls and one for each cylinder or knife drum, etc. A modern fast-feed planer, size 6-in. by 15-in., feeding 200 to 250 ft. per minute, requires motors as follows: top cylinder geared with cloth pinions to a 35 h.p. motor, bottom cylinder to a 20 h.p. motor, side heads to 15 h.p. motors, feed rolls to 15 h.p. motor.

Such refinements have shown an actual saving in energy over the one-motor method, since all belt friction and slippage is eliminated. The high speeds required for the various parts of the machine, some of which do not fit standard speeds of a 60-cycle motor, made it necessary to resort to gearing with cloth pinions. Very satisfactory results have been obtained.

After being finished, the product from the planers is trimmed to remove defective portions; it is then sorted and bundled. Old practice required a trimmer table with a swing cut-off saw for each machine, the output being handled by hand after leaving the machine. Their work is very intermittent and the starting load is light. Squirrel cage, constant speed motors are used, the usual size being three h.p. Tests of a 20-in. saw follow:

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| Running light | 1.2 kw. input |
| Cutting one 2 x 4 in. | 3.8 kw. input |
| Cutting two 2 x 4 in. | 4.8 kw. input |
| Cutting three 2 x 4 in. | 7 kw. input |
| Cutting one 2 x 6 in. | 5.1 kw. input |
| Cutting one 2 x 12 in. | 6.2 kw. input |
| Cutting one 1 x 6 in. | 2.7 kw. input |
| Approx. load factor | 30 per cent. |
| Demand factor | 300 per cent. |

The duration of a cut is very short, otherwise the size motor ordinarily employed would have to be materially increased.

The advent of fast-feed planers and matchers necessitates a greater capacity method of handling the output without entailing a too great labor addition. The scheme adopted is to group all planers so that their output falls upon a transfer table. At the end of this table is installed an automatic trimmer similar to but smaller than the saw mill trimmer. In this way one man can trim the entire output. A squirrel cage constant-speed motor furnishes a satisfactory drive, 25 h.p. being the average size motor adopted for this service.

The transfer tables and refuse conveyers in a planing mill are usually operated by back-geared wound-rotor motors with chain drive. The material to be handled is very light, requiring at maximum three to five h.p. motors for such service.

Besides the trimmings, the other refuse from the planing mill consists of dust from the saws and shavings from the planers. The sawdust and shavings are cared for by air suction and blower systems. Usually the trimmings are put through a small capacity hog and then handled by the same blower system, or conveyed to a wood bin for the local wood market.

### Refuse Exhaust System

Ordinary centrifugal fans capable of giving 5 oz. pressure are commonly used. Motors are sometimes direct-connected to the fan impellers, but more often belted, since with the latter arrangement the speed of the fan can be changed from time to time to get the correct pressure required in the system. With direct-connected fans, the impellers are ordinarily pressed directly on the motor shaft extensions, the motor bearings caring for the slight additional weight of the fan impeller. Fig. 21 shows such an arrangement. Constant-speed motors are used for this service. The load is practically constant throughout the operation, and is slightly less when the planers are working than when idle, provided of course that the suction intakes are left open at all times. Double fans are ordinarily used, one side lifting the refuse and the other side blowing through the pipe line to the fuel bin.

It is common practice to install a simple low-pressure gate in the suction to each machine, so that that particular intake may be isolated when the machine is shut down, thus reducing the energy required.

The following is indicative of the average power requirements of

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Fig. 21—Double 60-in. Exhaust Fan Direct-Connected to Motor.

Fig. 22—Interior of Shingle Mill using Electric Drive. The Compact Machines and Absence of Transmission Belting is in Marked Contrast to the Crowded Appearance of Belt-Driven Mills.

fans under usual conditions, length of pipe line, intake openings, etc., being assumed normal:

| | |
|---|---|
| Single 40-in. fans | 20 h.p. |
| Single 50-in. fans | 25 h.p. |
| Single 60-in. fans | 35 h.p. |
| Single 70-in. fans | 50 h.p. |
| Double 40-in. fans | 35 h.p. |
| Double 50-in. fans | 50 h.p. |
| Double 60-in. fans | 75 h.p. |
| Double 70-in. fans | 100 h.p. |

Another system which has proved economical in energy consumption makes use of a low-pressure centrifugal fan for suction only, and uses high pressure for blowing the dust through the pipe line to the fuel bin. With centrifugal fans used for both suction and blowing, all of the material handled is passed through the impeller itself, necessitating large clearances and a consequent loss in efficiency. With the high-pressure system, none of the dust or chips passes through the fan itself, but the discharge from the collector empties into a revolving drum with vertical cylindrical compartments. The cylindrical cartridges thus formed are forced through the pipe line as each compartment revolves under the compressor discharge. Centrifugal compressors and positive pressure blowers find a wide field in the high-pressure system.

### Shingle Mills

Figs. 23 and 24 show the latest tendency in the layout of shingle mills. The logs are handled in the same way as in a saw mill, after which they are cut into bolts, which go to the shingle machines and are finally trimmed, sorted, bundled and dried. Fig. 24 gives the main floor plan of an electrically driven mill, while Fig. 23 shows the elevation of a later mill. The latter was orginally planned for steam drive, but later changed to electric, so that the elevation shows a line shaft in error. In the final plans, this was eliminated and the driving motors connected to the shingle machines, as in Fig. 24. Fig. 22 shows the shingle machine floor of this mill, which is the first, of which we have record, using individual motor drive throughout. Its operation has been very satisfactory. Of all the machines used in these operations, only the shingle machines, shown in Fig 22, differ from those already described for other operations.

The standard upright shingle machine requires two motors for its best operation—a 20 h.p. motor driving the main saw and mechanism and a 3 h.p. motor driving the trimmer saw—both constant-speed, squirrel cage motors direct-connected to the driving shafts. The power requirements of the complete machine—both the shingle saw and the trim saw—are about 18 kw. input, no-load, and 20 to 21 kw. input when cutting.

### General

In general it is estimated, in a mill using steam engines with line shaft drive, that 8 to 10 h.p. per M. feet b.m. capacity per 10-hour day, is required for the sawmill machinery only. This old rule-of-thumb method was close enough for practical purposes, since with maintained steam pressure the engines had large overload capacities, but with very poor speed regulation. This poor speed regulation is noticeable in nearly all steam-driven mills. The friction load is enormous, requiring often 40 per cent. of the rated engine power when running the mill idle.

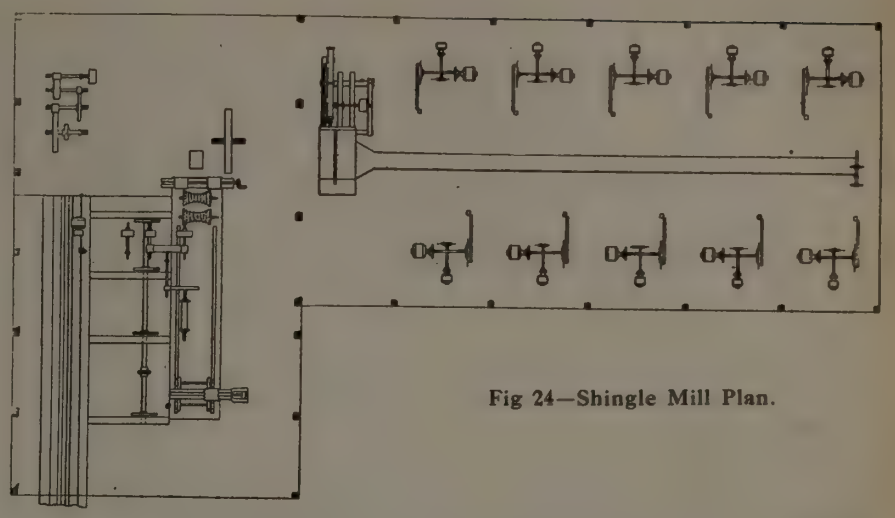

Fig 24—Shingle Mill Plan.

With the advent of electric drive, the motor horse-power installed will approximate 11 to 13 h.p. per M. feet b.m. capacity per day, for both sawmill and planing mill.

The energy required for manufacturing 1,000 ft. b.m., including planing mill operation, has been found to vary from about 29 kw.hr. in the white pine district to 46 kw.hr. in the fir district of the Pacific Coast, which would indicate an actual electrical horse-power of from 3.8 to approximately 6 h.p. per M. feet daily capacity of an electrically operated mill.

The cost of power to the average saw mill operator means very little, due to the large wastes which they must experience in their manufacturing operations. Those mills, located remote from any available market, must dispose of this waste either by generating power for their own use or consuming it in refuse burners.

### Refuse—Uses and Fuel Value

The question of refuse disposition is one of the large items of expense in connection with the average mill. Adding the refuse from the planing mill and other manufacturing departments, the total loss may easily reach 40 per cent. of the original scale of the log. Of course the greater refinements in using the by-product will reduce the proportionate amount of refuse.

Except for fuel, the uses for this have been very narrow. At-

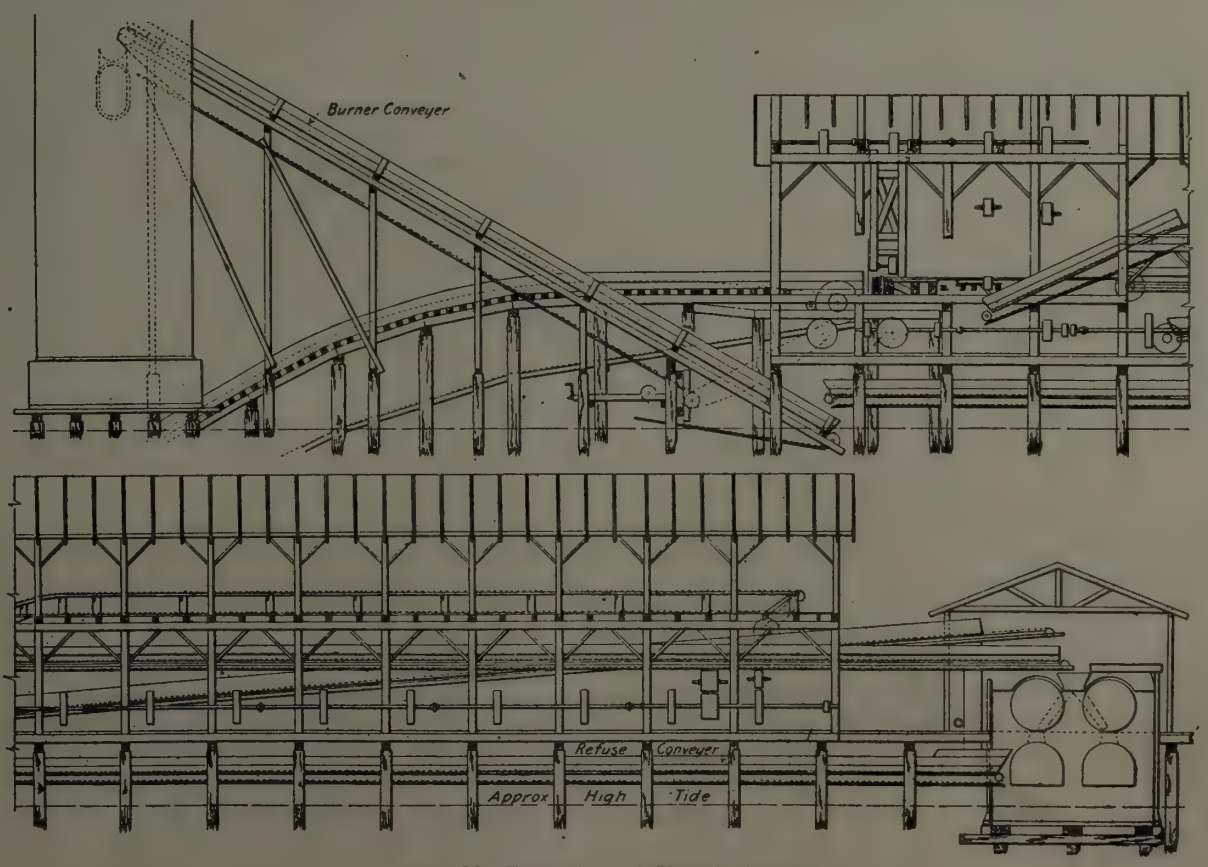


Fig. 23—Elevation of Shingle Mill.

tempts have been made to use sawdust from Pacific Coast mills, which cut mostly fir, spruce and hemlock, for manufacturing wood alcohol and ethyl alcohol. In practice, however, the manufacturing costs run so high that it has proved unprofitable. The latest projected use is in making sawdust briquets to be used for paving purposes, and also for use as fuel. Such a plant has been completed, although its operations have not extended over a sufficient period to determine the ultimate success.

As fuel, the refuse values, wherever there is an available market, are shown by the following data:

| | |
|---|---|
| Wt. one cu. ft. wet sawdust | 21 lbs. |
| Per cent. moisture | 48 to 52 per cent. |
| Heat value per lb. wet sawdust | 3,500 B. t. u. |

Wet sawdust means that in its natural state coming directly from the mill operations, and includes cut fuel from the hog. The dust from planing mill operation is relatively dry, and as fuel, has a value per pound of 8,500 B.t.u. These values are averages of a number of analyses and apply to sawdust from mills cutting mostly fir and spruce. As ordinarily found in the fuel bin, the mixture has some intermediate heating value. Sawdust is usually sold in units of 200 cu. ft., the equivalent of about 0.88 cord of slabwood.

Slabwood is cut to 4-ft. lengths and sold by the cord. It also has a wide use as fuel, though as such it is more expensive than sawdust.

The following table gives the average values of wood fuel as compared with oil and coal, the costs of the various fuels per unit being assumed as in column five. Column two gives evaporation values taken from tests at the same plants, using the fuels named.

| | B. t. u. per lb. dry fuel | Lb. water evaporated from and at 212 deg. per unit. | | Cost per 1000 lb. water from and at 212 deg. | Cost per unit of fuel |
|---|---|---|---|---|---|
| Sawdust | 8,500 | (200 cu ft.) | 10,500 | 9.5 cents | $1.00, 200 cu. ft. |
| Slabwood | | (1 cord) | 12,500 | 24 cents | $3.00, 1 cord |
| Split cord wood | | (1 cord) | 13,500 | 37 cents | $5.00, 1 cord |
| Oil | 18,500 | (1 lb.) | 15 | 21.9 cents | 1.10 per bbl. |
| Coal | 11,000 | (1 lb.) | 7.2 | 41.6 cents | 6.00 per ton |

## Meeting the Consumers' Needs

By W. W. Brown

I think you will all agree with me that the tendency these days is for the manufacturer to take his lumber direct to the consumer whereever it is both economical and practical. This is true not only with the lumber but with many another business, and where it is economical and practical, is bound to produce good results, providing the two parties can get together on a standard basis and deal honestly and intelligently with each other.

In order to accomplish this, each must know something of the other fellow's business. The lumberman must know the needs of the different manufacturers in order that he may cut his lumber to suit the market. The manufacturer should know something about the lumber business to be able to deal intelligently with the proposition, because it is not only a lumber proposition up to the time the manufacturer receives it, but it is a lumber proposition with the manufacturer on through his dry kilns, cutting department, planing department and gluing department up to the time the various parts are ready to be assembled into the manufactured article, and then after it gets to the finishing room, it is more or less a lumber proposition in the way the different kinds of wood take the finish and the difference in the texture of the same kind of wood in taking the finish.

For example: take a car of quartered white oak that is composed of lumber sawed from logs gathered together from different sections of the country—some cut from high land where the trees are more exposed and become hard and tough, and some from the denser timber of the low-lands where it grows larger and is of a softer quality; cut it up into the right dimension—say in a lot of fifty cabinets, and according to our experience the cabinet maker will be able to produce only twenty-five to thirty cabinets out of fifty that are matched up for color and that will finish evenly. The other twenty to twenty-five cabinets, having from twelve to twenty drawer fronts, will look like Joseph's coat of many colors no matter how careful the finisher may be, because of the different texture and hardness of the lumber.

We have found that by buying quartered oak from one tract of timber where there isn't any blue wagon makers' or highland oak mixed in, we reduce the number of cheap cabinets from twenty to twenty-five out of fifty to five or six out of fifty. The same trouble was experienced in mahogany. This trouble is done away with, however, by buying from a company that gets its logs direct out of one district or tract of timber; instead of from companies that have an assortment of logs derived from several districts along the African coast.

The manipulation of grades, except where there is an agreement or understanding between the lumberman and manufacturer, has caused considerable trouble and is a practice which I think ought to be eliminated. Neither side is wholly to blame. The manufacturer on the one hand, who insists on a cheap grade and won't pay the market value for the full product of the grade he wants, is much to blame, for the lumberman in order to sell him lumber must manipulate a grade for that particular price and give the fellow a cheap grade in quality as well as in price. In the end the manufacturer will find that he has been paying a good price for what he is getting, especially if the lumberman is a little unscrupulous and carries his manipulation to such an extent that it more than offsets the difference in price. On the other hand, there are lumbermen who seem to be looking for the fellow who doesn't understand lumber and is an easy prey to manipulation whether or not he pays the full market price for the lumber.

Most of the progressive lumbermen to-day express a desire to sell their lumber on a straight grade basis and demand a fair price, and it seems to me that this is the only way. The manufacturer would be ahead in dealing this way and he can and ought to help in many different ways. First, by learning something about the lumber that he can test the different grades in his factory and determine what is the most economical for his use. Then he knows exactly what he wants and can give this information to the lumberman that he in turn may manufacture his lumber to suit that trade. Some manufacturers think they are giving away cherished secrets to take the lumberman into their confidence and tell him how they cut up the timber and what use is made of it. It strikes me that that is rather a foolish attitude to take, for the more a lumberman knows about how the lumber is cut up and what it is used for, the better can he serve the interests of the manufacturer.

To know which grade or combination of grades in the different kinds and thicknesses of lumber we should buy in our plant at Two Rivers, we conducted a few tests, by testing one grade against another or against a combination of grades. The first was in the 4/4 birch, which is cut into lengths from 11 in. to 4 ft., used in the manufacture of printers' goods. In this stock we tested No. 1 common, No. 2 common, and No. 3 to find out the most economical grade to use. We made several tests of each grade and the result was that the clear product derived from the No. 1 common, figuring it at $26.00 per thousand, cost about $31.00 per thousand, figuring the waste and labor in cutting and handling. The No. 2 common, figuring the lumber at $18.00 per thousand, cost about $24.50, and the No. 3 common at $16.00 per thousand cost $32.00. You can see by these tests that the 4/4 No. 2 birch works up at a saving of $6.50 per thousand over the No. 1 common and $7.50 per thousand over the good No. 3 common. These tests prove that where the No. 2 grade is graded on a clear cutting basis and your cuttings are from one foot to four feet, that it is the most economical grade to use.

The next test was in 5/4 basswood. This stock we cut up into cuts from 4 ft. to 8 ft. lengths for engraving boards and print boards. These must be clear white, both faces, not even a brown or black streak the size of a lead pencil being allowed, and they must be free from all crossing marks. We have been buying 5/4 winter sawed basswood firsts and seconds, but most of it was sawed in the summer, and were getting the No. 1 and better the full product of the grades both brown and white in color, paying a good price for a first and second grade. Some lumberman had tried to make us believe that if basswood were sawn in the winter it was white. The consequence was that only about one-half of the product worked into the article for which it was intended and one-half of the stock had to be used where a good No. 2 and 3 grade was good enough. The loss in working off the half of the 5/4 was about $20.00 per thousand. That is quite an item where you use from 100,000 to 150,000. We now buy a No. 1, common and better grade of white basswood and make a saving of several dollars per thousand, although we have to pay a little more, and buy a No. 2 and No. 3 common grade to take the place of what was culled out of the No. 1 and better mixed colored stock. The same was true with the 6/4 basswood, only we used up the waste from that at a much less loss.

In the 5/4 white maple the test was similar to that of 5/4 basswood, but the loss was not so great, effecting about a $10 loss on about one-half of from 100,000, 125,000 per year.

These are only a few of the many instances already tested out. In fact, we have only begun to get at the bottom of the matter. I have a number of other tests which I am now working on and expect to get equally as good results as in some of the tests mentioned.

The economic use of lumber is a study that every consumer ought to take up, for it not only means a saving in dollars in the cost of his material for the present year, but will help to prolong the timber cut of the country, thereby keeping prices within a reasonable limit for years to come. There is considerable work being done in conserving the timber of the forests and it is right there should be, for if there is any natural resource in this country that has been abused asd wasted, it is timber. But what is the use of conserving the timber if the product of that timber is mis-used and wasted after it is cut into lumber. The manufacturer and consumer cannot afford to go on like this indefinitely, spoiling lumber by mis-manufacturing and caring for it, using

lumber that doesn't suit his purpose, and peddling a large share of it around town for firewood. The manufacturer can no more afford to waste the lumber than the sawmill man can afford to waste his timber without expecting the price of lumber to advance needlessly and the cost of production to go beyond reasonable bounds.

Both the lumberman and manufacturer are to blame for this needless waste—the lumberman for not specializing enough in the manufacture of lumber, oftentimes to poorly manufacture and care of it and in a great many cases to sell his lumber in the wrong market or to a consumer whose needs do not suit. The consumer, on the other hand, is to blame for not buying the right kind or quality that is the most economical and suited to his purpose—sometimes through ignorance, sometimes through carelessness or oversight.

From what experience I have had in lumber, it seems to me that if the lumbermen would specialize more in the manufacture of their goods, they would realize much more out of their product and find a more ready market. From this I mean, not to try to cater to all the trade by cutting up one kind of lumber into a dozen different thicknesses and that many grades, thereby spreading their stock out so thin that there is nothing left to any of the grades, especially the thinner stock; where the larger and better logs have been cut into thick stock. With the ordinary mill, where they have only 2,000,000 to 5,000,000 of hardwood lumber all told, it is impossible to cut all thicknesses of lumber and satisfy the different consumers' wants properly. If you have a good run of birch, for example, and you want to sell to the finish trade that takes a No. 1 and better unselected grade, saw your birch all 1-in., and with careful sorting your lower grades will be up to standard and give satisfaction.

I had some experience along that line when I was shipping lumber. One place my people had about two million feet of birch lumber cut from 1-in. to 2-in.; the better logs cut into thick stock No. 1 and better. In shipping the 5/4, 6/4 and 8/4 we experienced no difficulty in satisfying our customers. When we shipped the 4/4 we sorted out the 1 and 2 red and the No. 1 red, which went through fairly well, although there was complaint that it was not wide enough. Sawing the thick stock was to blame for that. Then we sorted the 1 and 2 plain, together with the one-face 1 and 2 plain, out of the No. 1 and 2 common grades to ship west for finish lumber; the 1 and 2 face 4-in. strips for flooring and moulding trade. And what was left of the No. 1 common and No. 2 common we sold and started shipping, but the first cars hadn't any more than reached destination before I got word not to ship any more of the No. 1 and 2 common birch. Somebody bought that birch who knew lumber and knew that it was robbed, and I don't blame him for kicking because it was not only skimmed on top by the choice No. 1 and No. 2 common getting into the thick stock, but it was skimmed on the bottom by sorting out the red common and choice red 2's;; on one side by taking out the finish, and on the other side by taking out all the good strips. And a grade skimmed on four sides is mighty poor stuff and can't very well satisfy the easiest kind of a customer. Now had that stock been sawn into 1-in. and 1¼-in. or 1½-in., or even a small amount of 2-in., being careful not to saw all the best logs into thick stock; throwing part of them into 1-in., and shipped straight without sorting out the red, strips and finish, there would have been no complaint.

Last spring I was in the market for some 4/4 No. 2 and better maple. One company quoted me a price so low that it looked like a bargain. I went to look the stock over to see what it was like and I found about 200,000 of 4/4 maple, sawed all the way from ¾-in. to 1¼-in. thick, poorly edged and trimmed, nothing over 8 ins. wide and all lengths piled together on 10-foot foundations, thus allowing the 16-foot to project about 6 feet to the weather. The crossings were so badly out of line with each other that there was scarcely a straight course in a pile. The foundation timbers were laid on an old fill without putting any new slabs or hog-feed under them; consequently they settled unevenly and the lumber became twisted. They had in the first place about a half million feet of good maple, sold all the veneer logs, cut all the No. 1 and better thick stock they could, and the 4/4 that was left was jacket boards and lumber from small logs. There was a fairly good grade of narrow No. 1 and No. 2 common in the stock at that, with perhaps a sprinkling of five per cent. of seconds, and would have been good lumber for a flooring mill had it not been almost entirely spoiled in sawing and by poor care. No manufacturer could afford to take that stock at $10 per thousand unless he was going to cut it into very small cuts. Where lumber is mis-sawed, crooked, twisted, weather-beaten and checked on the ends, it is impossible to get any sized cuttings without an enormous loss.

In the manufacture of lumber the first thing to be considered by the sawmill man is the size, quantity and quality of his logs and if he has a large enough amount of any one kind and they run good to quality and size, by careful engineering he can cut from two to three different thicknesses without needlessly robbing any one thickness.

The second consideration is the sawing and manufacturing. Care should be taken that the stock is full thickness when dry and is properly edged and trimmed.

The third and very important consideration is the proper piling and care of the lumber. A grade of No. 2 common well taken care of is of more economic value to a manufacturer than a No. 1 common grade that has been poorly piled and is stained and warped out of shape.

By careful study in regard to specifications for lumber, I find that very good results can be obtained by using the grading rules compiled by the various lumber associations. One can almost always find some grade or combination of grades that will meet every requirement. There are cases where a special length and width works up to better advantage but we must also keep in mind the fact that it costs more money and oftentimes the difference doesn't offset the extra cost.

In dealing with the lumber proposition along these lines, the manufacturer can greatly assist the millman by not forcing him to cut any more special stock than is absolutely necessary, and having left a large amount of stock on his hands that has been robbed and is hard to get rid of.

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## Right and Wrong Methods of Feeding Sanders

The methods of keeping Endless Bed Sanders, or any other large capacity sanders full of stock have not received much attention. You know that these machines are capable of doing a great deal, but they don't always do it. Now the question is, where is the fault—with machine or operator? My experience is that there's nothing to blame the machine for. Some operators can get the full capacity from their sander while others can't, and it is largely a matter of the right method of feeding stock, and not because the work is too much for one man, at all.

On the big capacity sanders there is quite a trick in keeping up to the full speed of the machine in feeding stock or in removing it. About the most common fault is that of having the truck too far away. I have seen operators with their truck, on short stock, standing four or five feet away; and the same with the fellow at the back end. When the stock is placed as near the machine as convenient, and not way to one side, the operator has about one-third the trouble keeping up as under the reverse conditions. The shorter the stock, the more time required to handle it, and therefore the greater the loss when it is not placed as effectually as possible.

So much for the location of your stock. Now there are about three general ways of feeding small stock.

The worst of these ways is fortunately not seen so much now that the large capacity machines compel the operator's attention. Still some operators have a notion that they can do satisfactory work and look around and talk most of the time while feeding stock. They will pick up a handful of short stock, carefully pile it up on the infeeding table and then gingerly lay about three narrow pieces across the bed of the machine. As their attention is not fixed, stock is separated about eight inches and not half the machine's capacity is used.

Another class of operators mean well and work hard, but still they have not quite the right knack of feeding stock. They will pick up six or seven pieces of stock, just enough to fill the width of the bed, pile them on the infeeding table and will then separately place each piece, beginning at the fair end of the Sander and advancing across the bed keeping stock as near together as possible. Those men think they are keeping their machines as busy as can be, but as a matter of fact they loose at least one-third of the output they could get without any harder work on their part. They never have thought out a possibiy better way to handle their jobs.

The best way is to place the truck at your side near one corner of the feeding bed. Stock should be carefully piled on the truck, then when you pick it up, take both hands, taking from two piles in the truck at once. Now distribute the pieces across the sander bed, dropping two pieces at once from the bottom of the two small piles in your hands. This applies, whether you are hopper feeding or not, because with hopper feeding, you simply keep on replenishing the piles, across the sander's width. This is not hard work, in fact it is easy, and it is made easier the more conveniently the truck is placed.

That applies to narrow and short stock. Where long or wide stock is to be sanded, I prefer to feed two pieces at a time. I first feed the two on the right, then two on the left and keep alternating, and the sander is full of stock all the time.

It is all a matter of trying to find the easiest way, and as I am naturally lazy the easiest way was not hard for me to find.

Just about these same methods apply in the matter of removing the stock. Some men will pick up one piece at a time, and always have a hard time keeping up, while others who know, will wait till the outfeeding table is full of stock, and then with one motion of both hands pile the stock on the whole width of the sander into two piles and stack it on the truck, which is close at hand, and wait for the next swoop. They even have time to rest, and still do more work. So the more efficient the operator, the easier it is to keep the outfeeding table clear.

Generally speaking, I find that the only reason sanders do not live up to their advertised capacity is that the operator through inefficient feeding methods is not keeping up to his true capacity or that of his machine.—Berlin Quality.

# Orillia's Fine New Woodworking Plant

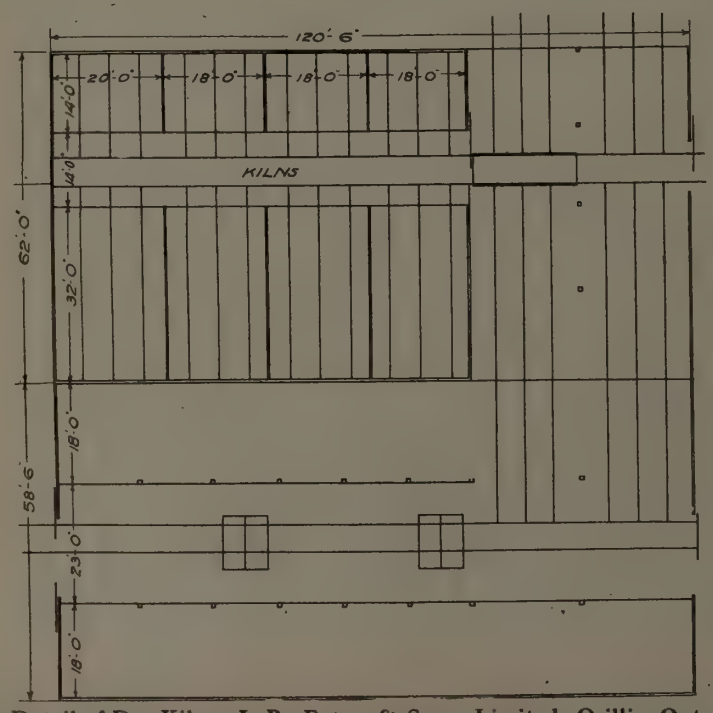
## Description of the Equipment and Layout of J. R. Eaton & Sons' Interesting Plant—Excellent Facilities for Milling in Transit

One of the examples of enterprise among woodworking institutions, which are noticeably more numerous just now in this industry than in many others, is that of J. R. Eaton & Sons, Limited, Orillia, Ont., manufacturers of general mill work, including hardwood flooring, exterior and interior finish. The company recently completed a modern and up-to-date factory building which will be one of the finest woodworking plants of its kind in Ontario.

The present head of the company, Mr. J. R. Eaton, is a native of Ireland, and was brought to this country when a child. His boyhood was spent at farming in Ontario. He moved to Detroit where he learned his trade and business and returning to Canada 32 years ago he located at Orillia and engaged in business as a building contractor. He carried out important contracts in the north country and, to supply his own requirements, operated a small planing mill. This in reality proved the nucleus of the present progressive industry with which his name is associated. Eventually giving up the contracting business, Mr. Eaton decided to devote his entire energies to the development of his planing mill business with what success the present operations in Orillia are an index. This took place about eight years ago. The plant was located on Andrew street, but was burned down about two years ago, and the business was carried on for a time in temporary premises. The company was incorporated in 1910, with Mr. J. R. Eaton as manager, and his two sons, Messrs. E. R. Eaton and J. H. Eaton, in association with him.

In May, 1914, the construction of the new factory on West street was commenced, the architectural and building work being carried through by the company itself. The site occupies an area of nearly twelve acres, has a frontage on West street of 500 ft. and a depth of 1,000 ft. The main building is 151 x 304 ft., one-storey high, and full mill construction. In designing the building great care was exercised in regard to the lighting and in this respect the plant will be fully equipped, adequate lighting from all four sides and skylights being provided. The flooring is of concrete, and the building generally is fireproof construction. The roof beams used in the construction are British Columbia fir, the posts being pine and hemlock, and the roof is of mill construction dressed 2-in. by 4-in. on edge. The walls of the building are built of Denison Interlocking Tile, manufactured by the Sun Brick Company, Limited, of Toronto. This material was chosen as being specially suitable for a building of this nature. It makes a light wall, a cool building in the summer and a warm one in the winter and an absolutely dry and fireproof one.

The most interesting feature of the new plant is, perhaps, the installation of a new type of dry kiln. In order to obtain reliable data at first hand a trip through the principal plants in the United States was taken by Messrs. E. R. and J. H. Eaton. The plant is therefore modelled on the latest and most approved lines, both as regards structural features and efficiency of equipment. The problem of obtaining a dry kiln which would solve the difficulty found hitherto in regard to variations in wood, necessitated the making of exhaustive tests, both in Canada and the United States. The result was the adoption of the box or pocket type of kiln, and the Grand Rapids Veneer Works, Grand Rapids, Mich., were given the order for the supply of a battery of eight fireproof box kilns of the latest type of construction. The kilns are built of hollow tile and cement with a unique system of transfers and elevator, operated by electric power, which will enable the firm to handle their lumber at a minimum cost from the railway siding to the kiln, storage and factory. An important advantage claimed for the box over other types of dry kilns is the division of the former into eight boxes, four of which have a capacity of five cars each, the capacity of the other four being two cars each. By this means variations of temperature are avoided and different varieties of lumber, either hardwood or softwood, can be dried independently of others. The kiln is 80 ft. by 62 ft., and is one of the most efficient lumber drying plants in the Dominion.



Detail of Dry Kiln.—J. R. Eaton & Sons, Limited, Orillia, Ont.

Adjacent to the kiln there is a large storage shed for drying and storing the lumber after it has emerged from the kiln. This building will be kept heated at a fixed temperature throughout the winter. By the adoption of this new process only one handling of the lumber will be necessary and the material will always be under cover. These buildings are situated at the east end of the factory. At the north side there is also a dressed lumber and freight shed provided for loading and shipping the finished product. The company is also installing high-speed machinery and several of the machines will be run by individual motors.

### The Endless Chain Conveyor

Another unique feature of the plant is the installation of the endless chain conveyor for carrying shavings and waste material to the furnace. The endless chain conveyor renders hand firing unnecessary and no air is blown into the furnace. This idea was obtained by Messrs. Eaton while on their trip in the United States, and it is claimed that this equipment is the first of its type to be installed in Canada.

The plant, when working at full capacity, carried about one million and a half feet of lumber, but with the added development made possible by the construction of the new plant it is expected that considerably larger quantities will be stocked. The company have about a mile of sidings on the G. T. R. with interswitching connection to C. P. R. and Canadian Northern. Shipping and other facilities are therefore unexcelled.

The firm do all sorts of mill work, including exterior and interior finish and hardwood flooring. Woodwork for offices, apartment houses, stores, dwellings, etc., is manufactured, also veneer doors. Hardwood flooring is one of the firm's specialties. A considerable portion of their operations, consists of hardwood interior finish to architects' details. An important item of the business for a number of years has been milling work in transit, this work being done mainly for wholesale lumbermen. The lumber is shipped in the rough to Orillia where it is dressed and reshipped to destination. For this the firm have the best equipment on the market and a reputation for doing first-class work.

The firm use all the commonly-known Canadian woods, including pine, birch, maple, spruce, hemlock, basswood and ash. Imports, such as Southern pine, oak and mahogany and cypress are also used.

The power is supplied by a Wheelock engine of 225 h.p., steam being obtained from two boilers of 150 h.p. each. Electrical energy, both for power and lighting, will be generated on the premises. The company do a growing business with the whole of Canada as a market, practically ninety per cent. of the finished product being shipped out of Orillia.

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## Movement to Educate Consumer

In an interesting circular letter sent out to the lumbermen of the United States generally R. H. Downman, president of the National Lumber Manufacturers' Association, puts squarely up to the lumber trade the question "What Are You Going to Do About It?" in connection with the work of the proposed trade extension department of the National association. Mr. Downman says the many papers, reports, addresses and discussions given at association meetings and gatherings of lumbermen the last three months show conclusively:

1. That lumber consumption has fallen off in greater proportion than building construction.

2. That well-financed organizations are working for the elimination of wood.

3. That lumber is getting only 10 per cent. of the advertising devoted to construction materials.

4. That unscientific and sometimes unfair building codes unduly restrict the use of wood.

5. That wood is being made the target of anti-fire agitation when 85 per cent. of the fire loss is due to other causes.

6. That whereas the public formerly "bought" lumber, now it must be "sold" against keen competition—and the dealer feels that he alone should not bear the burden of selling the manufacturers' goods.

7. That no other structural material is marketed with so little intelligence or with so little regard to the interests of the consumer.

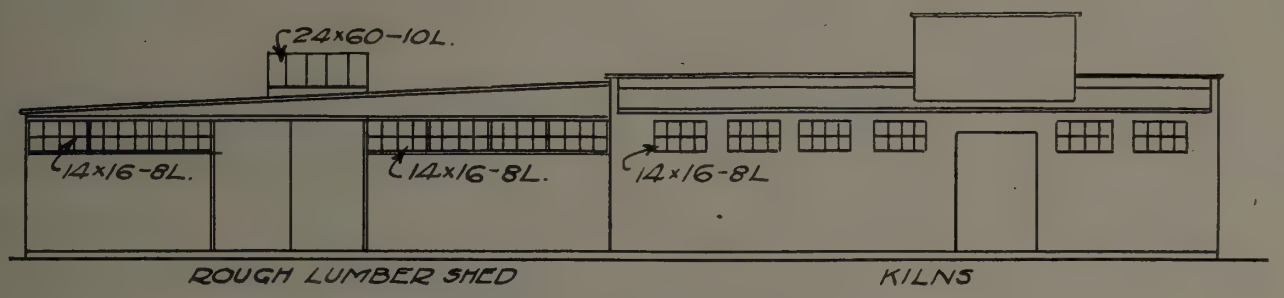
8. That in consequence the consumer is being rapidly educated away from wood and that unless prompt and effective steps are taken this means a permanent loss of a large part of the present market for lumber.

9. That no poorly-supported, half-starved measures will succeed, nor can anyone say "Let George do it" any longer. That lumbermen must learn what other successful merchants knew long ago—that in order to make money, money must be spent for promotion.

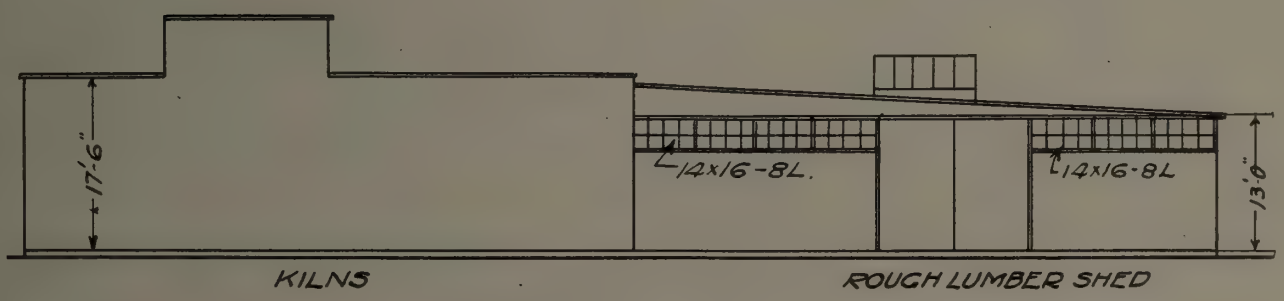
10. That the only way to maintain the demand for lumber is through the co-operation of all branches of the industry in a national movement to educate the consumer and promote the use of wood wherever it is the best available material or can be made equal to other materials for the service required. That the proposed Trade Extension Department of the National Lumber Manufacturers' Association offers the most effective means of doing the work which everyone knows should be done.

## Many Sailing Vessels at Halifax

The Norwegian Bark Blenheim, arrived at Halifax on May 5th after completing a quick passage for this time of year, having made the trip from Southampton, England, in 27 days. The Blenheim had an exciting time between Fredericstadt, Norway, and Southampton, avoiding mines and warships, and took longer on that voyage than it did on the trip from Southampton to Halifax. The Blenheim is a 1,029-ton bark and was consigned to Colin C. Tyrer, Halifax, to take on a load of deals for England. The arrival of the Blenheim at Halifax made nine Norwegian barks in port loading deals for the Old Country, and others were reported on the way.




EAST ELEVATION

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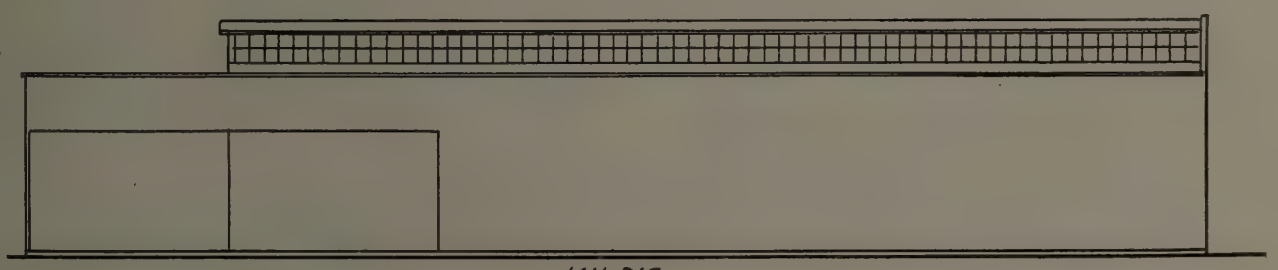
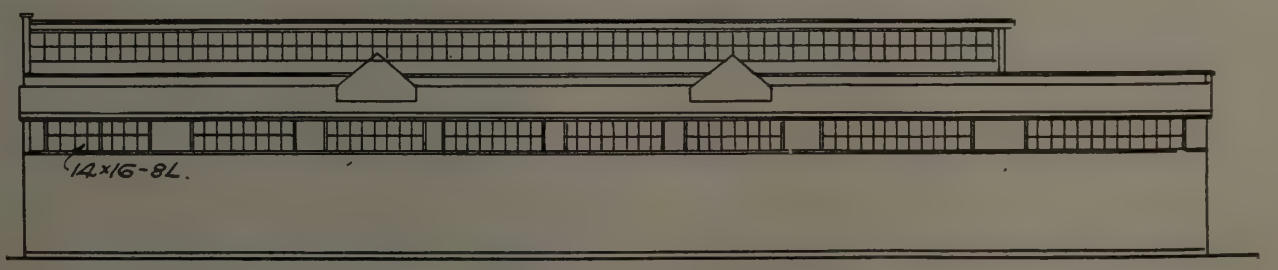



NORTH ELEVATION




SOUTH ELEVATION

Sketch plans of the new plant of J. R. Eaton & Sons, Co., Limited, Orillia, Ont.

# Export of Logs Still to be Allowed

## Hon. W. R. Ross Declares B. C. Manufacturers Still Have Ample Supplies for their Own Requirements

At the recent meeting of the Pacific Coast Loggers' Association, Hon. W. R. Ross, Minister of Lands for B. C., delivered an address during which he referred to the invitation in connection with the export of cedar logs from British Columbia.

"At the time of the raising of the embargo on the export of manufactured cedar logs," said Hon. Mr. Ross, "there were 25,000,000 feet of logs in the water. Since that time 77,000,000 feet have been scaled. During the time since the raising of the embargo 30,000,000 feet have been exported and 35,000,000 feet have been sawn. There is still a substantial margin left to meet the requirements for manufactured material within this province. There were exported during the months of February, March and April of this year two and a half million feet, three million and four million feet respectively The amount scaled during the same time was respectively five million, seven million and seven and one-half million feet of logs. We therefore see there is an increasing amount on hand to meet local requirements. It is not the intention of the government to replace the embargo until there is a more apparent need for it."

In the opening part of his remarks Mr. Ross referred to the advantage which British Columbia had had in the framing of conservation legislation by reason of the example set in a number of the states to the south. "At the time this legislation was introduced it was viewed with more or less suspicion on the part of the loggers in British Columbia. It was looked upon as a hindrance rather than a help. But I think the viewpoint among the loggers has changed and that they realize the government has been following along lines which will be of permanent value to the lumber industry. Lumbering is one of our basic industries. It needs help and encouragement. Some may hold that mining and agriculture are destined to be of greater importance to this province. However, opinion may differ in this respect, we must at any rate rely on lumbering for a number of years to come as the basic industry of British Columbia. It is the one from which we reap the largest income. The welfare of the industry consequently affects our people intimately and our prosperity in large measure depends on it.

"While conditions in the lumbering business have not been all that we could wish for in the immediate past, still it has given us a chance to look around and see where it can be benefitted. We find we have been depending too largely on the home market. It is now necessary that we get into the world markets. Our friends across the line have succeeded in getting an export trade sooner than we have because they went after the trade. Once the industry is again on its feet we should have a very substantial market abroad. Much of the success of American exporters has been due to their methods of advertising. We should profit by this also.

"Another matter which has handicapped the lumber interests here is the lack of tonnage. We could have supplied much more lumber for the export trade during the present time had there been sufficient ships to carry the exports of the forest. When an adjustment comes again this is another matter which should be set to rights."

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### C. L. A. Makes Further Protest Against Freight Increases

Ottawa, May 10th (Special to the Canada Lumberman):—Further objection against the application of the railways for an all-round increase in their rates on lines east of Port Arthur was made when the Eastern Freight Rates Case inquiry was resumed today before the Railway Commission, by Mr. Frank Hawkins, Secretary of the Canadian Lumbermen's Association. He explained that the railways had obtained an increase on the basis of the advance in the price of lumber in recent years and maintained that further increases should not be allowed.

Mr. Hawkins said that if it is true that freight rates bear some relation to the value of the product and increases are permitted accordingly it follows that the rates should be reduced when prices drop, a condition which would be intolerable. He also urged that the summer rates are the normal rates and that the winter rates are abnormal on lumber, but the latter now prevail. On grain, however, the selling price of which has increased enormously during the last few months, the summer rates were peremptorily ordered to be restored by the board. Mr. Hawkins stated that the general opinion of lumbermen throughout Eastern Canada is that the present rates on lumber are at the limit that is in the best interests of all concerned.

Mr. Arthur D. Huff, as representative of the Canadian Pulp and Paper Association, again protested against the application.

It appears as though it will be at least a month before the case goes to the board for judgment. Another hearing, when more evidence will be taken, is timed for next Monday.

### Lumbermen's Credit Bureau for Toronto

At the regular weekly meetings of the Lumbermen's Section of the Toronto Board of Trade during the past month the chief discussion was in connection with the proposed organization of a Credit Bureau. A detailed description of the manner in which the Credit Bureau is operated by the retail lumber trade of Ottawa was received in a letter from Mr. D. J. O'Donahoe. The Ottawa Association, which has been in operation about two years has been very effective, and the Toronto trade appointed a special committee consisting of Messrs. Patterson, Boake, Hancock, Irvin, Eckhart and A. E. Clark to look into the plan in operation at Ottawa as outlined in Mr. O'Donahoe's correspondence, and to report upon the feasability of the plan for the Toronto trade. At the meeting which was held on May 7th this committee presented a report to the effect that in its opinion the Ottawa system was well suited to conditions in Toronto. The members of the committee had visited practically every retailer in Toronto and had found them all enthusiastically in favor of establishing a system for checking up credits by exchanging information. The members of the section then discussed many of the details of the proposal and finally decided that the same committee with the addition of Mr. W. J. Lovering should be empowered to proceed in making arrangements for the establishment of a Credit Bureau along the lines of the system which had been under discussion, and that they should report progress at the next meeting. The wholesalers of the section showed a keen interest in the proposal and expressed their willingness to do their utmost to assist it.

# Personal Paragraphs

Mr. F. G. Wheaton, Amherst, N.S., sales agent for the North Shore Shingle Association, recently called upon the trade in Ontario.

R. E. Hancock, a lumber manufacturer of Queensland, Australia, is on the Pacific Coast looking into lumber export conditions and enjoying a vacation.

J. B. Beveridge, general manager of the Dryden Timber & Power Company, Dryden, Ont., recently left on a business visit to Winnipeg and other western points.

Mr. C. O. Maus, representing the Hyde Lumber Company, South Bend, Ind., visited the trade in Ontario during the first week in May and secured a satisfactory volume of business.

W. C. Lawton, of the Lawton Lumber Company, Vancouver; B.C., recently was in Seattle on business. Mr. Lawton reports that the prairie trade has been fairly active both in lumber and shingles.

Mr. W. B. Bartram, the well-known lumberman, of Ottawa, Ont., recently visited Toronto on his return from the Pacific Coast. Mr. Bartram visited the Old Country previous to his trip to the West.

Mr. J. H. Thompson, Winnipeg, who is well known in the timber trade, visited Vancouver recently and stated that he was considering a proposal for operating cedar shingle mills at interior points. Mr. Thompson considered that the outlook for the shingle business was promising.

Mr. E. W. Tobin, M.P., will again be the Liberal candidate for the counties of Richmond and Wolfe, P.Q. Mr. Tobin owns extensive lumber interests in Eastern Canada, being president of the Tobin Manufacturing Company, Montreal; vice-president of the Lotbiniere Lumber Company; director of the Brompton Pulp and Paper Company, Sherbrooke Lumber Company, Trois Pistoles Pulp and Lumber Company, and of other companies.

Mr. Hugh A Rose, eastern representative for the Canadian Western Lumber Company, Fraser Mills, B.C., has received from the Dominion Government an order for a cargo of fir timber for the Hudson Bay Terminals at Port Nelson. The Canadian Government Steamer Durley Chine sailed from Halifax for Fraser Mills by way of the Panama Canal on May 6th. She will take on a cargo at Fraser Mills and proceed by way of the Panama Canal to Port Nelson.

Mr. William Rutherford, of William Rutherford and Sons, Company, Limited, and Mr. H. A. Acer, of the Laurentide Company, Limited, have been elected members of the executive committee of the Montreal branch of the Canadian Manufacturers' Association. At the annual meeting Mr. Rutherford, chairman of the Branch Legislation Committee, emphasized the importance of the adoption of the principle of non-taxation of machinery for municipal purposes, and detailed the various measures in which the association had taken an interest at the recent session of the Legislature.

## Ocean Freights May Be Easier

The following reference to ocean freight rates appeared in the Timber Trades Journal of April 24th:—In the Canadian and American wood freights market business continues very slow in the chartering of steamers for wood cargoes. Shippers of Canadian deals and of pitch pine from the Southern States are still actively inquiring for boats, but at rates of freight to which owners have so far given little or no consideration, and the figures have been beyond charterers' ideas. However, as other cargoes offering have become much fewer in number, and grain and cotton shippers appear to have pretty well filled their requirements for the present, owners will probably turn their attention to wood and bring their demands more into line with the rates which merchants are quoting, say a basis of 130s. from St. John, 132s. 6d. Bay of Chaleurs, 135s. Miramichi, etc. Sailing vessels have also been, and still are, in request, but the supply of suitable carriers offering remains very limited, and in their case also the difference between owners' and shippers' ideas of rates has hampered chartering. From the North Pacific grain merchants are pressing the market, and continue to offer increasing money to secure tonnage, and lumber merchants for the present do not appear to offer any serious competition."

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An interesting bulletin entitled "Tests of Wood Preservatives" has been published by the United States Forest Service. The tests were made upon thoroughly air-seasoned eastern hemlock. The bulletin is of a technical nature, but contains much information which will be of interest to those who are concerned in the use of wood preservatives.

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## A Modern Woodworking Plant

The James Smart Manufacturing Company, Brockville, Ont., have recently constructed a modern fireproof building for the use of their woodworking department. The building measures 50 ft. by 105 ft., and is three storeys high. The accompanying illustration gives a good idea of the appearance of the plant and shows that it has been designed with special reference to providing ample and well-lighted accommodation for the manufacturing operations of the woodworking department. The building is constructed of reinforced concrete throughout, including the floors and roof. The company have endeavored to make the building thoroughly fireproof in every particular. For this reason there is no communication between the floors except by an exterior stairway tower. The building is steam heated and electric lighted throughout. The machinery installed is of the best modern type for the work required. The motor power used is electrically supplied from the town plant and an independent motor is used on each floor. A large elevator is installed in the tower giving access for all kinds of material to the three floors with outside delivery on the ground floor.

On the first floor are installed machines for the production of packing cases and crating of all kinds, and also for making hammer and other tool handles. The rough cutting up of all lumber to be used in the upper floors is also done on the first floor. On the second floor are located the principal machines for manufacturing the various wood products which the James Smart Manufacturing Company distributes throughout Canada. These products include school furniture of all kinds, plumbers' woodwork, and a great variety of small articles used in connection with the company's hardware trade.

The third floor is used as a finishing room and for assembling, packing and shipping the various products of the factory.

**The James Smart Manufacturing Co.'s Woodworking Plant—Brockville, Ont.**

## Adaptations of the Horizontal Resaw

By E. M. McCormick

It is perhaps impossible to say just what motive or what mixture of motives is responsible for the introduction of the horizontal resaw into this country, says The Woodworker. Since its introduction, however, it has been adapted to lines of work that perhaps were not thought of at all in the original conception.

Primarily, the horizontal resaw seems to have been designed here to resaw short lengths that it is impossible to handle on the regulation band resaw. It carried with it a hopper feed, and the first one the writer remembers to have met with was designed specially to resaw box factory stock—short lengths of stock after they had been cut.

In refining low grade and cull lumber to get box stock it is often best to get rid of the cull part and waste before resawing, otherwise there is a lot of material to handle and resaw that does not produce anything. To refine it means to reduce it to short lengths, and hence the horizontal resaw.

Pretty soon the horizontal resaw idea began to attach itself to other things, among them its use for cutting up slabs and cull stock at the saw mill into shooks and boards. And a still later adaptation is the attaching of a horizontal resaw to the back of a double-surfacing planer, so that lumber is surfaced and resawed all at one handling and it becomes practically all one operation.

This is perhaps one of the latest adaptations of the horizontal resaw idea, and its original purpose seems to have been that of resawing bevelled siding as it comes through the surfacer without having to handle it again.

Of course, with a surfacer and this horizontal resaw mounted on the back end, one cannot only resaw bevelled siding, but some of the mills follow out the idea of resawing flooring and ceiling. That is, of matching it in double thickness, surfacing both sides and resawing, to get twice the amount of work through.

It is questionable just how successfully this plan may be carried out. It is difficult to resaw with such perfection as to give the exactness in thickness essential to good work in the making of flooring and ceiling. The fact remains, however, that some mills are doing this right along.

The best opening, apparently, for this adaptation of the resaw, this putting of the horizontal resaw on the back end of a surfacing planer, is in the resawing of box lumber and other stock of that kind. Box lumber is often surfaced on both sides and then run through a resaw, and if this is the plan being followed by the box factory it should simplify operations to have a horizontal resaw made on it as part of the surfacer, so that one time handling will do both jobs. It will naturally require a little closer attention and more skill and manipulation, but where there is enough work to justify, it is perhaps a money-saving proposition.

Anyway, this making of the horizontal resaw as a part of the surfacing planer is one of the new adaptations that is receiving quite a lot of attention now, and we will probably hear and see more of it in the near future. What other heretofore unthought-of lines it may branch out into remains to be seen. It has gone further already than was conceived in the original purpose of the resaw in this country, and apparently we are only beginning its development.

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## The Practical Lumberman

An exceptionally valuable publication for lumbermen, entitled "The Practical Lumberman" written and published by Bernard Brereton, Tacoma, Wash., has just appeared in its third edition. The book contains a large amount of useful information pertaining to the leading commercial woods of British Columbia and the Pacific North West States. While the treatment of some of the subjects is necessarily brief it is remarkably to the point in every instance and cannot fail to be valuable to both buyers and sellers who are interested in Pacific Coast forest products. A very generous portion of the book is devoted to Douglas fir. It is impossible to indicate the variety of information contained upon this valuable wood. It is safe to say however, that every experienced lumberman who is interested in Douglas fir will find pointers in this book which it would be difficult for him to obtain anywhere else. The author of the book has had a very wide experience in the lumber trade and industry in Liverpool, Montreal, British Columbia, and Washington. The third edition contains all the important information included in the previous editions and added articles on solid and veneer doors, and on silos. The book is published at the price of $1.50, and may be secured from Mr. Bernard Brereton, P. O. Box 1158, Tacoma, Wash.

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A report from Scotstown, P.Q., states that a large amount of square birch which has been piled in that district for some time has commenced to move out. The stock belongs to the Pejebscot Pulp & Paper Company, who are shipping ten carloads of logs to London, England.

# The Lumber Industry of Central British Columbia

(By F. S. Wright, Commissioner of Publicity, Prince Rupert, B.C.)

A great injustice was rendered the district of Prince Rupert in the early days of development, when our fathers who sit in council at Victoria, and preside over the present and future development of British Columbia, chose to designate as "Northern British Columbia" that part of British Columbia which lies north of Vancouver Island. To the average man the word "Northern" spells cold and bleakness, and he does not take the trouble to enquire further. He is satisfied

1500 cedar poles for export, Masset Inlet, Queen Charlotte Islands.

that the designation applied means remoteness, and that suffices. We in Prince Rupert particularly take exception to this title, as while it is true Prince Rupert lies six hundred miles north of Vancouver, it is still about eight hundred miles south of the boundary line between British Columbia and the Yukon. Hence the justification of the claim she makes as to being the most central point on the Canadian Pacific Coast, with—since the completion of the Grand Trunk Pacific Railway—the quickest and most direct through route to Winnipeg, Eastern Canada and the eastern part of the United States, a route with a maximum ruling grade of one-half of one per cent., a first-class roadbed and one of the best examples of solid engineering on the American continent. Eight years ago Prince Rupert was only a surveyor's camping ground. Today she is a city of 6,000 people, with permanent buildings and large industries. In a bound, since the 3rd of September last, when an actual through schedule was inaugurated over the new transcontinental route, she has become recognized as a competitive factor on the Pacific Coast. An ordinary map of Western Canada will show you that in order to reach the larger part of the prairie provinces from the Pacific Coast a line drawn east along the route of the Grand Trunk Pacific Railway from Prince Rupert strikes through the centre of the prairie provinces clear through to Winnipeg. Hence the argument—lumber is bulky, transportation consequently high, and the shortest and most direct route must be the natural one. That is a matter of economics.

Below are given a few particulars as to the material available adjacent to Prince Rupert in Central British Columbia, and these particulars, taken into conjunction with the excellent transportation furnished both by sea and rail, go far to show the advantages of Prince Rupert as a central shipping point for the lumber industry of Central British Columbia.

### State of the Industry in British Columbia

The enormous demand for lumber on the prairies, caused by the unprecedented influx of population during the last decade, which reached its highest point in 1913, and the consequent activity in British Columbia, from whence the major port of the material used in this industry was obtained, caused a frenzied haste on the part of capital to install plants in order to cope with the extraordinary demand. In consequence plants were erected throughout British Columbia capable of supplying the demands of a ten million population, where the actual market was only about one and one-half millions. Naturally, when the rush slackened, as happened in 1913, over-production followed, operations were curtailed, numerous plants in which large capital had been invested became idle, and unemployment ensued.

The central portion of British Columbia, with Prince Rupert as its centre, fortunately escaped this slump and has therefore no "regrets" to offer for larger mills geographically misplaced. Quite to the contrary, Prince Rupert has been able to keep not only its own two small mills running full capacity in filling orders for the local trade, but has also been a heavy buyer of manufactured lumber in the south, and used in the construction of the dry dock and for other uses on the Transcontinental Railway. The reason why Central British Columbia was not so affected was due chiefly to the fact that, outside of two large plants, which endeavored to compete with the southern mills, it was catering only to the local demand, with small plants, the upkeep of which was possible even during the slump, owing to the lessened cost of overhead expenses, as compared with the larger concerns. The field they covered formed a steady market for all they could produce. The opening of through communication with the East by rail has had the effect of widening this market from a purely local one to one only bounded by the hauling capacity of the railway. The traffic rates as far east as Edmonton, allow the lumbermen of this district to compete with Vancouver and other points south. As to lumber, and in the production and marketing of shingles, they are able to ship on an equal basis as to transportation, and in addition can produce a shingle of superior quality, both as to texture and strength.

5 ft. yellow cedar, Prince Rupert, B.C.

The year 1915 seems to be the eve of another era of activity in the lumber trade of British Columbia, due chiefly to the fact that the raw material sources of Europe are at the present time practically closed and consequently the great market of Great Britain is experiencing considerable difficulty in obtaining raw material necessary.

The new system of towage, two rafts or cradles with one million feet.

This supply, usually drawn from Sweden, Norway and Russia, has ceased to all intents and purposes, and in consequence Great Britain is looking to the American continent for her supply of raw material. The opening of the Panama Canal has opened up a much shorter and direct all-sea route to this market and the markets of the Eastern States and Canada, effecting a considerable saving in water carriage, so important to the lumber industry of the West Coast. While Central British Columbia, owing to the further haul and inferiority of methods of production, cannot hope to compete at the present stage on a favorable basis with southern points, she can do so in some lines, such as cedar poles, of which the district has an unequalled supply available, and this fact, combined with the steady increase of her interior market, of which, owing to strategic position, she must have nearly the monopoly, will enable the lumber industry of this district to obtain a satisfactory start on the road to profitable permanency.

### Raw Material Available

In giving the following particulars as to the amount of raw material available in the district of Central British Columbia, of which Prince Rupert is the natural centre, only timber is included which is adjacent to salt water and is of present commercial value. In 1914 the total cut of the district, which is roughly 200 miles long by about 30 miles wide, was approximately 12,000,000 feet board measurement —this figure including cedar poles and piling. The figures mentioned show an alarming decrease over those for 1913, when the cut was approximately 26,000,000 feet board measurement, but with the renewed activity this year it is expected that the year 1915 will show a substantial increase. The Forestry Department of the Provincial Government's estimate, made on a careful basis of cruising, gives the total area of available timber lands adjacent to Prince Rupert as 25,000,000 acres, averaging over 15,000 feet to the acre. Of this 300,000 acres average over 25,000 feet to the acre. The general composition of the stands are spruce 50 per cent., red cedar 20 per cent., hemlock 20 per cent., balsam and yellow cedar 10 per cent. In addition to the above there is a large area of approximately 17,000,000 acres which will be available in the next fifty years for commercial purposes.

### The Interior Country

In the interior, along the Grand Trunk Pacific Railway, as far east as Fort George, there is timber suitable for local sawmills and pulp plants. This will eventually be used in supplying local needs for rough lumber, but owing to the fact that the limits are held in small units by numerous individuals, and the consequent difficutly in the obtaining of control over an area sufficient to justify the erection of extensive pulp plants, it is doubtful whether capital will take the hazard of entering seriously into the pulp business in the interior for some time to come. Whilst the Skeena and the Naas are two of the very few rivers that are drivable and have sufficient supplies of pulp in sight, the fact of the small holdings must militate seriously against exploitation. This is a most important point where large plants such as pulp and paper mills are contemplated. It is not the present, but the future supply which counts. There will also be a demand in the interior for mining timber, as development in this important industry progresses. Whilst the demand for rough lumber in the interior can and no doubt will be met locally, the market for the higher grades of lumber, including the finished product, will belong to the Coast mills. There is a large area of arable land available for agricultural purposes in the interior of Central British Columbia, tapped by the Grand Trunk Pacific Railway. This is being settled steadily by a good class of settler, and hence the future development must mean an increased market for the output of the Coast mills tributary to Prince Rupert.

### Lumber and the Fishing Industry

At the present time there are forty-two canneries and five large cold storage plants operating in the Prince Rupert district. The salmon pack for 1914 was approximately 330,000 cases. These figures exceed the Fraser River pack by about four thousand cases. The quantity of fresh fish landed at Prince Rupert in 1914 was 376,121 cwts. From September to December, 1914, approximately 4,000,000 lbs. of fish was boxed and shipped over the Grand Trunk Pacific Railway to points in the East and Europe. In January, 1915, approximately 750,000 lbs. of fresh fish was landed in Prince Rupert and shipped to Eastern markets. A further increase in amount landed and shipped is expected for February and onward throughout 1915, with the eventual possible feature of Prince Rupert obtaining the control of the reception and shipping business of the enormous fishing industry of the Northern Pacific. This is apparent to anyone who may choose to follow the agitation and concernment of Seattle and other southern cities which, previous to the entry of Prince Rupert into the competitive field for this industry, held control of the business. Every effort is being made to prevent Prince Rupert from obtaining this business, and every effort, with good prospects of success, is being made by Prince Rupert to win and hold it.

It is obvious that this fish trade means an increased demand for boxes and for lumber for cannery repairs, etc. Owing to the rapid deterioration of buildings, large quantities of lumber are used yearly by the canneries and other plants engaged in the fishing business. At the present time only two mills locally are making a serious effort to get this business. The combined capacity of these two mills is about 37,000 feet per diem. Out of the total number of boxes used for the salmon pack yearly only about 20 per cent. are manufactured locally; the remaining 80 per cent. are manufactured in the south and shipped to the district at prices ranging from 15c. per case to 18½c. per case, delivered freight paid where the freight does not exceed 1½c. per case. In addition approximately 650,000 feet of lumber is used for repairs. This is for the salmon pack alone. In addition to this are the halibut shipments, which now average, as stated, nearly 750,000 lbs. per month. Most of this must be boxed for shipment. There is also the requirements of the box trade in connection with cured fish, and barrels for the salt herring industry. These figures speak for themselves as to the possibilities of Prince Rupert as a centre for the box industry.

### Lumber and the Shipbuilding Industry

The year 1915 will witness the completion of the dry dock and ship repair yards, built and controlled by the Grand Trunk Pacific Dry Dock & Ship Repair Company. This dock is capable of handling any kind of vessel on the Pacific Ocean. It is absolutely modern in every respect, and one of its avowed purposes is the building of motor trawlers, coasters and all the various types of fishing and pleasure crafts. This will entail a large demand for the higher grades of lumber used in boat building. The dock is certain to become a large user of this material, and it will be also operated as a supply point for the material required by smaller shipyards located at Prince Rupert. The abundant facilities offered by the larger concern are bound to create smaller subsidiary plants of a similar description, owing especially to the facilities offered in the way of dockage and the supply of machinery parts by the larger concern. Even at the present time no mill can keep up with the demand for the higher grades of boat building material.

### The Retail Trade

At the present time the retail lumber trade is quiet, but this is due mostly to the fact that the outbreak of war had the effect of curtailing local development to a considerable extent. However, the interior even at the present time is furnishing an increased demand for finished lumber, which is fast becoming more apparent. This demand is increasing in such a way as to forecast a steady market in the future,

Scaling spruce raft at Metlakatla, opposite Prince Rupert, B. C.

without the possibility of over-production through boom causes. Experience has shown that with regard to the box industry, unless operated as an adjunct to a sawmill, it is impossible to do business on a competitive basis with sawmills that use part of their product for this purpose. Factory lumber for box making, the only available supply of which comes from the south, is only 75 per cent. clear, and the wastage of at least 25 per cent. in raw material alone is unavoidable.

### Towage of Logs

A new system of towage has recently come into prominence, and has had the effect of making the towage of booms handier and less expensive. Under this method logs can be handled in rough water, where it is impossible to handle an ordinary boom, and the method has enabled logs to be towed across rough water, such as the Queen Charlotte Sound, with best results. Instead of booming the logs in the old way a cradle is formed by means of chains, three chains being laid crosswise and a layer of logs laid on them, then a layer of chains and a deck of logs, continuing alternately until the boom is made up. The last chains go completely around the cradle, which has a capacity of one-half million feet. The cradle draws 20 feet of water, is cigar-shaped to make towage easier, and the entire method renders the question of long water haulage a much more facile and economical matter.

### Government Supervision of Timber

The excellent work of the Forestry Department, recently installed by the Provincial Government with the view of protecting British Columbia timber resources, has rendered the location of suitable stands for commercial purposes on Crown lands a comparatively easy matter. The particulars of tenure, stumpage and log values are generally well enough known as applied to British Columbia. The cost of manufacturing and labor is slightly higher than in the south.

An important factor in the question of the cost of operation is that of the climate. The rainfall on the coast of Central British Columbia is heavier than on the southern portion and consequently more time is lost in the woods owing to bad weather, but as these wet spells generally occur at certain fixed periods of the year, and also owing to the fact that this rainfall is universally calculated on, it is possible to get labor to operate in all except the very heaviest weather without any difficulty. The men do not seem to mind the dampness, as they soon get accustomed to it.

In conclusion, while Prince Rupert can and does look forward to the time when lumbering will be an important feature of the industries of Central British Columbia, she is under no delusion as to the limits of her ability to compete in the world's markets. What Prince Rupert does expect and claim is that the lumber industry of British Columbia, with its interior market, its market on the Prairies as far east as Winnipeg, in some lines also to the United States, Eastern Canada and Europe, is in its infancy; that it has a large undeveloped future market locally, and that under the right management and procedure this market is available for profitable exploitation and belongs to Prince Rupert by right of raw material available and her strategic position in relation to these markets.

## B.C. Timbers in Great Britain

The Timber Trades Journal, London, England, in its issue of April 24th, says:—"The export timber trade on the Pacific Coast of America is passing through a period of severe depression, largely due to the reduction of business in the various consuming countries owing to the war, and the opening of the Panama Canal has not yet benefited the trade, so far as shipments to Europe are concerned, owing to the extraordinary rise in freights. British Columbia appears to have been more severely affected than the neighboring States of Washington and Oregon, the Colonial mills having been unsuccessful in disposing of their productions. Notwithstanding the present depression in the trade, the conclusion that our correspondent has arrived at is that a big trade will develop in the near future from the Pacific Coast to Europe, after the war, and when normal conditions are restored. Already considerable contracts have been made for the supply of Columbian pine sleepers, and it is understood that this wood is preferred to pitch pine when creosoted. The preserving process, however, which is necessary to obtain a satisfactory impregnation of the wood is somewhat different to that usually adopted for treating Baltic fir."

## William R. Perrin, Limited

William R. Perrin, Limited, is the name of a new company formed recently to take over the stock, machinery and foundry of the William R. Perrin Company, Limited, at Toronto, specializing in the manufacture of Veneer, Veneer Dryers and Pulp Presses. The firm are also especially equipped to take care of orders for special machinery. They are building at the present time a 200-ton hydraulic Veneer Press with platen 50 x 74 inches for Hay & Company, Limited, of Woodstock, Ont., which will make the second Perrin press this firm will have installed. Mr. Wm. R. Perrin, son of the late Wm. R. Perrin, is President of the new company.

## Lake Vessels for Ocean Trade

The scarcity of ocean tonnage and the high rates ruling for freight carriage are inducing lake navigation companies to send vessels to the Atlantic service. The Canada Steamship Lines, Limited, will put 15 vessels of its line on the Atlantic, it has been learned, and other lake navigation companies are expected to follow suit. The British Admiralty is also arranging to release a number of Canadian vessels belonging to the regular lines, substituting smaller ones in their places, and this is expected to assist in relieving the situation.

## News from the Drives in Eastern Canada

Over 13,000,000 feet of logs to be manufactured at Victoria Mills, N.B., have been brought out by Fraser, Limited.

Mr. F. M. Tweedie, Mayor of Chatham, N.B., reports that the cut of lumber on the Miramichi this year will probably be greater than it has ever been before.

Reports from Fredericton, N.B., under date of May 7th stated that the water in the St. John River had fallen slightly from its freshet height. The warm weather however, was keeping the level up satisfactorily. Logs had been running into the booms freely for several days.

A large amount of damage has been caused in the Laurentian Mountain district near Weir, P.Q., by the bursting of the dam on Balsam Lake. The water rushed down through other connecting lakes, carrying away the dams, and sweeping thousands of logs into Round Lake. There, it destroyed a saw mill belonging to J. and W. Duncan, Limited, of Montreal. In addition, about 500,000 feet of manufactured lumber and several rigs were carried into the lake. Two bridges and part of the railway track were also badly damaged.

Favorable reports have been received from nearly every drive on the Upper St. John River, N.B. Plentiful rains have occurred, causing the water to rise extensively. Reports from central parts of New Brunswick are less satisfactory on account of scarcity of rain. A despatch from Fredericton stated that the main dam towards the head of the Nashwaak River had been partially carried away. Senator N. M. Jones, general manager of the Partington Pulp & Paper Company, reports that although the water in the Nashwaak River is low, warm weather and a little more rain will bring out his company's large drives.

## Death pf Bernard Quinn

The passing away of Bernard Quinn, at Windsor Mills, P.Q., recently, removed one of the best known men in the Eastern Townships. The deceased had been in failing health for the past four years, and the news of his death, while not unexpected, will be received with deep regret, for "Barney" Quinn had a wide circle of friends. He was a large lumber dealer and a director of the Lotbiniere Railway and Lumber Company; the Sherbrooke Lumber Company, the E. T. Telephone Company, and several others. Deceased, who was 66 years of age, leaves a widow and one son.

## Well Known B.C. Lumberman's Death

The death is reported of Joseph James Lemon, Victoria, B. C., one of the best-known builders and lumbermen of that city and a member of the widely-known Lemon, Gonnason Lumber Company, of Victoria, B.C. Mr. Lemon was born in New York City, on February 26th, 1856, and went to Victoria in 1887.

Allen James Moore, of Bulwer, P.Q., who had been connected with the lumber business at that point for the past twenty years, died recently in his 69th year.

At a recent meeting of the Dominion Board of Railway Commissioners held in Ottawa the proposed increases in the freight rates upon lumber were brought up again by Mr. Walsh, representing the Canadian Manufacturers' Association. Mr. Walsh read a letter from the lumber producers and dealers of Hamilton, Ont., in which they said that the proposed advance of ½c. per hundred lbs., on lumber would mean a combined loss to them of $12,500 per year, and on account of the close prices upon the commodity, there was practically no possibility of recovering this amount from the customers.

The Lake St. John region of Quebec, is in a very prosperous condition just now, owing to activity in the ground wood business. This is one of the districts where log-cutting was actively pursued on a large scale all winter. Fortunately, also, the Price Brothers' paper mills, unlike some of the others, are running full time, and are booked up ahead.

## Secrets for Operating Bandsaws Efficiently

By L. R. Brown

Bandsaws, and what it means to care for them, is a problem that leads one into careful workmanship and careful thought. In thinking of the many things we have to look for at all times, the many intricate annoyances that always are present wherever they are in use; one can aptly compare the whole to the feat of walking a tight rope.

Equilibrium on an unstable centre, of course, is the trick in itself. But this equilibrium cannot be acquired, or maintained, or kept under any degree of control unless one is able to grasp a correct mental poise. If too much of the acrobat's attention is centered on a single feature of the trick, his negligence on the other conditions would make him all the more liable to lose his balance, than if he was able to divide his attention to cover the whole situation. The whole must be taken in at a glance, and this poise or that poise be taken, as the centre of equilibrium changes.

So in the matter of caring for bandsaws; the whole must be considered as a whole, continuously and cautiiously. If one centres too much energy in caring for the teeth without other precautions, the tension, or some other part of the work will soon become impaired. Too much rolling for tension without first looking to the levelled condition, invites trouble; and to spend all of the time in the filing room, without giving the proper care and attention to the necessary repairs on the machine, when conditions require it, is a considerable waste of energy; and the results will only be indifferent and unsatisfactory at the best.

To obtain the best possible results, all these things—and a hundred others—must all be observed at a glance, and be done at the proper time. A little too late, or a little too soon will not do; things done at exactly the right time are what count in keeping a force of bandsaws in a condition to hum a good lively tune at all times.

Neglect is a strong factor in a good saw-fitter's downfall; and diligence and careful workmanship are equally as strong factors in one's success. Diligence and activity of mind and thought are, first of all, essential to good results. The problems to be worked out, must first of all be located. And there are certain rules that apply to certain conditions that are helpful, but none are invincible.

One should not allow himself to get the idea that he has all there is that can be done laid down in a certain set of rules, and after getting them all memorized and down pat, that is all there is to it. There are no hard-and-fast rules that will apply to all saws in all cases. One must always be alert and on the lookout at all times for the places where "rule" methods are at fault, and ingeniously work out methods before things get to going wrong.

Of course, tension in all cases means the same thing, but the degree, or amount required must be determined after carefully considering the quality and quantity of work expected, and the nature of the stock to be sawed. Good straight cuts cannot be made with too much tension any better than they can with too low tension. The exact amount of tension is the problem in this case, and cannot be determined by any fixed rule. It must come from practical experience.

Too much swage will ruin the cutting qualities of an otherwise well-fitted saw. If one attempts to run a wide swage, that a low or medium tension will not support, he may try a very strong tension and find he has made some improvement; yet unless he knows where the danger line in that direction lies, he can very easily walk into serious trouble unless he knows where to stop.

If a 36 or 34 tension will not hold an 18 or 19 gauge resaw up to a straight line, something is wrong besides the tension. If a 44 or 42 tension will not hold up a 14 or 15 gauge log saw, it is of no use to go any farther in that direction. Something else is wrong. Not the tension.

If something is wrong with the machine,—perhaps it may only be that the sawyer is running the saw too much on the cross-line—and cracks begin to appear. It does not matter what tension is being used. Any change of tension will not result in any material good. More tension will only add to the dangers of more cracks; less tension will only make the saws run more poorly. Just have a little friendly talk with the sawyer, and if the sawyer is a good fellow, and you are just what you ought to be, there will be an end to the trouble then and there.

If one of the wheels are loose on the shaft, the same results may show up in the saws. And as in the above-mentioned case, a change in the tension, or anything you can do in the filing-room, will be worse than a waste of time. It will be only as the old saying goes, "adding insult to injury." Have the necessary repairs made, so the wheels will remain firm and tight on the shaft, and all the trouble will be over.

Improperly adjusted guides may cause cracks, or may cause the saws to make crooked cuts; yet it is worse than useless to attempt to fix the saws in the filing-room so it will make straight cuts under adverse conditions. It is much easier to fix the guides, and in fact, it is the only satisfactory way out of the trouble.

And so it is from start to finish, with the man who does the fitting for bandsaws. No matter if they are wide or narrow, thick or thin; and no matter if the difficulties are of slightly annoying, or perplexing nature—there is usually an easy, simple way to get out of the trouble, and usually the shorter method is the most effective and satisfactory.

All the "secrets" of the business are only those incidents of everyday occurrence, and no one could expect to be told by others so they would be able to use them effectively in their own work without exercising their own wits in the matter, for they would not apply to different cases with equally good results. And no one who thoroughly understands how complex those little incidents are, would ever attempt to apply them as fixed rules.—Berlin Quality.

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## Miscellaneous Trade Paragraphs

The Hastings Mill, Vancouver, B.C., is at present working overtime on several large contracts, including one for 4,500,000 feet of lumber for the new Government dock at the foot of Salisbury drive, Vancouver, and another for 3,000,000 feet to be used for street planking in Prince Rupert.

A recent report from Craigellachie, B.C., stated that an extensive forest fire had started in the Eagle River Valley, two miles west of Craigellachie. The woods were dry and a high wind spread the flames rapidly, until they became uncontrollable. The fires destroyed large quantities of cedar posts and much valuable timber. It is believed that the fire started from burning brush piles on settlers lands.

Indications of substantial improvement in trade conditions are reported by Mr. S. Huddleston, of the Mankin Lumber Company, with yards at Hall, B.C. Mr. Huddleston recently stated that his company expected very shortly to close a contract for 4,000,000 feet of white pine to be delivered in the United States. Of this order 2,000,000 feet is to be shipped within the next four months and the balance during the following four months. Mr. Huddleston also mentioned other important orders secured by his company as evidence of the fact that business conditions are improving.

From November 1st, 1914, to April 27th, 1915, the T. & N. O. Railway carried 72,000 cords of pulpwood, which is more than the total shipments for the whole of 1914. Mr. J. L. Englehart, chairman of the T. & N. O. Railway Commission stated that there were also 36,000 cords stacked and sold, and 19,000 cords stacked that would be sold and shipped a little later on.

The Ottawa Valley mills are now all in operation. Recent rains have greatly improved the driving conditions. This applies, it is reported, to a great deal of northern Ontario. Trade conditions in Ottawa are a little more active than in most parts of the province.

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## New Dominion Parks Regulations

By an Order-in-Council passed by the Dominion Government on April 30th, the regulations relating to the removal of timber from Dominion Parks, formerly in effect, have been rescinded and new ones substituted. The dues for cutting timber in Dominion Parks provided by the new Order-in-Council are as follows:—

The dues to be charged for dry wood shall be as follows:—

A. For timber, mining props, railway ties, posts and rails measuring:—

(1) Eleven (11) inches and over in diameter at the butt end, one-fifth cent (1-5) per lineal foot.

(2) Nine (9) to eleven (11) inches in diameter at the butt end, one-tenth (1-10) of a cent per lineal foot.

(3) Five (5) to nine (9) inches in diameter at the butt end, one-twentieth (1-20) of a cent per lineal foot.

(4) Under five (5) inches in diameter at the butt end, free, if piled separately and thus made available for inspection.

B. For cordwood, twelve and one-half (12½) cents per cord. Wood to be classed as cordwood must before removal be cut into lengths not more than four (4) feet.

The dues to be charged for green wood shall be as follows, payable on issue of the permit:

A. For timber, mining props, railway ties, posts and rails measuring:—

(1) Eleven (11) inches and over in diameter at the butt end, three-fifths of a cent (3/5c.) per lineal foot.

(2) Nine (9) to twelve (12) inches in diameter at the butt end, three-tenths of a cent (3/10c.) per lineal foot.

(3) Five (5) to nine (9) inches in diameter at the butt end, three twentieths of a cent (3/20c.) per lineal foot.

(4) Under five (5) inches in diameter at the butt end free, if piled separately and thus made available for inspection.

B. For cordwood, twenty-five cents (25c.) per cord. Wood to be classed as cordwood must before removal be cut into lengths not more than four (4) feet.

# WANTED & FOR SALE DEPARTMENT

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 15 cents per agate line (14 agate lines make one inch.) ($2.10 per inch) each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word net. Cash must accompany the order. Minimum charge 50 cents.

Advertisement must be received not later than the 10th and 26th of each month to insure insertion in the subsequent issue.

## Wanted–Lumber

### Wanted to Buy

Inch Cedar suitable for boats. Box 184, Canada Lumberman, Toronto. 9-12

### Basswood Wanted

No. 2 Common and Mill Cull. Winter cut preferred. Apply Firstbrook Brothers, Ltd., Toronto, Ont. 7-tf

### Wanted to Buy

Birch, Oak, Maple, Ash and Elm. Apply by letter, stating prices, thicknesses, lengths, average widths, quality, also name point of shipment, to Robert Cox & Company, Hope Building, Ottawa, Ont. 7-10

### Wanted – Rock Elm

250,000 to 350,000 feet of 10/4 No. 1 common and better, standard lengths, 6 ins. and wider. Will take the stock green or dry. Address American Lumber & Manufacturing Company, Pittsburg, Pa.

## For Sale–Lumber

### Lumber For Sale

200 Pieces 1 x 15 and up 22 ft. Cypress.
375 Pieces 1 x 15 and up 24 ft. Cypress.
Clear for boat building, in stock at Montreal.

GEO. C. GOODFELLOW,
c Montreal, Que.

### For Sale

PILING, any length in Spruce, Red, White and Jack Pine or Hardwood.
Telegraph Poles, Ties and Fence Posts. Square Cedar and Hemlock up to 12 in. x 12. Correspondence solicited.

ANGUS PRENTICE & SON,
189 Arthur Street,
9-14 Toronto, Ontario.

### FOR SALE

**Norway and Jack Pine—Mill Run**

| | |
|---|---|
| 1 x 4/5 x 10/16 ft. | 1,000,000 ft. |
| 1 x 6 | 500,000 ft. |
| 1 x 8 | 85,000 ft. |
| 1 x 10 | 14,000 ft. |
| 2 x 4 | 165,000 ft. |
| 2 x 6 | 220,000 ft. |
| 2 x 8 | 320,000 ft. |
| 2 x 10 | 218,000 ft. |
| 2 x 12 | 65,000 ft. |
| Norway Pine Culls | |
| 1 x 4 and up x 10/16 ft. | 1,500,000 ft. |

DEVON LUMBER CO.,
5t.f. Ottawa, Ont.

### For Sale

100,000 ft. hard maple lumber, 1-in. thick, 8 to 16 ft. long. Would sell mill run or selected. J. Finlay & Sons Company, Norwood, Ont. 10

### We Have a Full Stock

of Hardwood, Hemlock and White and Norway Pine Lumber, Norway and White Pine Piling, up to 60 ft. Keenan Bros., Limited, Owen Sound, Ont. 3t.f.

## For Sale–Machinery

### Woodworking Machinery For Sale

1 No. 51 Crescent universal woodworker; 2 24-in. planers and matchers; 3 12-in. buzz planers; 1 12-in. four-side moulder; 1 No. 802 Canada Machinery Corporation shaper; 5 30-in. Ideal pedestal bandsaws; 2 No. 619 Canada Machinery Corporation saw tables; 1 36-in. double drum sander; 1 20-in. American wood scraper.

H. W. PETRIE, LTD., Toronto.

### Rebuilt Veneer Machines

We have the following rebuilt veneer machines ready for immediate shipment.
1 Coe Lathe, 50-in. swing, 88-in. knife, 6-in. spindles.
1 Coe Lathe, 50-in. swing, 64-in. knife, 5-in. spindles.
1 Coe Lathe, 50-in. swing, 76-in. knife, 6-in. spindles.
1 Coe Lathe, 42-in. swing, 60-in. knife, 3⅜-in. spindles.
1 Coe 100-in. Power Clipper.
1 Coe 54-in. Power Clipper.
1 Coe Type A. Stamper.

These machines are decided bargains and carry the same guarantee as we give our new ones. Prices on application.

THE COE MFG. COMPANY,
Painesville, Ohio.

## Wanted–Machinery

### Wanted

A second-hand House or Koval Filing Machine in good repair. Address, Herron Brothers, Limited, McKinnon Building, Toronto. 10

## Wanted–Employment

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra.
**Minimum charge 25 cents**

Band and saw filer wants position. Strictly reliable, steady and up-to-date. Thoroughly dependable. Best references. Box 181, Canada Lumberman, Toronto. 8-11

Band Saw Filer wants Position. A1 reference; fifteen years' experience. State what you have in first letter. Address A. W. Woodward, 57 Kirkwood Street, Akron, Ohio. 9-12

I'm in a position to go on the road with a good responsible Wholesale Lumber firm, hardwood lumber, soliciting orders or shipping stock or manager of proper firm. Good oonduct; 30 years old; unmarried. Experience from stump to foreign markets. Best of references. Box 199, Canada Lumberman, Toronto. 10

Expert Band Saw Filer wants position. Fourteen years' experience on single and double cut saws. No proposition too large. Guarantee satisfaction in hard or soft woods. Strictly sober. A No. 1 reference. Address Saw Filer, P. O. Box 592, Memphis, Tenn., U.S.A. 6-10

WANTED—Position by experienced Band Sawyer. Sober. First-class reference. Address Frank Weston, P. O. Box 59, Odanah, Ashland County, Wis. 9-12

## Business Chances

WANTED practical man with some capital to take over an established wood-working business now manufacturing wood mantels with other special lines. Located in best town on Georgian Bay. Rare opportunity for live man. Box 186, Canada Lumberman, Toronto. 9-10

### Timber Limits For Sale

Can be quickly and profitably disposed of by advertising them on this page. This is where buyers of timber property look for opportunities to invest. If your "ad" is here the investor will see it. Canada Lumberman, Toronto, Ont. tf

### Sales Agents Wanted

Large U. S. firm making steel and wire prodncts wants sales agents in both Eastern and Western Canada. Lines include metal wheels and axles, farm wagons, tractor trucks, log and freight wagons, portable mountings for machinery, etc. Box 198, Canada Lumberman, Toronto. 9-10

### Lumber Business

For sale in Eastern Canada, a first-class lumber business in good running order, comprising over 200,000 acres license lands, sawmill with excellent loading facilities by deep water wharf. Principals or their soliritors only. Address Veray, Canada Lumberman, Toronto. 9-10

### WANTED

Salesmen selling supplies to Lumbermen and Contractors to handle as a side line Dr. J. M. Stewart's Veterinary Remedies, now being used by the greater number of Lumber Companies in Canada. Liberal commission.

PALMER MEDICAL CO., LTD.,
7-t.f. Windsor, Ont.

### FOR SALE

The Lumber Yard of the Estate of D. Dupuis, situated on St. James Street, Hull.

The property comprises a valuable block of land, having frontages of 254 feet on St. James Street, 221 feet on Leduc Street, 142 feet on Wellington Street, and 210 feet deep between St. James and Leduc Streets.

The yards are stocked with a large quantity of valuable lumber of all kinds.

The business is a good going concern, having a large trade, and was established in 1890. It can be purchased en bloc, or the lumber and rolling stock can be bought separately and the land rented.

The property is a valuable building site, suitable for subdivision into city lots, and is situated right in the heart of the business section of the city.

For particulars apply to P. H. Charron, 142 Champlain Ave., Hull. 7-10

## Miscellaneous

### Saw Mill Machinery For Sale

Sawmill near Sellwood, Ontario, daily capacity 60,000 feet. All machinery including:—Log Ladder, Bullwheel, Steam Kicker, Log Loader, Stationary Steam Nigger, 42-in. Steel Carriage, 10-in. Steam Feed, 8 ft. Double Cutting Bandmill, Cast Iron Lumber Table, 5-Saw Slab Slasher, 48-in. Big Champion Edger, Trimmer, Transfers to Edger and Trimmer Tables, Sorting Tables, etc. Also, Independent Lathmill, Filing Room Outfit and Power Plant complete. This machinery is of the latest design, practically new and in excellent condition. Offers will be accepted for all or any part of this machinery, where it stands or F.O.B. cars Sellwood.

The Waterous Engine Works Company,
22-t.f. Brantford, Canada.

### For Sale

Copies of "The Preservation of Structural Timber," by Howard F. Weiss. Published in 1915 by McGraw-Hill Book Company. 312 pages, illustrated. Price $3.00. Canada Lumberman, 347 Adelaide Street West, Toronto.

### Do You Want to Buy or Sell?

If you wish to purchase or dispose of a particular stock of lumber or logs, a mill property or timber limit, or some second-hand machinery, the CANADA LUMBERMAN AND WOODWORKER will bring quick returns. Use our "Wanted and For Sale Department."

## Why Belts Jump

Uncle Felix asks for some information in regard to a belt jumping, and whilst the data he gives are not very complete, yet I think I can possibly help him somewhat.

The immediate cause must be an irregular motion of the engine; that is, a change in the velocity during each half revolution. This may arise from one of two causes, to wit: a fly-wheel too light for the duty it is called on to perform, or a faulty setting of the slide-valve. Under such circumstances the speed of the engine will vary during each stroke of the piston, being at its greatest speed when the steam is exerting its greatest force on the crankpin, which will be, if the valve is properly set, when the crank is at an angle from 45 to 90 degrees in the first quarter of the revolution, the speed then falling slightly till the semi-revolution is nearly complete, when it rises again from a repetition of the cause. At these points of high speed the belt, being subject to a heavier strain, is slightly stretched, and released; these alternations of strain and release being repeated at regular intervals, are what cause the jumping complained of.

With regard to the swaying being greater at a speed of 145 revolutions than at 175 can be readily accounted for. A belt or cord under strain has a certain and invariable speed of vibration, dependent on the strain it is subject to, and the distance between the supports. Now suppose the time of vibration of the belt under discussion is 145 or 290 times a minute; in either case the impulses it will receive from the engine will keep time with its motions, and therefore will increase the same to the utmost limit. When, however, the engine is running at 175 revolutions, the impulses given to the belt by the irregular motion of the engine would not keep time with the swaying motion of the belt, and therefore, instead of increasing these motions, would interfere with and reduce them.

As an example of this result, I

remember well being on the forecastle of a large armor-clad ship on her trial trip. She was about as rigid as a ship could be made, but with the engines going at half speed the vibration was so great as to almost lift one off his feet; but when the speed of the engines was slightly increased the vibrations entirely stopped. At half speed the motion of the engines was keeping time with those of the ship, whilst the faster speed were not doing so, and in consequence destroyed by interference the ship's vibrations.

It is possible that the slide-valve of the engine in this case is not properly set. This is sometimes the case in stock engines. I have also heard of such a thing as an engineer, on leaving a place, do such a thing as to purposely destroy the setting of the valve, thinking to make trouble for his successor; in either case, this might account for an irregular motion of the engine, and, through that, for the swaying of the belt. If the cylinder is piped for an indicator, the best thing to do would be to get an indicator and take some cards; these would show exactly what is going on inside the cylinder, if there is a defective valve setting, and last, but not least, if you are getting good service from steam supplied to the engine.

If it is not possible to apply an indicator, the best thing to do would be to open the valve-chest and see to the setting of the valve. Any competent engineer could tell if any adjustment was necessary, and do what was required to regulate the working of the engine. I judge from what he says that the engine is an ordinary slide-valve style, not an automatic cut-off; in the latter case the adjustment of the valve is much more complicated, and would require the services of some one experienced in that type of engine.—Chas. A. H., in The Woodworker.

### Determining Tree Volume

Henry S. Graves, chief forester of the United States Forest Service, recently delivered an address before the Washington Academy of Science on the place of forestry among the natural sciences. His paper was very largely a brief statement of the scientific position of forestry, covering, therefore, well trodden ground. There was, however, one statement in the paper which does not appear as yet to have been given general circulation:

The common practice of determining the contents of trees either in board measure or in cubic feet is to measure a large number of trees of a given species in a given locality and apply the average figures to the trees of the same diameters and heights within that locality. Since there are, however, a great many species of trees in this country some of which have a very wide geographic range, this method necessarily involves the preparation of a large number of local volume tables and hence the measurement of hundreds of thousands of trees. The measurement of the taper of a large number of trees has shown that there are certain critical points along the stem of a tree the ratio between which expresses the form of the tree in a sufficiently accurate manner. It was found that trees having the same total height, the same diameter breast-high (4½ feet from the ground), and the same ratio between the diamter at half the height of the tree and the diameter breast-high, must invariably have the same cubic contents irrespective of the species of the trees or the region in which it grows. Thus whether it be a Scotch pine of northern Sweden, a yellow pine of Arizona, a mahogany of the tropics, or a scrubby birch of the Arctic Circle, the volume of the tree may be expressed by means of one simple relationship. The discovery of this very simple relation provides for the first time a basis for the construction of a universal volume table. The mathematician of the earlier period sought in vain to find a formula by which the cubic contents of a tree could be expressed. What the mathematician failed to develop by the deductive method, foresters have found by the inductive method. With a reliable table for converting cubic measure into board measure for trees of different sizes the universal volume table expressed in cubic feet could be translated into a universal table expressed in board feet, which is the measure peculiar to this country.

### Wrinkles in Wood Structure

Little diagonal streaks or wrinkles across the grain of a piece of timber not only betray weakness, but sometimes indicate periods of stress through which the wood passed when it was growing. They may even be taken as a sort of check on the official record of windstorms. The marks are then caused by what are called "compressed failures," which occur when the fibres bend or buckle under a too heavy strain.

In cutting up logs collected for experiments at the Forest Service Laboratory at Madison, Wis., it was noticed that these compression failures appeared on the north side of a number of trees which came from the same locality in Florida. By counting the annual rings of the wood, and from knowledge of the time when it was cut in the forest, it was decided that the compression failures must have been caused by a severe wind from the south about the year 1898. Inquiries were made in Florida and it was found that a hurricane had, in fact, swept over the region at that time.

Experiments show that the strength of a piece of wood may be seriously impaired by slight compression failures due to rough handling. Dropping a beam across a skid may cause a compression failure at the point where the beam strikes the skid, and it will be at this point that the beam gives way when it breaks under a strain too severe for the weakened fibres to withstand. Hitherto unaccountable breakage in hickory wagon-spokes and other presumably strong material are now attributed to compression failures caused by windstorms in the period of growth or by hard usage.

### Variable Speeds on a Sander

Very little is said about the advantage of having a sander with variable speeds of feed, but I want to call your attention to the fact that there is hardly a manufacturing plant that has any use for a sander, all of whose stock requires the same finish, says a correspondent of Berlin Quality. Some of it requires the very careful finish that is obtainable only with a slow feed, while a considerable part of it may be finished at much faster feeds. It is certainly a waste of time to sand all this stock at the same feed, so it is very desirable that the sander operator be able to vary his feeds with the class of stock upon which he is working, without having to change gears of pulleys.

It has been my experience in working in factories, where different makes of sanders were installed, that the operator of the machines requiring a change of pulleys or gears in order to change feeds, generally sands everything at the same speed; while the man who has a machine with feeds quickly changeable always takes advantage of them. It seems to me that this is a point very often overlooked by buyers of sanders; and as a practical man, I want to call their attention to their loss of time and money in not paying more attention to the matter.

It is possible with the machine I work with to save at least a third of the time spent in sanding by setting the speed of the sander according to the class of finish I am expected to secure. This not only amounts to considerable money in the course of a year, but the sanding here is never the point of delay in getting stock through the factory. We believe here that this feature alone has saved us the interest on the machine investment. Others would probably save that much or more.

### Gas From Wood-Waste

Writing from 47 Victoria Street, Westminster, London, England, E. Smith, in the Times Engineering Supplement, draws attention to the neglect of the utilization of wood-waste. He states that leaves, loppings, roots, chips and sawdust, and any kind of combustible refuse, will make gas for working gas-engines and supplying retorts and furnaces. Usually 2½ to 3 pounds of such refuse will develop 1 brake horse-power, which means that a ton will supply 100 brake horsepower a day.

Sawdust and wood-waste show good financial results when used for distillation purposes, and it also pays to use sawdust for the manufacture of oxalic acid, which at the present time commands a high price. He finds that the distillation of one ton of waste wood (common soft woods) yields 15 gallons of boiled tar, 4 gallons of wood oils, 6 hundred weight of charcoal, 5 gallons of wood-naphtha, and 1¼ hundredweight of acetate of lime.

### Heavy Inquiry for B. C. Lumber

It is currently reported that tenders have been asked by the French Government for about 250,000 standards of British Columbian wood, to be used in constructing 100,000 two-roomed houses in France. These houses are to be built at the expense of the Government for the use of people who have lost their houses and other property owing to the war. If British Columbia is successful in securing this order, the mills there would be kept busily employed for some time, but in view of the reported removal of the embargo on Swedish wood, the position is now somewhat altered, as it becomes more a matter of price instead of, as previously, being one of inability to secure adequate quantities of Baltic goods. For the latter, however, with restrictions removed, there will be a more than ample demand so soon as the actual situation is disclosed, but as yet there is no official declaration on the subject, unless the War Insurance Committee's readiness to accept risks is considered to be an equivalent.—Timber.

**TIMBER CRUISES**

Timber Estimates, Forest Surveys and Maps.

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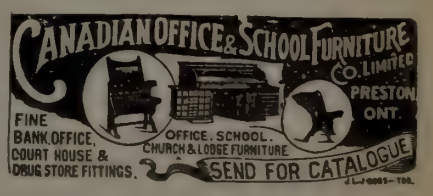
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# Review of Current Trade Conditions

### Ontario

During the past fortnight there has been a lull in the activity of the lumber trade throughout Ontario. Travellers who have covered the province report that the past fortnight has been the quietest period they have experienced since the beginning of the year. The only lines in which there is any activity worthy of notice are spruce and lath. Spruce continues strong on account of the fact that very little of this class of wood is being sent into Ontario from the east. Practically all of the spruce deals produced in the Maritime Provinces have been contracted for to be exported to Great Britain, and the small amount that is coming to Ontario is held at good prices. Owners are not finding any trouble in selling spruce in desirable lengths. Stocks of lath are scarce and prices continue strong. Owners of lath are also able to sell their holdings readily.

The only places where travellers during the past two weeks have reported any activity are in the small towns dependent upon the farmers for the demand. The larger towns and manufacturing centres are very quiet. In the small towns even, the amount of trade is limited. Generally it has been going to the man who was fortunate enough to be on the spot when the stock was needed. No change of any importance is reported in connection with the hardwood trade. Prices continue steady, but the actual volume of trade is light.

### Eastern Canada

Reports from Montreal indicate that there is a fair volume of trade but that it cannot by any means be described as good. The most encouraging situation is that in connection with the demand from the United States, where Montreal firms have recently found a good demand. Orders aggregating 2,500,000 feet of spruce have been received by one Montreal firm for shipment to the United States during the past six weeks. Prices of spruce are firm, having been influenced by the good demand from the United Kingdom. Quite a number of Montreal factories have been kept busy on orders for ammunition boxes. This is using up considerable quantities of stock. The trade in sash and doors, however, shows a falling off. In connection with the export trade there is a good demand, but the difficulty in securing space for shipments continues and makes the trade quite uncertain. Recent freight rates are about 100s. per standard for Liverpool and 120s. for Glasgow. Sales of stock for shipment to Great Britain have been extensive and it is greatly to be hoped that more vessels will be available as the season advances. The outlook in connection with the market for ground wood is better. Enquiries from United States mills are commencing to appear. Prices are being well maintained.

A slightly easier tone is reported in the eastern spruce market at Boston, on account largely of the fact that more mills are now sawing than a short time ago. Most manufacturers are still quoting $24.50 to $25 less commission to the wholesale trade for railroad shipments of frames 8-in. and under, but good retail buyers are getting their stocks at $24 to $24.50, Boston rate. It is generally thought, however, that this is only a temporary easing off and that within another month spruce will be firm at a $25 base. The demand for random spruce is improving. The hemlock trade at Boston continues slow. Very little hemlock dimension is moving. Most manufacturers are holding their stocks in the expectation of better prices in the near future.

### United States

There has been a fairly general, although slight improvement in the lumber business in the United States during the past fortnight. The demand has shown some expansion and prices are possibly a shade firmer. Strength has been contributed by a better demand for building purposes, for car and railroad material and for wood consuming manufacturers. It is reported that freight shipments and passenger travel on the railroads have both increased during the past fortnight. There is a splendid outlook for the winter wheat crop which is also helping the general business situation. In many of the larger cities the opening of spring has improved the demand for building materials. Improvement is reported in connection with yellow pine. Prices are fairly steady with a good demand for nearly all sizes and grades.

In the northern pine trade some improvement is reported, although the retail trade has not reached its regular spring volume. There is a better factory demand at Minneapolis and it is reported that there is plenty of trade in sight for the country yards. Prices are holding firm. Conditions are improving in the Saginaw Valley. A little improvement is reported in the hemlock trade which is said to be feeling the benefit of the spring building activity. Prices are steady and it is reported that stocks at producing points are reduced. A number of manufacturers are coming to the conclusion that a good season for hemlock may be expected. This opinion is heard frequently in Wisconsin and Pennsylvania.

Gradual, but slow improvement is reported in the hardwood trade. Much caution is still displayed, however, in purchasing ahead of current requirements. The price situation is showing signs of firmness. Plain and quartered oak in both red and white are in fair demand. There is a steady improvement in ash and hickory. In the northern trade the situation is better than it has been for several months, as manufacturers curtailed extensively during the past logging season.

### Great Britain

The London market has not been quite so active during the past fortnight, although deliveries at the docks continue to show increases over those of last year. Forward purchases are reported from all the usual sources of supply. There seems to be no prospect of any weakening in present values as the spot stock at London is light and there is little likelihood of new goods coming in at much of a reduction. Buyers, however, are adopting a waiting policy, which is nothing to be surprised about. They will just purchase what they need and pay the current price. Deliveries at London docks during the week ending April 17th amounted to 3,659 standards as compared with 2,239 standards during the corresponding week of last year. At Foy Morgan & Company's recent auction sale 3 x 11 second Montreal "yellow pine" sold at £29 and shorter lengths at £28 5s.

There is no alteration to report in the general trade situation at Liverpool. The demand is still spotty. Importations of spruce deals from New Brunswick and Nova Scotia have been "sold to arrive" to the usual importers. These goods are being despatched up country as rapidly as the railroads can handle them. Prices on deals from St. John and Halifax "to arrive" are unchanged. The uncertainty of tonnage makes it very difficult to complete contracts for future delivery. No change is reported in the market for Canadian pine deals. Most of the stocks on hand at Liverpool are held by the two leading houses in this branch of the trade who are selling them only when they can secure good prices, because they could not replace them at what they cost, for next season. Owing to the scarcity of large sized pitch pine logs, the spot stocks of Columbian pine have been greatly reduced of late. Fresh arrivals of Columbian pine are costing more money than existing stocks have been sold for.

The trade at Manchester is rather quiet, partly on account of high prices and partly on account of high freight rates. Spruce deals are going forward, but the prices are very high. Birch continues strong. Holders of dry birch boards and logs have raised their prices considerably. Birch logs are now valued at 21d. over the inch, thus 17-in. wood is worth 3s. 2d. per cubic foot. Similar quality was sold not many years ago in 17-in. logs at 1s. 5d. per cubic foot. The difference is largely the effect of the freight rate of 160s. per standard to Manchester. Dry birch is valued at 5s. per cubic foot. Pine deals and boards are also firm. Third quality Quebec deals 11 in. x 3 in., are valued at £15 per standard with 4ths at £12 f.o.b. Montreal.

Reports from Glasgow state that the opening of the Montreal shipping season should find a good market for pine deals as very heavy selling is reported recently on the part of a few merchants holding good stocks. The deals are wanted for immediate consumption.

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The University of Wisconsin extension division announces a correspondence-study course on the subject of lumber and its uses. The course has been prepared by one of the best authorities in the country and is planned especially for lumber dealers, contractors, carpenters, salesmen and others whose work relates to nature's great building materials. Topics included in the course will deal with the structure of wood, paints and stains, physical properties, standard grades and sizes, structural timbers, seasoning and preservation, lumber prices, cost of wood construction, specific uses of wood and the selection of materials.

While lumber is one of our most important natural resources, and one which requires more special information in its use than probably any other material, yet there has been available, in form of systematic instruction, less information on this subject than on any other material of anywhere near equal importance. But little effort has been put forth to save those who deal with the use of wood from acquiring their information by the slow, and ofttimes bitter, lessons of experience.

View of Mills in Sarnia.

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# Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

### Ottawa Trade Fairly Active

Ottawa, May 7; (Special to the Canada Lumberman-:—All the sawmills in the Ottawa Valley are now operating. Though the water in the Ottawa and its tributaries is not as high as the average at this time of the year, compared with other years, excepting last year, there is enough to keep the logs on the move. It was reported that the water was so low in the Coulougne and Gatineau Rivers that big drives of logs were held up. This report, however, is denied. Given an average rainfall during the summer months local lumbermen say that they are not likely to be so badly handicapped by lack of water as they were last year, which was a record dry season.

In spite of all the conditions that are militating against business conditions arising out of the war, trade in this district is not so bad; in fact it is fairly good, taking everything into consideration. The export business is, of course, confronted with much difficulty, due to the presence of so few boats in the Trans-Atlantic trade compared with the number in times of peace, and the dangers attendant on shipping, from German submarines and mines near and in British waters. Most of the boats that were formerly in the Canadian service are now under the control of the Admiralty and the boats that are not, are required for the transportation of war materials and troops from Canada.

The sash and door factory of the Pembroke Lumber Company was completely destroyed by fire in the early hours of Tuesday morning last. The loss is estimated at $75,000, which is covered by insurance. It has not yet been definitely determined what was the cause of the fire.

Local building is likely to be handicapped by a strike of the bricklayers and masons. Their agreement with their employers expired on April 30th.

The will of the late Captain John L. Murphy, well known to lumbermen throughout the Ottawa district, who died in Riverside, California, about one month ago, was filed for probate here this week. He left an estate valued at $329,984. Of this amount $261,753 was in bank stocks, $36,010 in bonds and debentures; real estate in Ottawa and California, $29,600, and the balance in other miscellaneous assets. He left $2,000 to St. Patrick's Orphan Asylum, Ottawa, and the rest of the estate to his widow and several relatives.

Lumbermen will be affected by the reversed decision of the Dominion Government respecting the war stamps on American and other foreign cheques, drafts, bills of exchange, etc., issued outside of Canada and payable in this country. The government at first ruled that such bank paper need not have a war tax stamp attached when presented for payment, but has just reversed that ruling.

### Quiet Trade at Montreal

Montreal, May 8th (Special to the Canada Lumberman):—Conditions in the lumber market have not undergone any marked change. Business cannot be described as good, but at the same time there is a fair volume of orders. The one bright spot is the trade with the United States, some excellent business having recently been placed with local firms. Within the last six weeks one firm has received orders aggregating over two and a half million feet of spruce. Prices are being maintained at a satisfactory level, and heavy sales of spruce for United Kingdom having a material influence in this direction. The prices obtained for this description of lumber were higher than last season, and in turn this has tended to strengthen the local market.

Orders for ammunition boxes continue to be placed here, and are keeping some of the factories very busy. The business in sash and doors has slackened. Building permits for last month were unexpectedly large, but again show a decline as compared with those of last year. They were valued at $975,891, a falling off of $1,230,079. For the four months the total was $1,865,827, or a decrease of $2,195,336.

The export season has not commenced very auspiciously. Only a small amount of lumber has been shipped, owing to the scarcity of space. The steamship companies now decline to book space ahead, and shippers have to take whatever room they can secure. The space available is a very uncertain quantity, while prices rule high, with an upward tendency. About 100s. per standard for Liverpool and 120s. for Glasgow have been paid. There is a probability that as the season advances more vessels will be put on, but the sales for the other side have been very heavy, and shippers are anxious to obtain every inch of room they can get.

A correspondent at Three Rivers reports that the St. Maurice River has risen considerably, and that log driving has been greatly facilitated by recent rains.

All indications point to a better demand for ground wood in the immediate future. The stream on which are situated American ground wood mills have now reached a point where they will commence to recede, and already there are inquiries as to contracts with Canadian mills. The latter could easily handle more orders, but there is no disposition to reduce prices in order to dispose of present stocks.

The imports of sulphite from Europe into the United States have materially decreased of late, and with the present compartively small stock, the outlook is for higher quotations.

### North Shore Drives Needing Rain

Thessalon, Ont., May 7th; (Special to the Canada Lumberman-:—This spring, so far, has been the most unfavorable for driving in the history of Algoma. The snow went away gradually and we have had no rains so far, although, notwithstanding the low water the drives have made good progress. Unless we get considerable rains from this out, however, the drives on the upper waters will not come out this season. This will be a serious loss, not only to the lumbermen, but also to the different towns along the shore which are dependent upon the mills for their existence. However, the season is still young and we may have a great deal of moisture yet this month. River drivers are very plentiful this spring, and wages on the rivers are not quite so high as formerly. Today has every appearance of rain and should we have a wet turn for a few weeks everything will come out, as the lumbermen have a good organization, with large crews of drivers on the ground, and are well equipped with alligators and everything necessary, when the rain comes, to take advantage of whatever may be to their benefit.

### Barbados Market Report

S. P. Musson, Son & Company, Barbados, report under date of April 17th, as follows:—Lumberstuffs.—White Pine—There have been no arrivals during the fortnight, and there is no enquiry at the moment for Merchantable quality, but receipts of good Second quality would do well. Spruce—No arrivals to report. The market is very heavily stocked, and there is absolutely no enquiry for either Shippers or Seconds. Shingles—Dealers are supplied, and stocks of all descriptions are ample for present requirements. Shooks—No receipts. Wood Hoope—We note the arrival of 500 bdls. by Steamer from London for dealer's account.

### Annual Meeting of the Joseph Dixon Crucible Company

The Annual Meeting of the Stockholders of the Joseph Dixon Crucible Company, was held at the company's office in Jersey City on April 19th, 1915. A large number of stockholders were present who expressed their satisfaction with the present management and re-elected the former Board of Directors for the ensuing year. The vote recorded was the largest ever represented at an annual election—19,519 shares out of a possible 20,000.

The following are the Directors elected: George T. Smith, Robert E. Jennings, George E. Long, E. L. Young, William G. Bumsted, J. H. Schermerhorn, Harry Dailey. The officers elected by the Board of Directors are: President, George T. Smith; Vice-President, George E. Long; Treasurer, J. H. Schermerhorn; Secretary, Harry Dailey; Asst. Secretary and Asst. Treasurer, Albert Norris.

### Machinery Firm Reports Good Business

Messrs. P. Payette & Company, of Penetanguishene, Ont., manufacturers of saw mill machinery, report business as having been exceptionally good the last couple of months. They have been keeping their factory running on full time all along to keep up with their orders. A number of installations have been put in by the firm this spring, among them being a new steel carriage of 44 inch opening at Manley Chew's mills at Midland, equipped with Payette's Frictional Grip Set Works, and patent mill dogs; a Payette lath mill and bolter in Graves Bigwood & Company's mill at Byng Inlet; a lath mill and bolter in Foley Bros.' mill at Scott, Ark., and two lath machines for the new Spanish Mills Company's mill at Cutler, Ont.

B. Gonnason, of the Leman Gonnason Lumber Company, Victoria, B.C., was recently in California.

# Getting Acquainted

Is somewhat of a problem, at times, occasionally decidedly unpleasant You have probably found it so in both your buying and selling experience.

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If you would help your business grow, handle better stock than the other fellow, your customers talk it over, if pleased, they build your business—if not pleased, they tear it down. Be jealously careful of your strongest advertising medium.

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# Fancy Woods and Veneers

THEIR ORIGIN, VALUE AND USE—COMMENT AND VIEWS ON AN IMPORTANT BRANCH OF THE TRADE.

## Proper Finishes for Walnut

Manufacturers of furniture who are putting out designs in American walnut are studying closely the trend of fashion with reference to the character of finish to be applied. In fact, one of the main features of the recent furniture shows was the attention given by the furniture concerns to the desire of buyers in this respect, and to the difference between the finish used in their own factories and in those of their competitors.

It seems that the consensus of opinion on the part of both manufacturers and dealers is in favour of dark-brown. Light-brown was shown to some extent, but did not seem to get the attention of the buyers. And while there were a few concerns which seemed to have gone out of their way in an effort to find some unusual method of finishing American walnut, putting it out in a grey cast, which was certainly not characteristic, no matter how attractive it might have been considered, this treatment was the exception and not the rule.

The thing which manufacturers who are using walnut should remember in this connection is that people who are going into the retail stores and buying American walnut furniture are being guided largely by their recollections of the furniture which was in vogue twenty-five or thirty years ago. Of course, they expect to see the monstrosities of that period, as far as design is concerned, replaced by the chaste design which have now been brought out by the manufacturers; and instead of seeing a finish which distorted the beauty of the wood, and was heavy and shiny, they have been taught to look for the dull, soft finishes which have been characteristic of good furniture for a number of years.

But as far as colour is concerned, they are looking for browns. American walnut is being exploited as a brown wood, and it is brown, wear and use bringing out this shade to a greater extent than might be thought, looking at the wood fresh-cut. Consequently, the manufacturer who finishes it brown is simply following the natural tendencies, and is also following the line of least resistance. He is finishing his furniture the way the public expects it to be finished, which means the way it is going to sell most readily.

As pointed out above, some manufacturers seem to have attempted to make a garish display of walnut, by finishing it in such a way as to develop contrasts of figure, and developing yellowish tones which suggest figured gum or Circassian walnut. These effects may please some people, but they are not characteristic of American walnut, and do not seem to have much claim on the sentiment or fancy of a public which is associating the product of to-day with the usages of the nineteenth century.

Walnut consumers should study the question of finish very closely, because this will affect the success of their lines more than they may have thought.—"Veneers."

## The Prospect of Walnut Supply

The prominence which black walnut has lately attained has caused inquiries concerning supplies to meet present and future demand. There has not yet been any trouble in meeting demand as it has come; but persons who expect the call for this wood to increase in the future have been looking ahead to discover whether a larger demand could be met.

No one knows just how much standing walnut of merchantable size and grade there is in the United States. It is certain that this tree is much scarcer than it once was, though it is not certain that it is becoming scarcer from year to year, but such is probably the case. The tree is not marketable until it has attained considerable age, because its value lies in heartwood and this is poorly developed in trunks which have not a good many years to their credit. For that reason young walnuts of rapid growth are not an immediate asset, though size may be satisfactory.

Black walnut's natural range embraces not less than 600,000 square miles, from New York to Texas. The annual drain upon it is usually placed at 50,000,000 feet, including lumber, veneer, and export stuff; but it is difficult to show this by itemized figures, because it cannot be ascertained how much walnut is counted twice in reaching the fifty million total. The Forest Service was able to find only 23,988,346 feet of black walnut a year used for manufacturing purposes in the United States. This included veneer as well as lumber, but did not include any lumber used in its rough form. It is certain that not much is used as rough lumber.

Black walnut was once an absolutely wild tree, confined wholly to forests, but its habits underwent a modification as the country became settled. It was one of a few trees which showed a disposition to become domesticated. As fields replaced woods, the walnut became more and more conspicuous in the open ground, along fence rows; in the corners of pastures, and even in door yards. Some were wild trees left standing when the thickets were cleared, others were planted on purpose or by chance. The nuts which the tree bears have always been esteemed, and have been the saving grace in many instances which preserved it when forest associates of other species were destroyed.

A radical change in rate of growth occurs when the black walnut emerges from forest conditions and takes its place in open ground. When shaded and crowded, its rate is slow, and forest-grown trunks of large size are usually very old; but in the full light of open ground, where the roots are permitted to spread freely through good soil, the growth is rapid and trunks quickly increase to large size.

During early life, however, the tree in the open does not increase in value proportionately as it grows in diameter, because heartwood forms slowly, and the "sudden sawlog" of black walnut is apt to be principally sapwood which, on account of its white color, is not valued highly by the woodworking factory. Years are required to change the sapwood into heart, and when the transformation has finally occurred, the pasture field walnut is as valuable as that grown in the wilderness, except that it may be shorter of trunk, and that may be compensated for by more desirable figure.

Apparently no statistics are available which give the quantity of plasted black walnut now growing in this country. The acreage is considerable and is dispersed through several states, some of which are not included in this tree's natural habitat. In California, for example, the tree grows rapidly in situations where the soil is sufficiently damp; but the nuts are so valuable, and the trees produce such abundant crops, that no one cuts the groves for lumber, and the grain, color, and figure of the wood have not been described in reports.

As the walnut becomes more domestic and less a product of the wild forest, it is not improbable that the desire to save it for its nuts will become a powerful factor in reducing the supply of walnut lumber. The fruit will be worth more than the saw-logs which may be cut from the trunk. Apparently, age sets no limit on the productiveness of the walnut tree. Of course, a time comes in the existence of all trees when they must cease their activities; and at that period the domestic black walnut may be expected to go to the sawmill. It should not be expected, however, that young walnut trees, with little heart and much sap, will be cut in large quantities, because it will not be profitable to do so. The black walnut is a tree which depends largely upon age for the value of its wood. Rapidity of growth, though in itself a desirable asset, cannot wholly take the place of the value due to age.—Hardwood Record.

## Where Veneers Are Used

The relative quantities of veneer used by various industries are not shown in available statistics. The total annual production of all thickness in the United States is known, and the various thicknesses are segregated in a way to determine how much of each is produced. The amounts cut from various woods are tabulated, and there are separate figures for rotary cut, and sliced, and sawed. Beyond these points the records do not go.

The person who undertakes to state how much veneer goes to this industry or to that must indulge in guessing, but it is possible to secure much information so that the guesses may be brought within the range of probabilities. It is very commonly believed that furniture manufacturers are the largest users of veneers, and after that, according to popular opinion, come the musical instrument makers and the industry known as fixtures. The most common articles grouped in the fixture industry are store and bank counters, office partitions, and saloon bars. The total annual demand for wood in making furniture, including chairs, totals 1,250,000,000 feet, board measure, in the United States. Musical instruments call for 260,000,000 feet, and fixtures account for 187,000,000 feet. In making the articles included in the foregoing classes, there is no fixed ratio between the use of lumber and of veneer. It is certain that veneer lacks much of constituting one-fourth of all wood reported for these three industries, but it is not possible to quote exact figures to show it.

There is little question that those who have given credit to furniture, fixtures, and musical instruments for the largest use of wood veneer, have overlooked the most important of all—the box. The combined use of wood by makers of musical instruments, fixtures, and furniture scarcely amounts to one-third of the demand by box makers. In the manufacture of shipping boxes, veneer is employed

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in large quantities. Some of the small shipping containers which are made in enormous numbers, are wholly veneer, while many large shipping cases have veneer sides, tops, and bottoms, with reinforced corners. In boxes of that kind, the veneer is usually three ply. The wire-bound box, which is principally of veneer, is in much use.

Just how thick a sheet of wood must be to pass out of the veneer class and become lumber, may be subject of controversy. When the government compiles statistics it classes as veneer all lumber five-sixteenths of an inch in thickness and under. More veneer is of three-sixteenths inch thickness than of any other dimension, if all be reduced to a board-foot or a log measurement. About one-fifth of all veneer cut in the United States is of that thickness. If calculated by superficial measure, veneer one-sixteenth inch thick exceeds every other dimension.—Hardwood Record.

## Filing Band Saws for Hardwoods

There is just as much difference in filing band saws for mixed hardwoods and for soft woods as there is between night and day. The outputs of a day's sawing of hardwood and of soft woods are so divergent as to quantity as to be scarcely believable to one without experience in that line. When a mill equipped with a band and re-saw has sawed for five or six years in soft wood and then is run on hardwoods for three or four years, and on about a dozen different kinds every day, it is possible to begin to judge the difference in the outputs of the two types of wood. A band saw filer will then fully realize how much more difficult his work is and will be confronted with the fact that the output of a day's cut is anywhere from twenty-five to thirty per cent. less in hardwood than in soft wood.

Comparing saw practice or fitting in soft wood with that of hardwood a radical difference will be found in the fitting, the shape of the teeth and the bench work, and the mill must be in perfect condition to get the best results. Suppose a mill saws hemlock or spruce; all the equipment is supposed to be in proper order, but yet the finer points are not as essential to get good results as when sawing hardwoods. Mills that cut hemlock and spruce are sawing material that is used mostly in the rough. If it is a little snaky or if some pieces are not just the standard thickness, they will go on the market just the same, but in hardwood it is a different proposition altogether. In that case stock is cut for furniture factories and all kinds of fine woodworking establishments, and in every case the demand calls for perfectly sawed lumber. A furniture factory can come nearer making a No. 1 cut of a No. 2 common than it can to making a crooked board straight. It is not only that that decreases the cut of a hardwood mill, it is the getting the best out of logs that keeps hardwood lumbermen in business, and when good sawyers make good grades, logs must be handled three or four times more than when sawing soft wood, so it can easily be seen why the cut falls off so much changing from soft wood to hardwood. The question might be asked "if the cut decreases so much why is the filing of the saws more difficult?" That is the result of handling many different kinds of wood. Most hardwood mills cut red and white oak, sugar and soft maple, chestnut, basswood, poplar, cucumber, buckeye, birch, beech, and ash with a small per cent. of wild cherry which makes thirteen—surely enough to make a filer sometimes think it is an unlucky number. The difficult thing is to so fit a saw that it will stand up to the requirements of so many grains and degrees of hardness and do equally good work in each. I believe that basswood should be sawed by itself because it is almost impossible to saw if mixed with sugar maple, ash or oak, owing to its fibrous nature which requires more swage on saws.

As I have said before, in the fitting of saws for hardwood there are several essentials to first class work, as follows: The right hook and pitch of teeth, the right throat room, the right tension, the right fitting of cutting points, the absolute accuracy of the back, the proper condition and speed of the mill, and more important, the proper swage. When a mill starts to saw hardwood it should be repaired thoroughly; all gearings and bearings should work snug. Especially is it necessary to have the band wheels ground more frequently than in soft wood as more or less dust gets on the wheels, the logs are more gritty, the wood is much harder, causing more strain on the saws and naturally the edges of the wheels wear much sooner. The carriage should be kept in first class condition. Should it have a little play, seemingly not enough to hurt in soft wood, or should the set works have a little lost motion—even 1/32 of an inch—it will cause lots of trouble sawing high-grade hardwood. The carriage track requires more attention, the tremendous weight of sugar maple, ash or oak falling on the head blocks while handling the logs so much oftener with the nigger, causes it to get out of level and out of line so much more quickly. Another very noticeable defect often found is that in cutting the last cut of a log the board dogs are not in good enough holding and working order to prevent the two or four inch cast from springing. As a result there are often dozens of thick or thin boards in a day's cut.

The speed of the mill very frequently has much to do in making crooked lumber. Some millmen think if they speed a mill up like lightning it ought to go through the cut of a log like lightning. A mill with a speed of ten or eleven thousand feet per minute in soft wood does the work nicely, but to try that speed in hardwood without changing the spacing of the teeth in the saws means so many miscuts in a day and so many saws that the mill could not be run successfully. About eight or nine thousand feet is the best speed. With speed conditions satisfactory and a good sawyer the mill will do up-to-date work provided the saws are put up in good shape.

When fitting saws for hardwood it is very important to give the teeth more attention. A little less hook should be carried. If the filer is accustomed to extreme hook in soft wood it should be about one-fifth less in hardwood. By pitch I mean back of teeth—they should be lowered so as to have more clearance on back of teeth in sawing some hardwoods. Pitch is liable to gather on a high back tooth and cause it to snake. The depth of the tooth should be full 5/8 of an inch in frozen timber and about 1/16 more when the timber is not frozen. A nice round throat such as common sense dictates is very essential to assist in throwing the sawdust out easily.

The bench work on the saw requires the finest kind of work in hardwood or else "bull heads" and "snaky" lumber will result. It is necessary to look over the saws every day. Hardwood sawing requires more tension along the edges of the blade and it seems impossible to level them too much. All small lumps should be removed because the more level a saw is the smaller a swage can be run and the less chance of the saw getting hot. The back of the saw must be kept in such a condition that it fits the back gauge the whole length of saw without any variations whatever. Too much oscillating is not beneficial to saws in any kind of wood as it seems to throw them out of balance, especially as they enter the cut on large logs. A saw that oscillates also has a tendency to cause band wheel boxes to run warm. It is a good idea to run the back of the saw with a crown of about 1/64 or 1/32 of an inch in five feet. That makes the tooth edge the tightest. When the strain is on the saw in hardwood, very often the tooth edge gets warm, in which case the steel expands and if the saw is run without a crown or with a straight back, it makes the tooth edge the longest and therefore not tight on the cutting edge. The result is the saw snakes very easily.

The most important question is the amount of swage a filer runs on his saws. If an estimate could be made of the amount of timber that is cut into sawdust by excessive swaging, it would be astonishing. However, I believe most filers are trying to do justice in that respect. In some cases millmen are constantly causing trouble and making bad lumber by forcing their filers to run saws with not sufficient swage; but filing saws in hardwood in clean logs on a seven and eight gauge swage on fourteen saws is entirely too much. Some filers swage a saw every three or four runs. Of course, that saves work but not lumber. The best and most economical plan is to swage light and often—to make lumber—not sawdust. It requires a few more emery wheels and is a little harder on filing room machinery but the cost of that is small compared to the amount of lumber saved. In sawing gritty logs a nine gauge light is plenty of swage. If the logs are clean nine gauge tight is sufficient. If all these things are adhered to a sawmill is sawing hardwood at its highest efficiency.—H. J. K., in The Hardwood Record.

## Empire Lumber Company's Plans

Wm. G. Moore, president of the Empire Lumber Company, and Geo. D. Bouton, managing director, both of Philadelphia, Pa., recently visited Victoria, B.C. The Empire Lumber Company are planning to build up a large trade in British Columbia fir on the Atlantic Seaboard. In an interview Mr. Bouton said that he hoped to work up a business of from 100,000,000 to 200,000,000 feet annually. The value of British Columbia fir was coming to be better appreciated on the Atlantic Coast and he expected that it would displace other woods to a considerable extent for interior and exterior finish. Following up this belief the company is preparing to increase its logging capacity from 50,000,000 feet to 80,000,000 feet per year on its limits around Cowichan Lake.

Discussing the company's plans for manufacturing operations, Mr. Bouton said that at Crofton they believed that they had one of the best sites for a mill that could be found. At present, however they have not decided whether they will take over some of the coast mills or construct a plant of their own. It is the definite intention of the company to manufacture lumber on its own account and one of the objects of the visit of Messrs. Moore and Bouton was to settle this point. In the meantime the company is taking full advantage of its arrangement to cut on Genoa Bay. In addition to the 6,000,000 feet a year required for the Toronto Harbor works, the Genoa Bay mill will maintain its export trade as extensively as the market warrants.

# Lumber and Pulp Men

You will save money in placing your orders now for your requirements for 1915 and 1916 operations. As you are aware there has been an advance in all Raw Materials equal to about 7½ % to cover War Tax. We are still in position to give you the same prices offered on January 1st.

***Generous Sizes and Prompt Shipments***
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Mackinaw Long Pants, Mackinaw Knickers, Heavy Tweed Pants and Knickers, Mackinaw Coats in Black and Fancy Colors, Mackinaw and Tweed Shirts, Kersey Shirts, Pure Wool Underwear, Pure Wool Socks and Sweaters, also all Wool Grey Blankets.

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# EDGINGS

## Ontario

The Canadian Woodenware Company, Limited, Toronto, has been incorporated.

The Beaver Fibre Board Company, Thorold, Ont., sustained a loss by fire amounting to $18,000, on May 11th.

Geo. Rivers, Akrona, Ont., is contemplating the erection of a basket factory to cost $6,000 at Strathroy, Ont.

J. W. Short, Kenora, Ont., will operate his mill during part of the present summer on an output of lumber, lath and ties.

Over 500 men are employed at the Shevlin Clarke plant at Fort Frances, Ont., which recently commenced operations, and is running day and night.

A fire recently occurred at Henry S. Shaw's sawmill and planing mill at Tweedside, Ont. The loss is estimated at $3,000. There was no insurance.

The Pembroke Lumber Company, Pembroke, Ont., recently lost its sash and door factory by fire. The loss is estimated at $75,000 which is covered by insurance.

The partnership between Geo. Louks and John Florn, who carried on a lumber business at Simcoe, Ont., and Hamilton, Ont., has been dissolved by mutual consent.

The Bryan Manufacturing Company, Collingwood, Ont., whose plant was recently destroyed by fire report that they have not yet made any plans in regard to rebuilding.

The sawmill belonging to the Wallace Sawmill Company at Mt. Brydges, Ont., was recently destroyed by fire. The loss amounted to $7,000. The company contemplate rebuilding and purchasing new machinery.

The Victoria Harbor Lumber Company, Victoria Harbor, Ont., are operating only two of their three mills this season. Mill No. 1, the timber mill, and mill No. 2, are both operating. Mill No. 3, one of the saw mills, is idle.

Wm. Milne & Son's sawmill at North Bay, Ont., started operations during the last week in April. It is expected that the mill itself will have a large output this year. The shingle mill was also put in shape for a good season's cut.

The Columbia Lumber & Handle Company, Limited, has been incorporated with head office at London, Ont., and capital stock of $100,000. The incorporators include F. G. Rumball, John Stevely and W. H. Braddon, all of Toronto.

Capt. E. F. Kendall, Kenora, Ont., is installing a lath machine in his tie mill at Norman and will cut into lath a large number of cull ties which have been accumulating during the past two years. Capt. Kendall will also cut some lumber and ties.

The planing mill operated by Richard Smith & Sons at Niagara Falls, Ont., was destroyed by fire on May 9th. The damage amounted to $25,000. The entire stock of lumber was also destroyed and the machinery is reported to be a total loss.

The Commissioner of Works for Toronto, Mr. R. C. Harris, is receiving tenders for cedar ties for Lansdowne Avenue, extension to the civic railway. Tenders will close on May 25th. Specifications may be seen at the office of the Works Department, City Hall, Toronto.

The Rathbun Company, Deseronto, Ont., report that the Rathbun Match Company, Limited, which was recently incorporated have not as yet commenced operations. The company propose to operate at Deseronto and elsewhere, commencing when they consider conditions suitable. The capital stock fo the company is $125,000.

C. Weiler & Son, Formosa, Ont., recently suffered a loss by fire at their sawmill. The firm advise us that their cooperage and hand sleigh departments were completely destroyed, together with a large quantity o cooperage stock and machinery. The sawmill, lumber and shingle yards were saved. The insurance amounts to $4,000 which wilyl only cover part of the loss. The firm have not yet decided in regard to rebuilding.

The Pigeon River Lumber Company, Limited, has been incorporated with head office at Port Arthur, Ont., and capital stock of $500,000. The incorporators include Wm. Scott, lumberman, and D. W. Chamberlin, of Port Arthur, and F. Babe, F. R. Morris and C. A. Henderson all of Fort William. The company will acquire all the assets and property of the Pigeon River Lumber Company and carry on the business of lumber manufacturing, etc.

A serious fire occurred at the yards of the Wilson Lumber Company, Foot of Spadina Avenue, Toronto, recently. The blaze originated in the drying kiln where there was a large stock of lumber being dried. The cause of the fire is not as yet known. Although there were large quantities of stock in the yard, the firemen managed to restrict the flames to the kiln. The kiln was valued at $7,000, and the lumber inside was of a high value, but the total is not as yet known.

## Eastern Canada

The Ste. Anne Lumber Company, Limited, Montreal, has been registered.

Messrs. Prouty and Miller will operate a portable sawmill near Magog, P.Q., this summer.

The Swedish Canadian Lumber Company will operate their mill at Richibucto, N.B., this summer.

The Lake Megantic Lumber Company's plant at Lake Megantic, P.Q., commenced operations on May 1st.

The Moncton Wood Working Company, Limited, Sunny Brae, N.B., are advertising their land, buildings, plant, etc., for sale. Tenders are being received until May 28th.

The firm of Legault & Leger, sash and door manufacturers, Montreal, has been dissolved and the firm of Legault, Leger & Bourgeon has been registered.

Mr. E. W. Tobin, M.P., recently visited his company's operations be-

tween Quebec and Ste. Anne. He expects to get out some 17,000 cords of pulpwood this season.

The name of the Quebec and St. Maurice Industrial Company, La Tuque, P.Q., has been changed to that of the Brown Corporation.

The Quebec Streams Commission are calling for tenders for the construction of a dam, 1,720 feet long, at La Loutre on the St. Maurice River. The plans provide for a sluice for logs.

The Swedish Canadian Lumber Company's sawmill at Rexton, N.B., will not operate this summer. Arrangements have been made for several vessels which will ship out the lumber the company now has on hand.

"The Little Bonaventure Lumber, Limited," has been incorporated with head office at Quebec, P.Q., and capital stock of $20,000. The incorporators include J. Ferlatte, H. Robichaue, J. P. Eugene Gagnon, L. A. Letourneau and L. Auger.

The York & Sunbury Milling Company started operations at their mill at Pokiok, N.B., during the last week in April. The company have 8,000,000 feet of logs to be sawn. Of this amount 5,500,000 feet will be sawn at Gibson, N.B., and 2,500,000 feet at Pokiok.

The Forest Reserve Pulp & Paper Company (formerly the York Lumber Corporation) have installed three new shingle machines in their plant at Sandy Beach, P.Q. The equipment of the mill now amounts to ten machines, all of which will be in operation this season.

A fire recently occurred at Hull, P.Q., in the lumber yard and sheds of H. Dupuis & Son. The loss is estimated at $8,000 which was covered by insurance. About 1,600 cords of 4-ft. wood was destroyed. The greater part of the wood had been sold to Heney & Company of Ottawa.

The Makamik Saw Mill Company, Limited, has been incorporated with head office at Molesworth, P.Q., and capital stock of $20,000. The incorporators include L. N. Boisclair, Princeville; J. B. Boisclair, Saint Samuel de Horton; D. Lambert, Warwick; L. E. Boisclair and O. Boisclair, Princeville.

The Bathurst Village and Nepisiguit mills of the Bathurst Lumber Company started their season's operations on April 30th. It was then expected that the company's logs would commence to arrive during the first week in May, after which both plants would be run day and night for the rest of the season.

The Penningtons, of Quebec, are arranging to develop their timber limits near Lake St. Charles, and have again approached the Quebec & Lake St. John Railway for an extension of their line, the object being to bring out pulpwood. It is stated that the request will be granted and a spur built from Indian Lorette to Lake St. Charles this summer.

La Compagnie Forestiere et Immobiliere de Quebec, has been incorporated with head office at Quebec, P.Q., and capital stock of $49,000 to exploit and sell forest products to construct houses, buildings, etc., and to manufacture wood into its various products. The incorporators include G. C. Piche, C. Gallois, Wm. Borel, F. Barrelet and B. Guerin.

Under an agreement proposed to be made by the Newfoundland Government with the Newfoundland Products Corporation, Limited, represented by Mr. T. L. Willson, of Woodstock, Ont., with whom is associated the Reid-Newfoundland Company, a sum of over sixteen million dollars will be expended on the construction and equipment of large plants in Newfoundland and Labrador. It is proposed to establish at Bay of Islands an industry for the manufacture of various chemicals, wood pulp and lumber. The saw mills are estimated to cost $211,800, and the sulphite pulp mills, electrolytic bleaching plants, and works for the manufacture of wood preparations will involve an outlay of $1,568,300.

Rumors are current of the possibility of another merger of pulp mills. Three years ago the Chicoutimi Pulp Company and the Ouiatchouan Falls Pulp Company were amalgamated. It is now stated that these amalgamated companies are likely to be merged with the St. Lawrence Pulp & Paper Corporation, whose plant has just been completed in Gaspe, and there is also talk of adding the Tidewater Paper Company, which has been operating in Brooklyn for a few years, and which obtains its supply of ground wood pulp from Chicoutimi. J. E. A. Dubuc, the managing director of the Chicoutimi Pulp Company, recently became connected with the St. Lawrence Pulp & Paper Corporation. He is now in Europe, working, it is stated, in connection with the merger scheme.

## Western Canada

Fire recently destroyed the sawmill belonging to Mr. Persons, Onion Lake, Sask.

The Ross-Saskatoon Lumber Company, Baynes Lake, B.C., started operations during the first week of May.

W. H. McClinton, general store and lumber dealer, Pilot Butte, Sask., has moved his business to Belle Plaine, Sask.

A fire recently occurred at the Imperial Lumber Yards, Lajord, Sask. The loss is estimated at $5,000, partly covered by insurance.

The Victoria Lumber & Manufacturing Company, Chemainus, B.C., commenced operating at full capacity during the last week of April.

The Revelstoke Sawmill Company, Limited, has bought out the business and stock of the Stern Lumber Company, at Donalda, Alta. A. L. Harvey is the new manager.

The North West Lumber & Supply Company, Regina, Sask., recently suffered a loss by fire, amounting to about $25,000. Their buildings and lumber were insured. They will rebuild.

The Ohio Lumber Company, Limited, has been incorporated with head office at Vancouver, B.C., and capital stock of $300,000. The company will acquire timber licences owned by L. E. Ewing in the West Arm of Quatsino Sound, B.C.

Negotiations have been concluded between the Selkirk, Manitoba, Industrial Sites Committee and Mr. J. S. Hughes, of Mill Village, N.S., under which Mr. Hughes undertakes to erect and operate a paper mill at Selkirk. Work is to be commenced at once and it is said that the estimated cost of the plant is $150,000.


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Merchantable 1 x 4 x 10/13
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all can be P. 1 or 2 S. and matched.

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**Roofing P 2 S & Matched—1914 cut.**

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**Cull White Pine—1914 cut**

1 in. and 3 in. x 4 in. up x 6/16

**Cull Spruce—1914 cut**

3 in. x 4 in. up x 10/13
3 in x 9 in x 10/13

---

3,000,000 pieces Mill Run Pine Lath, 4 x 1½ x ⅜, 1915 cut.

1,000,000 pieces Mill Run Spruce Lath, 4 x 1½ x ⅜, 1915 cut.

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Logs are a first and most profitable crop.

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Stations at the end of each alley—weatherproof, tamperproof, and put up by your own men, no wiring, guaranteed by the factory for one year. Every danger point in your plant is inspected hourly every night and you have your watchman's record of his night's work.
No part of this clock is made in Germany—it is made in the United States. The clock is $39.50 and stations $4.20 each, F.O.B. Toronto. The Canadian Western Lumber Co., New Westminster, B.C., have 40 stations in their plant.

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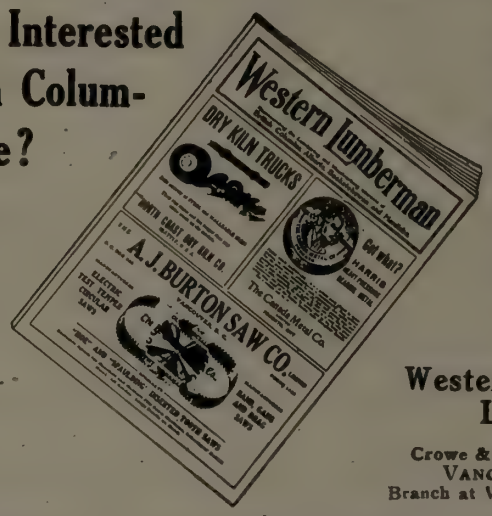
Over 35,000 in use.

2 H.P. and 3½ H.P.

**Write for catalog and prices to**

**MELCHIOR, ARMSTRONG & DESSAU**
116 L. Broad St., NEW YORK

## Are You Interested in British Columbia Trade?



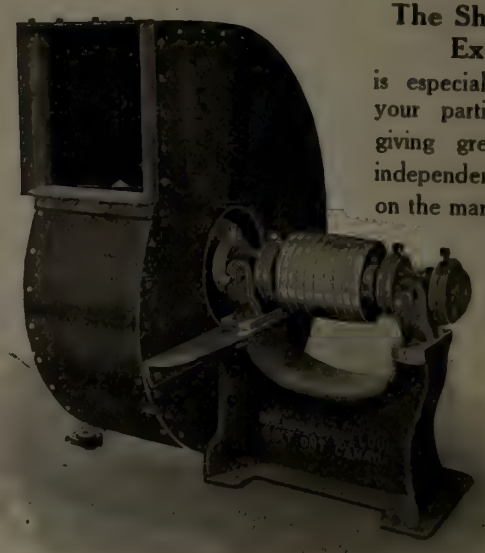

The immensity of the Lumber Industry will within a few years make this Province the most important in the whole Dominion.

There is undoubtedly a big market for Mill Equipment of all kinds. Let us Demonstrate our Advertising service. We please others, we can please you.

**Western Lumberman**
Crowe & Wilson Chambers
VANCOUVER, B. C.
Branch at Winnipeg

## Planing Mill Improvements

**Every Manufacturer** in the Lumber Industry realizes that to be "up-to-date" their Factory should be installed with **Shaving Exhaust Fans.**

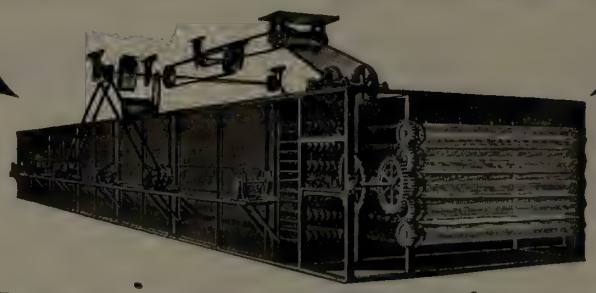


**The Sheldon Shaving Exhaust Fan**
is especially designed to suit your particular requirements, giving greater efficiency and independence than any other on the market.

*See our New Catalogue*

**Sheldons Limited - Galt, Ontario**
Toronto Office, 609 Kent Building
AGENTS:
Messrs. Ross & Greig, 412 St. James St. Montreal, Que. Messrs. Walker's Limited, 259-261 Stanley St. Winnipeg, Man.
Messrs. Gorman, Clancey & Grindley, Ltd., Calgary and Edmonton, Alta.
Messrs. Robt. Hamilton & Co. Ltd., Bank of Ottawa Bldg., Vancouver, B.C.

## PROCTOR VENEER DRYER



**Dries enormous amount of veneer perfectly flat and pliable at minimum cost, without checks or splits**

Send for catalog and list of users

**The Philadelphia Textile Machinery Co., Philadelphia**

# Good for Everybody

Advertising helps to make the small business big; the big business bigger; and the biggest business safe.

## Canada Lumberman and Woodworker

**Toronto, Ontario**

# Performance Counts
# Moreau Barkers

## Temiskaming & Northern Ontario Railway Commission

J. L. Englehart, Chairman
W. H. Maund, Secy-Treas.

Denis Murphy
Fredk. Dane

Office of Chairman

Toronto, April 17th, 1915.

C. Manseau, Esq.,
Sales Manager, The Moreau Barking Machine Co., Ltd.,
Drummondville, Que.

Rossing Machines

Dear Sir:

Acknowledging your letter 12th inst. in which you state that you have been informed by your Mechanic that we had to quit Pulpwood Barking, et al.

Facts are that the purchasing of the few machines which we did, was for purpose of educating people up and along Lines of the necessity. After having served that good purpose, we disposed of our machines, and to-day the rossing-peeling, and barking of Pulpwood increases to larger and larger extent, and that is what is desired for the market—Pulpwood outlined, and not with the Bark on.

**We are very glad to subscribe that your machines are doing very good work along Lines.** We are forwarding your letter to our C. E. & S. of M., S. B. Clement, North Bay, who may be enabled to furnish you further information and assistance of interest.

Thank you for the courtesy.

Yours truly,
J. L. Englehart,
Chairman.

## Joseph Perrault

**Pulp Wood Contractor** **Nushka, Ontario**

Nushka Station, April 12th, 1915.

The Moreau Barking Machine Co., Ltd.,
Drummondville, Que.

Attention Mr. C. Manseau, Sales Manager.

Dear Sir:—

I must say that your machine is very good and we can easily bark 25 to 30 cords of four feet wood per day.

I have used several machines in the past, and I can certify that yours is the most satisfactory I have handled.

We have barked three hundred cords of pulp wood (128 cubic feet) per cord in eleven days.

Very truly yours,
(Signed) Joseph Perrault.

***Write us for literature.***

# The Moreau Barking Machine
## Company, Limited
## St. Hyacinthe, Que.

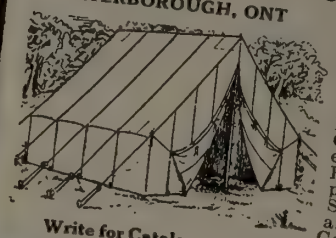
**Address all communications to C. Manseau, Sales Manager, Drummondville, Que.**

# Leading Firms

## CATERING FOR

# Mill, Factory and Camp Business


**J. J. TURNER & SONS**
PETERBOROUGH, ONT



The largest Manufacturers and Dealers in Canada of Lumbermen's Tents Bed Ticks, Grey Blankets, Nose Bags, Waterproof Goods, Steel Ranges and General Camp Outfits.

Write for Catalogue. Prompt shipments.

**A good Steel Range for Camp Use**

Can be fitted to burn wood

ALGONQUIN STEEL RANGE. coal or coke. Special price to lumbermen.
*Write us.* NATIONAL MFG. CO., LTD, Ottawa

**Detachable Lumber Trucks**

for sawmills, planing mills and lumber yards Write for catalog and prices.

NORMAN S. KNOX
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**CAMP SUPPLIES**

The Lumber field in Canada is large, but it can be economically covered through the

Canada Lumberman & Woodworker
TORONTO, CANADA

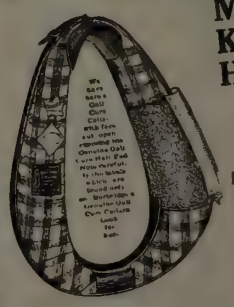
**BELTING**
of every description
HOSE, AND MILL SUPPLIES
We Guarantee Satisfaction.
Write for Net Price List
N. SMITH
138 York Street, Toronto, Ont.

**National Oats**
are
Good Clean Western Oats
bagged in strong, well-sewn sacks in anticipation of rough handling incident to CAMP USE.
Prompt service assured.
Write or wire for quotations.
National Elevator Co., Ltd.
Calgary WINNIPEG Port Arthur

**Wing Screw Boot Calks**
Made especially for Lumbermen

No. 5.

Send for samples and prices.
The Steel Co. of Canada, Limited
Hamilton, Montreal, Winnipeg, St. John.



**Maple Leaf Kanthurt Horse Collars**
(PATENTED)
These collars will not hurt your horses' shoulders.
No. 62 Lumber, Hogskin face, $37.00 doz.
Saddlery & Moccasins
S. & H. Borbridge
Ottawa, Ont

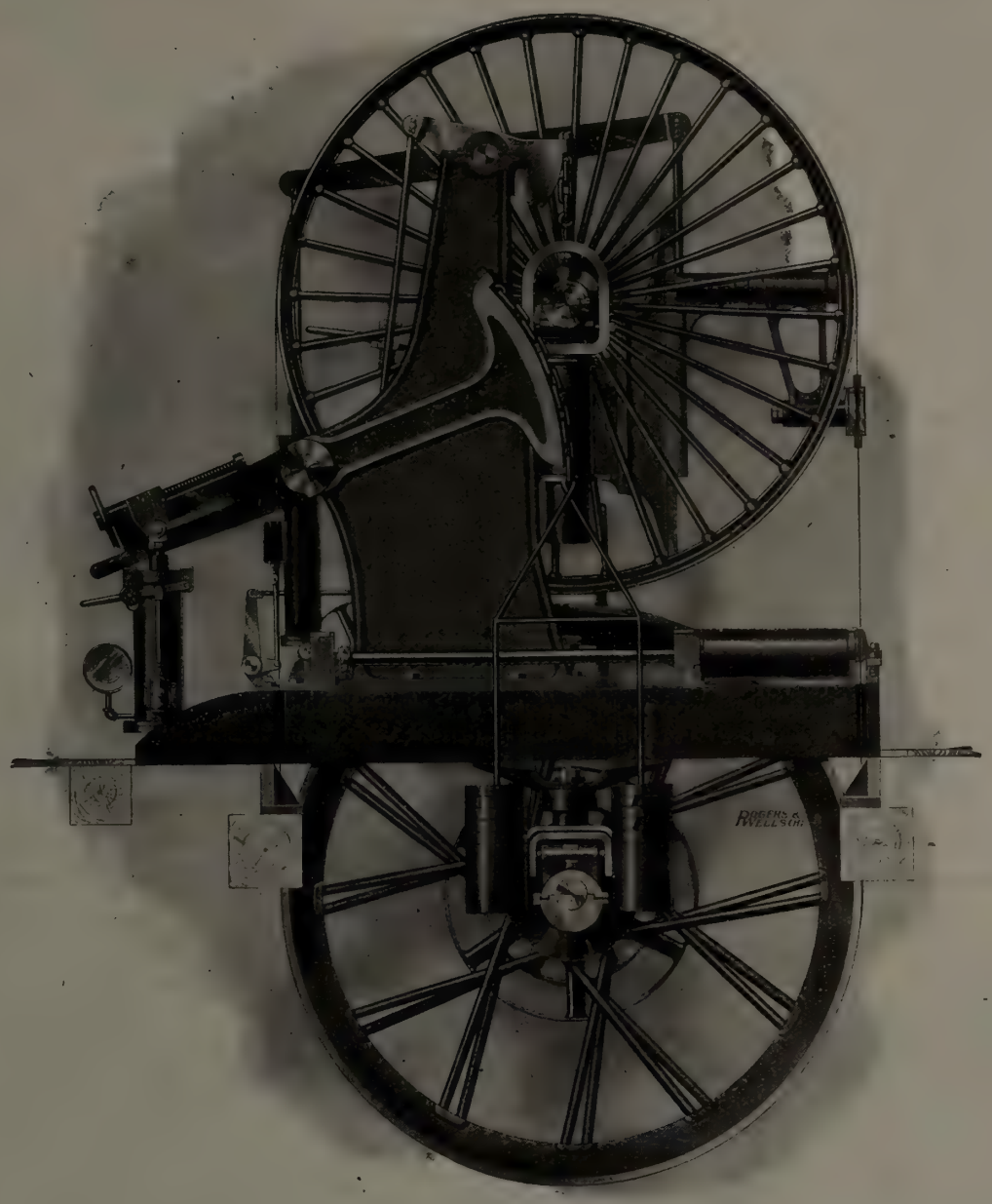
Any one of these spaces twice a month for a year (24 insertions) will cost $72, and may be changed every issue.

**"VIVAT"**
SPECIFIC FOR HORSES
A quick remedy for Cough, Broken Wind, Heaves, Colics, Worms and diseases of the Urinary Organs. It is a powder, not a liquid.
Dr. Ed. Morin & Co., Limited
QUEBEC

**W. H. Dwyer & Co., Ltd.**
OTTAWA, ONT.
Offices also at Fort William and Montreal
Largest Wholesale Dealers in Hay and Oats in Canada
Write or wire us at any of the above offices. We do the rest.
HE WHO SERVES BEST PROFITS MOST."

TRADE MARK
"The Alligator Brand"
HARNESS, COLLARS, AND SADDLES
Lamontagne Limited.
Balmoral Block, MONTREAL

# The Steam Tension Band Mill




It is called the steam tension mill because the tension is maintained by steam—the most sensitive form of tensioning which has been devised.

The result of this is a great saving in saws—**several users of the machine have run through an entire season without cracking a single saw.**

But in addition to raising and lowering the top wheel by steam, there is a separate cylinder for operating the top guide, and these two cylinders make ours an entirely steam-operated mill, and, therefore, exceptionally fast.

It is made with 8 ft., 9 ft. and 10 ft. wheels, and will stand thorough investigation.

Write for bulletin and list of users.

## William Hamilton Co., Limited

### Peterborough, Ontario

# Garlock Packings

Are made in over two hundred styles and combinations to meet every known requirement. We will assume entire responsibility in selecting the proper styles and combinations of our packings to work successfully and economically under any stated condition; and it goods are not wholly satisfactory to purchaser we will refund promptly the cost of same. A card will bring our new catalog which fully describes our various styles of packings.

Style No. 777

Style No. 150

## The Garlock Packing Co.

Hamilton, Ontario

Branches: Calgary Montreal

Branches: Toronto Winnipeg

We make a Specialty of

# Conveyor Chains

## For Lumbermen

WE make them from carefully-selected iron, and every link is guaranteed ***strictly hand-made***—not the inferior machine-made.

The point is worthy of special emphasis.

We make the chains according to any dimensions desired, guarantee splendid workmanship; uniformity; dependability.

Prices are the lowest possible for the class of work we furnish, and Quality above criticism.

Let us quote for your needs.

**Send for catalogue giving estimated weights of various sizes of chain; prove test; breaking, straining and safe-working loads, and giving hints regarding the care of chain which will prolong a chain's usefulness.**

## Woodhouse Chain Works

*P.O. Box 525* TRENTON, N.J.

# INDUSTRIAL LOCOMOTIVES

The designs of our small locomotives are the result of wide experience.

All details are accurately finished to standard gauges and are absolutely interchangeable on all locomotives of the same class and size.

This cuts out long delays when parts wear out, as parts liable to wear can be kept on hand or shipped promptly from our works.

## MONTREAL LOCOMOTIVE WORKS, LIMITED

DOMINION EXPRESS BUILDING, MONTREAL. CANADA

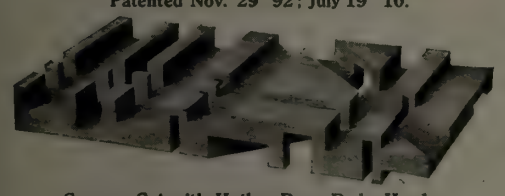
## CLIMAX Improved Geared LOCOMOTIVES FOR WOOD AND IRON RAILS

A 62-ton Climax Locomotive Designed Especially for Heavy Logging Work.

Climax Locomotives are successfully operated on steep grades and sharp curves. Any weight or gauge. Locomotives in stock for immediate shipment. **Get Catalog "H."**

**CLIMAX MANUFACTURING CO., 313 W. Main Street, CORRY, PA.**
VANCOUVER MACHINERY DEPOT, LTD., VANCOUVER, B.C.

Patented Nov. 29 '92; July 19 '10.



Grooves Cut with Huther Bros. Dado Heads

## Fits Any Saw Mandrel

A Huther Bros. Dado Head consists of two outside cutters and enough inside cutters to make the required cut. This Head will cut perfect grooves, with or across grain, any width. It is an easy Head to keep in perfect condition, has a simple quick adjustment, and may be enlarged any time after purchase. Sent on approval and if not satisfactory return at our expense.

Write for New Illustrated Catalog.

**HUTHER BROS. SAW MFG. COMPANY, Inc.**
1103 University Ave.
ROCHESTER, N. Y.

## "The Missing Link"

DROP FORGED
FROM HIGH GRADE STEEL
***Made in sizes 1/4" to 15/8"***

These links are the only ones which compare with the same size chain and are fully equal to it in strength. The great advantage of this is self-evident. Their use means a saving in expense and time. No other link approaches them. We also manufacture a large line of CONTRACTORS' SUPPLIES and MOTOR BOAT FITTINGS

*If a dealer, ask for our 450 page catalogue.*

**The Thomas Laughlin Company**
**Portland, Maine, U.S.A.**

**This engine is 13½ ins. x 18 ins. and weighs 35 tons.**

The knowledge and experience of fifty years in locomotive designing and construction is what you get in our Logging locomotives. They are specially constructed for logging operations and will stand up to the severe service in which they are expected to run. Oil or coal burning.

They are as carefully designed and built as our 200 ton locomotives. Repair parts may always be obtained on the shortest notice.

**Grey Iron Castings—any size or shape—ordinary or intricate—made promptly. New foundry, splendidly equipped. We would be pleased to quote on castings—singly or by contract. We also make drop forgings of all descriptions.**

**MAY WE SEND YOU SPECIFICATIONS?**

## Canadian Locomotive Company, Limited, Kingston, Ont.
**Taylor and Arnold Ltd., Sales Agent, Montreal and Winnipeg**

# CURRENT LUMBER PRICES—WHOLESALE

## TORONTO, ONT.

Car Lots

| | | |
|---|---|---|
| **White Pine:** | | |
| 1 inch No. 1 cuts and better | $50 00 | 52 00 |
| 1½ inch No. 1 cuts and better | 60 00 | 62 00 |
| 2-in. No. 1 cuts and better .. | 62 00 | 64 00 |
| 1½-in. No. 2 C. & B. ..... | 45 00 | 47 00 |
| 2-in. No. 2 cuts and better ... | 47 00 | 49 00 |
| 4/4 No. 2 and 3 cuts ..... | | 31 00 |
| 5/4 and 6/4 No. 2 and 3 cuts | | 37 00 |
| 8/4 No. 2 and 3 cuts ..... | | 38 00 |
| 1-in. Good Shorts ..... | 35 00 | 40 00 |
| 1 x 4 and 5 com. and dressing | 26 00 | 27 00 |
| 1 x 6 common and dressing .. | 27 00 | 29 00 |
| 1 x 8 common and dressing .. | 27 00 | 29 00 |
| 1 x 10 common and dressing.. | 31 00 | 32 00 |
| 1 x 12 common and dressing.. | 32 00 | 34 00 |
| 1 x 10 and 12 mill cull stocks | | 23 00 |
| 1-in. mill cull sidings ..... | | 21 00 |
| 5/4 and 6/4 x 4 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 5 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 6 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 8 m.r., m.c. out | | 29 00 |
| 5/4 and 6/4 x 10 m.r., m.c. out | | 32 00 |
| 5/4 and 6/4 x 12 m.r., m.c. out | | 34 00 |
| 2 x 10 common ..... ..... | | 28 00 |
| 2 and 3 x 12 common ..... | | 30 00 |
| 1 x 8 box and common ..... | 23 50 | 24 50 |
| 1 x 10 inch box and common. | 25 00 | 26 00 |
| 1 x 12 inch box and common.. | | 27 00 |
| 1-in. mill run sidings ..... | 25 00 | 27 00 |
| 1-in. mill run shorts ..... | | 22 00 |
| 1-in. mill run Norway ..... | | 22 00 |
| 2-in. mill run Norway ..... | | 23 00 |
| Norway, c and cf. 1-in. ..... | | 32 00 |
| Norway, c. and cf. 1½-in. .... | | 32 00 |
| Norway, c. and c. 2-in. ..... | | 32 00 |
| Spruce mill run 1-in. and 2-in. | | 22 00 |
| Spruce mill culls ..... ..... | | 18 00 |
| **Hemlock No. 1:** | | |
| 1 x 4 and 5-in. x 9 to 16 ft. ... | | 17 00 |
| 1 x 6-in. x 9 to 16 ft. ..... | | 20 00 |
| 1 x 8-in. x 9 to 16 ft. ..... | | 21 00 |
| 1 x 10 and 12 in. x 9 to 16 ft. | | 22 00 |
| 1 x 7 ,9 and 11 in. x 9 to 16 ft. | | 19 00 |
| 1-in. No. 2, 6-ft. to 16-ft. ... | | 16 00 |
| 2 x 4 to 12, 10 and 16 ft. .... | | 19 00 |
| 2 x 4 to 12-in., 12 and 14 ft. ... | | 19 00 |
| 2 x 4 to 12-in., 18 ft. ..... | | 22 00 |
| 2 x 4 to 12-in., 20 ft. ..... | | 24 00 |
| 2 x 4 to 12-in., 22 ft. ..... | | 25 00 |
| 2 x 4 to 12-in., 24 ft. ..... | | 26 00 |
| 2-in. No. 2, 4-in. and up in width, 6 to 16 ft. ..... | | 16 00 |
| Clear in B. C. cedar, kiln dried | | 50 00 |
| **Douglas Fir:** | | |
| Dimension Timber up to 32 feet: 8x8, 10x10, 10x12, 10x14, 12x12, 12x14, 14x14, 14x16 up to 32 ft. ..... | | 31 50 |
| 6x10, 6x12, 8x10, 8x12, 10x16, 12x16, 16x16, 16x18, 18x18, 20x20, up to 32 ft. ... ... .. | | 32 00 |
| 6x14, 8x14, 12x18, 18x20, up to 32 ft. ..... ..... ... | | 32 50 |
| 6x16, 8x16, 10x18, 12x20, 14x20, 16x20 up to 32 ft. ..... .. | | 33 00 |
| 10x20, up to 32 ft. ..... .... | | 33 50 |
| 6x18, 8x18, up to 32 ft. ..... | | 34 00 |
| 6x20, 8x20, up to 32 ft. ..... | | 35 00 |

Timber in lengths over 32 feet take the following additions: 33 to 35 ft., 50c; 36 to 40 ft., $1; 41 to 45 ft., $3; 46 to 50 ft., $5; 51 to 55 ft., $7; 56 to 60 ft., $9; 61 to 65 ft., $12.50; 66 to 70 ft., $15; 71 to 75 ft., $18; 76 to 80 ft., $22.

| | | |
|---|---|---|
| Fir flooring, edge grain ..... | | 35 00 |
| No. 1 and 2 cedar 1-in. Fir rough | | 38 00 |
| No. 1 and 2 clear 1¼, 1½ and 2-in. Fir rough ..... ..... | | 40 00 |
| 1½-in. No. 1 4-ft. pine lath.. | | 5 00 |
| 1½-in. No. 2 4-ft. lath ..... | | 4 75 |
| 1½-in. 32-in. pine ..... .... | | 2 65 |
| 1½-in. No. 1 4-ft. hemlock lath | | 4 00 |
| 1½-in. mill run hemlock lath | | 3 75 |
| XX B. C. cedar shingles ..... | | 2 25 |
| XXX 6 butts to 2-in. ..... | | 2 90 |
| XXXX 6 to 23-16-in. ..... | | 3 10 |
| XXXXX ..... ..... ..... | | 3 35 |

### Hardwoods—Per M. Feet, Car Lots

| | |
|---|---|
| Ash, white, 1sts and 2nds, 1½ and 2-in. | 60 00 |
| Ash, white, No. 1 common ..... | 45 00 |
| Ash, brown, 1sts and 2nds, 4/4 ..... | 50 00 |
| Ash, brown, common and better ..... | 39 00 |
| Ash, brown, 1sts and 2nds, 6/4 & 8/4. | 60 00 |
| Birch, 1sts and 2nds, 4/4 ..... ..... | 39 00 |
| Birch, No. 1 com. and bet., 4/4 ..... | 30 00 |
| Birch, 1sts and 2nds, 6/4 and 8/4 .... | 42 00 |
| Birch, 1sts and 2nds, 10/4 and 12/4.. | 45 00 |
| Birch, 1sts and 2nds, 16/4 ..... | 50 00 |
| Basswood, 1sts and 2nds, 4/4 ..... | 40 00 |
| Basswood, No. 1 com. and bet., 4/4.. | 30 00 |
| Basswood, No. 2 and 3, common .... | 18 50 |
| Basswood, 6/4 and 8/4, 1sts and 2nds. | 44 00 |
| Basswood, 6/4 and 8/4, com. and bet. | 38 00 |
| Basswood, 4/4, No. 2 com. and bet... | 28 00 |
| Soft elm, 1sts and 2nds, 4/4 ..... | 40 00 |
| Soft elm, No. 1 com. and bet., 4/4 .... | 28 00 |
| Soft elm, No. 2 and 3 common ..... | 17 50 |
| Soft elm, 6/4 and 8/4, 1 and 2 ..... | 42 00 |
| Rock elm, 1sts and 2nds, 6/4 x 8/4.. | 55 00 |
| Rock elm, No. 2 com. and bet. 6/4 and 8/4 ... .... ..... ..... ..... | 37 00 |
| Soft maple, 1sts and 2nds, 4/4 ..... | 33 00 |
| Soft maple, com. and bet., 4/4 ..... | 25 00 |
| Soft maple, 6/4 & 8/4, 1sts and 2nds. | 35 00 |
| Hard maple, 1sts and 2nds, 4/4 ..... | 37 00 |
| Hard maple, common and better, 4/. | 28 00 |
| Hard maple, 12/4 & 16/4, 1sts and 2nds. | 46 00 |
| Red oak, plain 1sts and 2nds, 4/4.. | 59 00 |
| Red oak, plain 1sts and 2nds, 6/4 & 8/4 | 65 00 |
| Red oak, plain 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .. | 75 00 |
| White oak, plain, 1sts and 2nds, 4/4. | 59 00 |
| White oak, plain, 1sts and 2nds, 1½ and 2-in. ..... ..... ..... .... | 65 00 |
| White oak, plain, 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .... | 75 00 |
| White oak, ¼ cut, 1sts and 2nds, 4/4. | 85 00 |
| White oak, ¼ cut, 5/4 and 6/4, 1sts and 2nds ..... ..... ..... | 88 00 |
| White oak, ¼ cut No. 1 common .... | 55 00 |
| Hickory, 1sts and 2nds, 4/4 ..... | 70 00 |
| Hickory, 6/4 and 8/4, 1sts and 2nds. | 75 00 |

## OTTAWA, ONT.

Manufacturers' Prices

| | | |
|---|---|---|
| **Pine good sidings:** | | |
| 1-in. x 7-in. and up .....$52 00 | | 54 00 |
| 1¼-in. & 1½-in. x 8-in. and up | 55 00 | 58 00 |
| 2-in. x 7-in. and up ..... | 58 00 | 62 00 |
| No. 2 cuts 2 x 8-in. and up .. | 40 00 | 42 00 |
| **Pine good strips:** | | |
| 1-in. ..... ..... ..... | 38 00 | 40 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 52 00 |
| 2-in. ..... ..... ..... | 52 00 | 55 00 |
| **Pine good shorts:** | | |
| 1-in. x 7-in. and up ..... | 40 00 | 42 00 |
| 1-in. x 4-in. to 6-in. ..... | 30 00 | 33 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 54 00 |
| 2-in. ..... ..... ..... | 52 00 | 54 00 |
| 7-in. to 9-in. A sidings .... | 25 00 | 27 00 |
| Pine, No.. 1 dressing sidings .. | 30 00 | 33 00 |
| Pine, No. 1 dressing strips .. | 29 00 | 30 00 |
| Pine, No. 1 dressing shorts .. | 22 00 | 24 00 |
| Pine, 1-in. x 4-in. s.c. strips .. | 22 00 | 23 00 |
| Pine, 1-in. x 5-in. s.c. strips .. | 24 00 | 25 00 |
| Pine, 1-in. x 6-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 1-in. x 7-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 8 s.c., 12 ft. to 16 ft. ... | 25 00 | 26 00 |
| Pine, 1-in. x 10-in. M.R. ..... | 27 00 | 28 00 |
| Pine, s.c. sidings, 1½ and 2-in. | 28 00 | 30 00 |
| Pine, s.c. strips 1-in. ..... | 21 00 | 23 00 |
| 1¼, 1½ and 2-in.. ..... | 24 00 | 26 00 |
| Pine, s.c. shorts, 1 x 4 to 6 in. | | 20 00 |
| Pine, s.c. and bet., shorts, 1 x 5 | 20 00 | 21 00 |
| Pine, s.c. and bet., shorts, 1 x 6 | 20 00 | 21 00 |
| Pine, s.c. shorts, 6'-11' 1"x10" | 23 00 | 24 00 |
| Pine, box boards: 1" x 4" and up, 6'-11' .... | 17 50 | 18 00 |
| 1"x3" to 6", 12'-16' ..... | 19 00 | 20 00 |
| Pine mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up ..... ..... .... | 17 00 | 19 00 |
| Pine mill culls stock 1 x 12 ... | 21 00 | 22 00 |
| Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft. ..... | 17 00 | 18 00 |
| O. culls r & w p ..... ..... | 15 00 | 17 00 |
| Red pine, log run: mill culls out, 1-in. ..... | 18 00 | 20 00 |
| mill culls out, 1¼-in. ..... | 19 00 | 21 00 |
| mill culls out, 1½-in. ..... | 19 00 | 21 00 |
| mill culls out, 2-in. ..... | 22 00 | 24 00 |
| Mill culls, white pine, 1"x7" and up ..... ..... ..... | 20 00 | 21 00 |
| Mill run Spruce: 1"x4" and up, 6'-11' ..... | 17 00 | 18 00 |
| 1"x4" and up, 12'-16' ..... | 18 00 | 20 00 |
| 1"x9"-10" and up, 12'-16' .. | 22 00 | 24 00 |
| 1¼"x7" 8-9" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x10" and up, 12'-16' .... | 22 00 | 24 00 |
| 1½" & 2"x12" and up, 12'-16' | 25 00 | 26 00 |
| Spruce 1-in. clear (fine dressing and B) ..... ..... ..... | 25 00 | 27 00 |
| Hemlock 1-in. cull ..... ..... | 13 00 | 15 00 |
| Hemlock 1-in. log run ..... | 17 00 | 20 00 |
| Hemlock 2x4, 6, 8, 10, 12/16'. | 19 00 | 23 00 |
| Tamarac ..... ..... ..... | 19 00 | 20 00 |
| Basswood log run, dead culls out | 22 00 | 24 00 |
| Basswood log run mill culls out | 23 00 | 26 00 |
| Birch log run ..... ..... | 19 00 | 22 00 |
| Soft elm, common and better, 1, 1½, 2-in. ..... ..... | 20 00 | 24 00 |
| Ash, black, log run ..... | 25 00 | 28 00 |
| 1 x 10 No. 1 barn ..... .... | 33 00 | 36 00 |
| 1 x 10 No. 2 barn ..... ... | 23 00 | 26 00 |
| 1 x 8 and 9 No. 2 barn ..... | 22 00 | 23 00 |
| **Lath per M:** | | |
| No. 1 white pine 1½-in. x 4-ft. | 4 25 | 4 50 |
| No. 2 White Pine ..... .... | 3 80 | 3 95 |
| Mill run white pine ..... .... | 4 00 | 4 25 |
| Spruce, mill run 1½-in. ..... | 3 25 | 3 50 |
| Red pine, mill run ..... ..... | 3 60 | 3 70 |
| Hemlock, mill run ..... .... | 2 75 | 3 00 |
| 32-in. lath ..... ..... ..... | 2 00 | 2 00 |
| **Pine Shingles** | | |
| xxxx, 18-in. ..... ..... | 3 00 | 3 50 |
| Clear butt 18-in. ..... .... | 2 50 | 3 25 |
| xx ..... ..... ..... | | 1 75 |
| **White Cedar Shingles:** | | |
| xxxx, 18-in. ..... ..... | 3 75 | 4 25 |
| Clear butt, 18-in. ..... .. | 3 00 | 3 50 |
| 18-in. xx ..... ..... .... | | 2 00 |
| Spruce logs (pulp) ..... .... | 13 00 | 15 00 |

## QUEBEC, QUE.

| | cts. | |
|---|---|---|
| **White Pine—In the Raft** | | |
| First class Ottawa waney, 18-in. average, according to lineal.. | 60 | 65 |
| **Oak—Michigan and Ohio** | | |
| By the dram, according to average and quality .... ..... | 60 | 70 |
| **Elm** | | |
| By the dram, according to average and quality, 40 to 45 feet | 70 | 75 |
| By the dram, according to average and quality, 30 to 35 feet. | 50 | 60 |

### Ash

| | | |
|---|---|---|
| 13 inches and up, according to average and quality, per cu. ft. | 25 | 30 |
| Average 16 inch ..... ..... | 30 | 40 |

### Birch

| | | |
|---|---|---|
| 14 inch, per cu. ft. ..... | 20 | 22 |
| 15 inch, per cu. ft. ..... | 24 | 26 |
| 16 inch, per cu. ft. ..... | 28 | 30 |
| 18 inch, per cu. ft. ..... | 32 | 35 |

### Quebec Spruce Deals

| | | |
|---|---|---|
| 12 ft. and up x 3 x 9 and up. | $22 00 | 23 00 |
| Oddments ..... ..... ..... | 17 00 | 18 00 |
| Boards, 1 and 2 in. ..... .... | 16 00 | 18 00 |

### Birch Planks

| | | |
|---|---|---|
| 1 to 4 in. ..... ..... .... | 16 00 | 18 00 |

## SARNIA, ONT.

Fine, Common and Better

| | |
|---|---|
| 1 x 6 and 8 in. ..... .....$54 00 | |
| 1 in., 8 in. and up wide ..... .. | 62 00 |
| 1¼ and 1½ in. and up wide ..... | 65 00 |
| 2 in. and up wide ..... ..... .... | 70 00 |

### Cuts and Better

| | |
|---|---|
| 4/4 x 8 and up No. 1 and better ..... | 55 00 |
| 6/4 x 8 and up No. 1 and better ..... | 65 00 |
| 8/4 x 8 and up No. 1 and better ..... | 65 00 |
| 6/4 x 6 and up No. 2 and better ..... | 52 00 |
| 8/4 x 6 and up No. 2 and better ..... | 54 00 |
| 6/4 x 6 and up No. 3 and better ..... | 46 00 |
| 8/4 x 6 and up No. 3 and better ..... | 50 00 |

### No. 1 Cuts

| | |
|---|---|
| 1 in., 8 in. and up wide ..... ..... | 42 00 |
| 1¼ in., 8-in. and up wide ..... ..... | 55 00 |
| 1½ in., 8-in. and up wide ..... .... | 57 00 |
| 2 in., 8-in. and up wide ..... ..... | 60 00 |
| 2½ and 3 and 8-in. and up wide .... | 75 00 |
| 4 in., 8-in. and up wide ..... ..... | 85 00 |

### No. 2 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide ..... ..... | 31 00 |
| 1¼ in., 6-in. and up wide ..... ... | 42 00 |
| 1½ in., 6-in. and up wide ..... .... | 44 00 |
| 2-in., 6-in. and up wide ..... ..... | 47 00 |
| 2½, 3 and 4 in., 6-in. and up wide ..... ..... ..... | 62 00 65 00 |

### No. 3 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide ..... ..... | 24 00 |
| 1¼ and 1½ in., 6-in. and up wide.. | 33 00 |
| 2-in., 6-in. and up wide ..... ..... | 33 00 |
| 2½, 3 and 4-in., 6-in. and up wide ..... ..... ..... | 43 00 48 00 |

### Common and Dressing Mill Run

| | |
|---|---|
| 1-in. x 4-in. ..... ..... ..... .... | 25 00 |
| 1-in. x 5-in. ..... ..... ..... .... | 25 00 |
| 1-in. x 6-in. ..... ..... ..... .... | 26 00 |
| 1-in. x 8-in. ..... ..... ..... .... | 27 00 |
| 1-in. x 10-in. ..... ..... ..... .... | 29 00 |
| 1-in. x 12-in. ..... ..... ..... .... | 34 00 |
| 1 in. x 13 in. and up ..... ..... | 34 00 |
| 1¼, 1½ and 2-in. ..... ..... .... | 30 00 |

### No. 1 Barn

| | |
|---|---|
| 1 inch ..... ..... ..... | 31 00 45 00 |
| 1¼, 1½ and 2-in. ..... ..... | 36 00 45 00 |
| 2½ and 3-in. ..... ..... | 45 00 |
| 4 inch ..... ..... ..... | 50 00 |

### No. 2 Barn

| | |
|---|---|
| 1 inch ..... ..... ..... | 28 00 36 00 |
| 1¼, 1½ and 2-in. ..... .... | 30 00 36 00 |
| 2½ and 3-in. ..... ..... | 38 00 |

### No. 3 Barn

| | |
|---|---|
| 1 inch ..... ..... ..... | 21 00 28 00 |
| No. 1, 1, 1¼, 1½, 2-in. ..... | 20 00 25 00 |

### Box

| | |
|---|---|
| No. 1, 1, 1¼, 1½, 2-in. ..... | 22 00 25 00 |
| No. 2, 1¼, 1½, 2-in. ..... ..... | 19 00 23 00 |

### Mill Culls

| | |
|---|---|
| Mill run culls, 1-in. ..... .. | 19 00 |
| 1, 1¼, 1½ and 2-in. ..... | 20 00 |
| No. 2 ..... ..... ..... | 17 00 18 00 |

### Lath

| | |
|---|---|
| No. 1, 32-in. pine ..... ..... .... | 1 75 |
| No. 2, 48-in. pine ..... ..... ..... | 4 25 |
| No. 1, 48-in. pine ..... ..... ..... | 4 75 |
| No. 3, 48-in. pine ..... ..... ..... | 3 75 |

## WINNIPEG, MAN.

No. 1 Pine, Spruce and Tamarac

| Dimension | S. 1 S. and 1 E. 6 ft. | 8 ft. | 10 ft. | 14x16 ft. |
|---|---|---|---|---|
| 2 x 4 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 6 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 8 ... ... | 17 00 | 17 50 | 21 00 | 19 00 |
| 2 x 10 ... ... | 18 00 | 18 50 | 21 50 | 20 00 |
| 2 x 12 ... ... | 18 00 | 19 00 | 23 50 | 21 50 |

Dimension in the rough or surfaced one side 50c. per M. extra.

### FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

Dimension

| | |
|---|---|
| 2 x 4-12 ..... ..... ..... ..... | 20 50 |
| 2 x 4-8-14-16 ..... ..... ..... .. | 20 50 |
| 2 x 4-10-18-20 ..... ..... ..... | 22 50 |
| 2 x 6, 8 to 16 ..... ..... ..... | 20 00 |
| 2 x 8, 8 to 16 ..... ..... ..... | 20 50 |
| 2 x 4-6 and 8-in.; 8, 12, 14 and 16 ft. | 22 50 |
| 2 x 4-6 and 8-in.; 10 ft. ..... ..... | 24 50 |
| 2x4-6 and 8-in.; 24,26,28, 30, 32 ft... | 26 50 |
| 2 x 10 and 2 x 12; 8-16 ft. ..... .... | 23 50 |
| 2 x 10 and 2 x 12; 18, 20, 22 ft. ..... | 25 50 |
| 2 x 10 and 2 x 12; 24, 26, 28, 30, 32 ft. | 27 50 |

### No. 1 Common Boards

| | |
|---|---|
| 4 inch ..... ..... ..... ..... .. | 19 00 |
| 6 inch ..... ..... ..... ..... .. | 21 50 |
| 8, 10, 12 inch ..... ..... ..... .. | 23 50 |
| Mixed widths ..... ..... ..... .. | 22 50 |

### Flooring

| | |
|---|---|
| 4 or 6 inch No. 1 ..... ..... .... | 33 00 |
| 4 or 6 inch No. 2 ..... ..... .... | 31 00 |
| 4 or 6 inch No. 3 ..... ..... .... | 25 00 |

### Shiplap—Finished

| | |
|---|---|
| 4 inch ..... ..... ..... ..... .. | 19 50 |
| 6 inch ..... ..... ..... ..... .. | 23 00 |
| 8, 10 and 12 inch ..... ..... ..... | 24 00 |

### Siding

| | |
|---|---|
| 6 inch No. 1 ..... ..... ..... .. | 33 00 |
| 6 inch No. 2 ..... ..... ..... .. | 31 00 |
| 6 inch No. 3 ..... ..... ..... .. | 25 00 |

### Lath

| | |
|---|---|
| No. 1 Cedar, pine, spruce (not mixed) | 5 00 |
| No. 1 Cedar, pine, spruce (mixed) ... | 4 50 |
| No. 2 Cedar, pine, spruce (mixed) ... | 3 25 |

### PINE—ROUGH TIMBER

| | |
|---|---|
| 3 x 6 in.; 8 to 16 ft. ..... ..... .. | 25 10 |
| 3 x 8 in.; 8 to 16 ft. ..... ..... .. | 22 00 |
| 3 x 12, 4 x 4, 6 x 6 in.; 8-16 ft. ..... | 25 00 |
| 4 x 10 to 10 x 10, 8 x 8, 6 x 12 in. up to 32 ft. ..... ..... ..... ..... | 27 00 |

### BRITISH COLUMBIA COAST FIR

Dimension S 1 S, and E.

| | |
|---|---|
| 2 x 4 in.; 6 and 8 ft. ..... ..... .. | 17 50 |
| 2 x 4 in.; 12 x 14 ft. ..... ..... .. | 18 50 |
| 2 x 4 in.; 10 x 16 ft. ..... ..... .. | 19 50 |
| 2 x 4 in.; 18 x 20 ft. ..... ..... .. | 20 50 |
| 2 x 4 in.; 22 x 24 ft. ..... ..... .. | 21 50 |
| 2 x 4 in.; 26 x 32 ft. ..... ..... .. | 23 50 |
| 2 x 10 and 2 x 12 in.; 10 to 16 ft. .... | 20 00 |
| 2 x 10 and 2 x 12 in.; 18 and 20 ft. .... | 22 00 |
| 2 x 10 and 2 x 12 in.; 22 and 24 ft. .... | 23 00 |
| 2 x 10 and 2 x 12 in.; 26 to 32 ft. .... | 25 00 |
| 2 x 14 in.; 10 to 16 ft. ..... ..... | 25 00 |
| 2 x 14 in.; 18 and 20 ft. ..... ..... | 27 00 |
| 2 x 14 in.; 22 and 24 ft. ..... ..... | 28 00 |
| 2 x 14 in.; 26 to 32 ft. ..... ..... | 30 00 |
| 3 x 3 and 3 x 4 in.; 8 to 14 ft. ..... | 21 00 |
| 3 x 3 and 3 x 4 in.; 8 to 16 ft. ..... | 22 00 |
| 3 x 3 and 3 x 4 in.; 18 and 20 ft. ..... | 23 00 |
| 3 x 3 and 3 x 4 in.; 22 and 24 ft. ..... | 24 00 |
| 3 x 3 and 3 x 4 in.; 26 to 32 ft. .... | 26 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 6 to 16 ft. ... | 24 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 18 and 20 ft. ... | 24 50 |
| 6 x 6, 6 x 8, 8 x 8 in.; 22 and 24 ft. ... | 25 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 26 to 32 ft. ... | 25 50 |

### FLOORING

| | |
|---|---|
| Nos. 1 and 2, 1 x 3 in., E. G. ..... | 32 00 |
| Nos. 1 and 2, 1 x 4 in., E. G. ..... | 31 00 |
| Nos. 1 and 2, 1 x 6 in., E. G. ..... | 29 00 |
| Nos. 1 and 2, 1 x 4 in., or 6 in., F. G. | 23 00 |
| No. 3, 1 x 4 in. or 6 in. ..... ..... | 20 00 |
| No. 3 Edge grain $3.00 per M. extra. | |

### SHIPLAP

| | |
|---|---|
| B. C. Fir, 6 in. ..... ..... ..... .. | 19 00 |
| B. C. Fir, 8, 10, 12 in.; 8 to 16 ft. ... | 20 00 |
| No. 2 Shiplap, 6 in. ..... ..... .... | 19 00 |
| No. 2 Shiplap, 8, 10 and 12 in. ..... | 20 00 |

### FIR, COMMON BOARDS, S 1 S, 8 to 16 Ft.

| | |
|---|---|
| Mixed widths (may contain 30 per cent. 4 and 6 in.) ..... ..... ..... .. | 19 00 |
| Common Boards, 8 to 12 in. ..... | 20 00 |
| No. 2 Mixed widths ..... ..... .... | 17 00 |
| No. 2 Boards, 8 to 12 in. ..... ..... | 18 00 |

### SHINGLES

| | |
|---|---|
| XXX B. C. Cedar ..... ..... ..... | 2 75 |

### LATH

| | |
|---|---|
| Fir lath, 3/8 x 1 3/8 in. x 4 ft., bundled in 50's ..... ..... ..... ..... | 4 00 |
| Cedar lath 3/8 x 1 3/8 in. x 4 ft. .... | 4 50 |

## BUFFALO AND TONAWANDA, N.Y.

White Pine

Wholesale Selling Price

| | |
|---|---|
| Uppers 4/4 ..... ..... ..... ....$94 00 | |
| Uppers 5/4 to 8/4 ..... ..... ... | 92 00 |
| Uppers 10/4 to 12/4 ..... ..... .... | 97 00 |
| Selects 4/4 ..... ..... ..... .... | 84 00 |
| Selects 5/4 to 8/4 ..... ..... .... | 82 00 |
| Selects 10/4 to 12/4 .... ..... .... | 92 00 |
| Fine common 4/4 ..... ..... .... | 61 00 |
| Fine Common 5/4 ..... ..... .... | 65 00 |
| Fine common 6/4 ..... ..... .... | 65 00 |
| Fine common 8/4 ..... ..... .... | 67 00 |
| No. 1 Cuts 4/4 ..... ..... ..... | 51 00 |
| No. 1 Cuts 5/4 ..... ..... ..... | 57 00 |
| No. 1 Cuts 6/4 ..... ..... ..... | 59 00 |
| No. 1 Cuts 8/4 ..... ..... ..... | 61 00 |
| No. 2 Cuts 4/4 ..... ..... ..... | 32 00 |
| No. 2 Cuts 5/4 ..... ..... ..... | 43 00 |
| No. 2 Cuts 6/4 ..... ..... ..... | 45 00 |
| No. 2 Cuts 8/4 ..... ..... ..... | 50 00 |
| No. 3 Cuts 5/4 ..... ..... ..... | 33 00 |
| No. 3 Cuts 6/4 ..... ..... ..... | 34 00 |
| No. 3 Cuts 8/4 ..... ..... ..... | 36 00 |
| Dressing 5/4 ..... ..... ..... .... | 46 00 |
| Dressing 5/4 x 10 ..... ..... .... | 51 00 |
| Dressing 5/4 x 12 ..... ..... .... | 52 00 |
| No. 1 Moulding 5/4 ..... ..... ... | 58 00 |
| No. 1 Moulding 6/4 ..... ..... ... | 58 00 |

(Continued on page 60)

*28 "Service" Branches Throughout Canada*

**Canadian Consolidated Rubber Co., Limited**

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# "Get The Habit"

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## CURRENT LUMBER PRICES—Continued

| | |
|---|---|
| No. 1 Moulding 8/4 | 58 00 |
| No. 2 Moulding 5/4 | 47 00 |
| No. 2 Moulding 6/4 | 47 00 |
| No. 2 Moulding 8/4 | 47 00 |
| No. 1 Barn 1 x 12 | 48 00 |
| No. 1 Barn 1 x 6 and 8 | 34 00 |
| No. 1 Barn 1 x 10 | 36 00 |
| No. 2 Barn 1 x 6 and 8 | 32 00 |
| No. 2 Barn 1 x 10 | 34 00 |
| No. 3 Barn 1 x 6 and 8 | 26 00 |
| No. 3 Barn 1 x 10 | 27 00 |
| Box 1 x 6 and up | 23 00 |
| Box 1 x 10 | 25 00 |
| Box 1 x 12 | 26 00 |
| Box 1 x 13 and up | 30 00 |

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda:

MAPLE

| | 1s & 2s | No. 1 Com. | No. 2 Com. |
|---|---|---|---|
| 4/4 | 30 - 32 | 20 - 22 | 14 - 16 |
| 5/4 to 8/4 | 33 - 35 | 22 - 24 | 14 - 15 |
| 10/4 to 16/4 | 37 - 39 | 27 - 29 | 19 - 21 |

RED BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 41 - 43 | 27 - 29 | 15 - 17 |
| 5/4 to 8/4 | 43 - 45 | 29 - 31 | 17 - 19 |

SAP BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 23 - 25 | 17 - 19 |
| 5/4 and up | 37 - 39 | 25 - 27 | 17 - 19 |

SOFT ELM

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 24 - 26 | 15 - 17 |
| 5, 6 & 8/4 | 37 - 39 | 26 - 28 | 17 - 19 |

BASSWOOD

| | | | |
|---|---|---|---|
| 4/4 | 33 - 35 | 24 - 26 | 16 - 18 |
| Thicker | 35 - 37 | 26 - 29 | 19 - 20 |

PLAIN OAK

| | | | |
|---|---|---|---|
| 4/4 | 51 - 53 | 32 - 34 | 20 - 22 |
| 5/4 to 8/4 | 53 - 55 | 34 - 36 | 22 - 24 |

ASH, WHITE AND BROWN

| | | | |
|---|---|---|---|
| 4/4 | 45 - 47 | 27 - 29 | 18 - 20 |
| 5/4 to 8/4 | 52 - 54 | 29 - 31 | 19 - 21 |
| 10/4 and up | 61 - 63 | 41 - 43 | 21 - 23 |

BOSTON, MASS.

| | | |
|---|---|---|
| White pine uppers, 1 to 2 in. | 92 00 | 98 00 |
| Selects, 1 to 2 inch | 80 00 | 88 00 |
| Fine common, 1 in. | 68 00 | 70 00 |
| Fine common, 1¼ to 2 in. | 70 00 | 72 00 |
| No. 1 Cuts 1 in. | | 55 00 |
| No. 1 Cuts 1¼ to 2 in. | 60 00 | 64 00 |
| No. 2 Cuts, 1 in. | | 40 00 |
| No. 2 Cuts, 1¼ to 2 in. | 48 00 | 50 00 |
| Barn Boards, No. 1, 1 x 12 | 48 00 | 50 00 |
| No. 1, 1 x 10 | 37 00 | 38 00 |
| No. 1, 1 x 8 | | 37 00 |
| No. 2, 1 x 12 | 36 00 | 40 00 |
| No. 2, 1 x 10 | 34 00 | 35 00 |
| No. 2, 1 x 8 | 33 00 | 34 00 |
| No. 3, 1 x 12 | 31 00 | 32 00 |
| No. 3, 1 x 10 | 29 00 | 30 00 |
| No. 3, 1 x 8 | | 29 00 |
| Canadian spruce boards | 23 50 | 25 00 |
| Spruce, 10 in. dimension | 25 00 | 27 00 |
| Spruce 12 in. dimension | 26 50 | 28 00 |
| Spruce, 9 in. | 23 50 | 24 50 |
| Spruce, 8 in. and under dimen. | | 25 00 |
| 10 and 12 in. random lengths, 10 ft. and up | | 24 00 |
| 2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 and 3 x 4 random lengths, 10 feet and up | 21 00 | 22 50 |
| All other random lengths, 7-in. and under, 10 ft. and up | 21 00 | 21 50 |
| 5-inch and up merchantable boards, 8 ft. and up, p 1s | 21 00 | 22 00 |
| 1 x 2 and 1 x 3 furring, p 1s clipped and bundled | 22 00 | 22 50 |
| 1⅝-in. spruce laths | | 4 15 |
| 1½-in. spruce laths | | 3 80 |

New Brunswick Cedar Shingles

| | |
|---|---|
| Extras | 3 40 |
| Clears | 2 70 |
| Second clears | 2 60 |
| Clear whites | 2 30 |
| Extra 1s (Clear whites out) | 1 50 |
| Extra 1s (Clear whites in) | 1 00 |
| Red Cedar Extras, 16-in. 5 butts to 2-in. | 3 50 |
| Red Cedar Eurekas, 18-inch 5 butts to 2-in. | 4 25 |
| Red Clear Perfection, 5 butts to 2¾ | 4 80 |
| Washington 16-in. 5 butts to 2-in. extra red clear | 3 30 3 40 |

**Not altogether what we say but what users say**

"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

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It's a Pink anyway you take it, and it's the best Peavey made.

# Dominion Timber Regulations

Licenses to cut timber on Dominion Lands in the Provinces of Manitoba, Saskatchewan, and Alberta, the Northwest Territories, within twenty miles on either side of the main line of the Canadian Pacific Railway in the Province of British Columbia, and in the tract of three and one-half million acres to be located by the Government in the Dominion in the Peace River district in the Province of British Columbia, lying east of the Rocky Mountains and adjoining the Province of Alberta, shall be disposed of by public auction at the office of the Dominion Timber Agent for the districts in which the berths are situated.

Before any parcel of timber is offered for sale it shall be surveyed by a duly qualified Dominion Land Surveyor into berths of an area not exceeding twenty-five square miles, and each of such berths shall then be thoroughly cruised by a duly qualified timber cruiser in the employ of the Dominion Government. The Minister shall then fix an upset price at which the berth shall be disposed of, and no berth shall be sold at less than the price so fixed.

Purchases to the amount of one thousand dollars or under shall be paid in cash at the time of sale. Purchases over one thousand dollars and not exceeding five thousand dollars shall be paid, one-half in cash at the time of sale, and a note or notes shall be given for the remaining half of the purchase price, payable in three months, with interest at the rate of five per cent. per annum. Purchases over five thousand dollars and not exceeding ten thousand dollars shall be paid one-third in cash at the time of sale, and notes shall be given for the remaining two-thirds of the purchase price, payable in three and six months, with interest at the rate of five per cent. per annum. Purchases exceeding ten thousand dollars shall be paid one-fourth in cash at time of sale, and notes shall be given for the remaining three-fourths of the purchase price, payable within three, six and nine months, with interest at the rate of five per cent. per annum. Notes shall be made payable at a bank in the city or town in which the sale is held or at a bank in the city of Ottawa. Cash payments must be made at the time of sale in legal tender or by an accepted cheque on a chartered bank, or by a draft issued by a chartered bank, payable to the order of the Deputy Minister of the Interior. If default is made in any payment required by this section the sale shall be forfeited and void.

The purchaser must also pay the cost or the estimated cost of the survey of the berth before a license is issued.

The licensee shall pay an annual ground rent of five dollars per square mile except for lands situated to the west of Yale, in the Province of British Columbia, in which case the yearly ground rent shall be five cents per acre.

The licensee shall pay the following dues on timber cut on his berth :—

Sawn lumber, 50 cents per thousand feet, board measure.

Railway ties, eight feet long, 1½ cents each.

Railway ties, nine feet long, 1¾ cents each.

Shingle bolts, 25 cents per cord.

And 5 per cent. on the sale of all other products of the berth.

# Timber Permits

Yearly permits are granted to settlers, mine operators and others on application to the Dominion Timber Agents, from whom further information can be obtained.

**W. W. Cory,**

Department of the Interior, Ottawa,
December 20th, 1912.

Deputy Minister.

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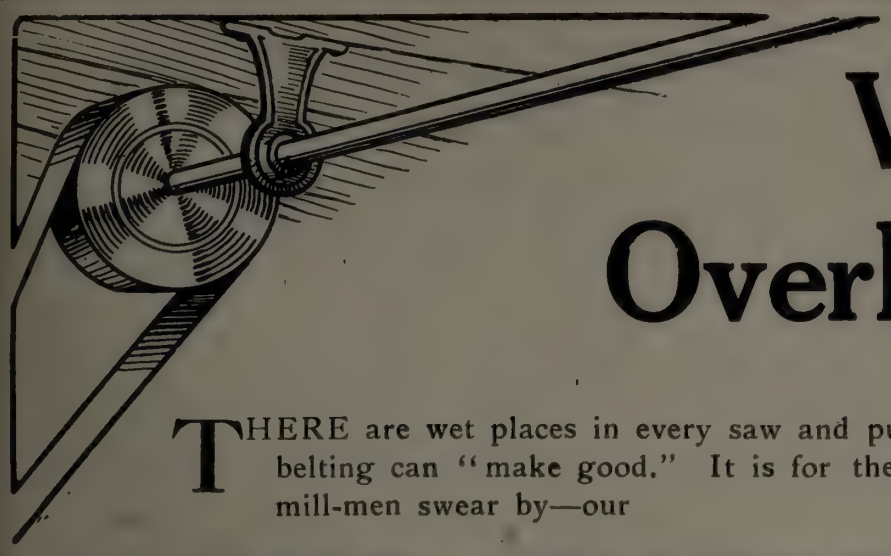

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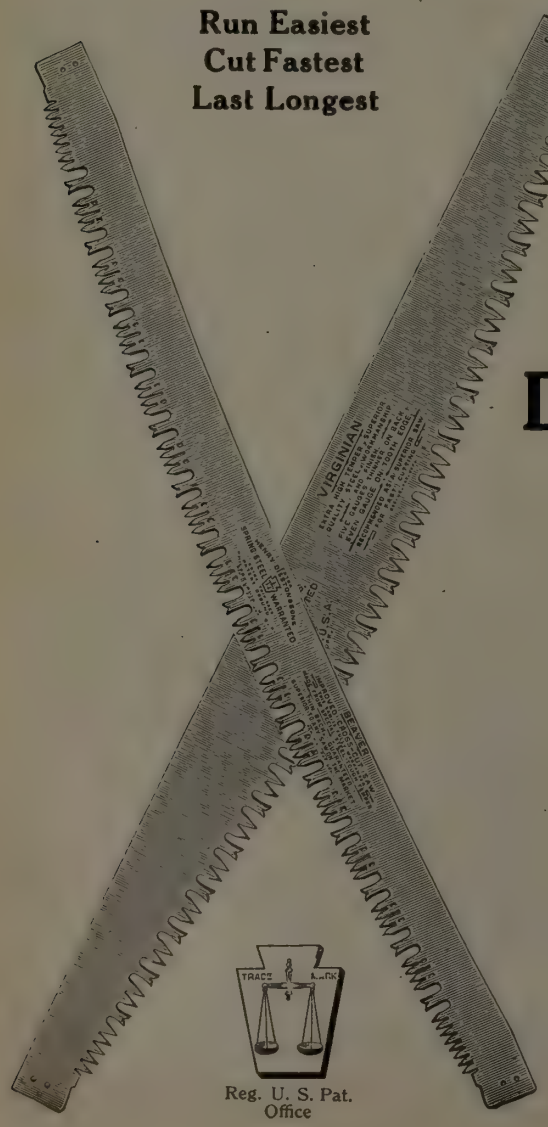


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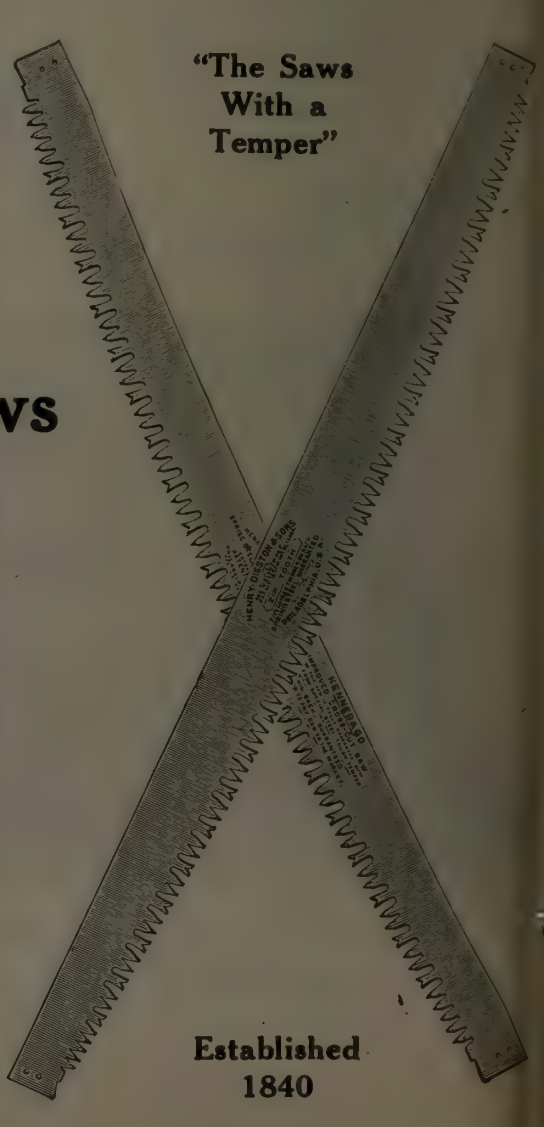

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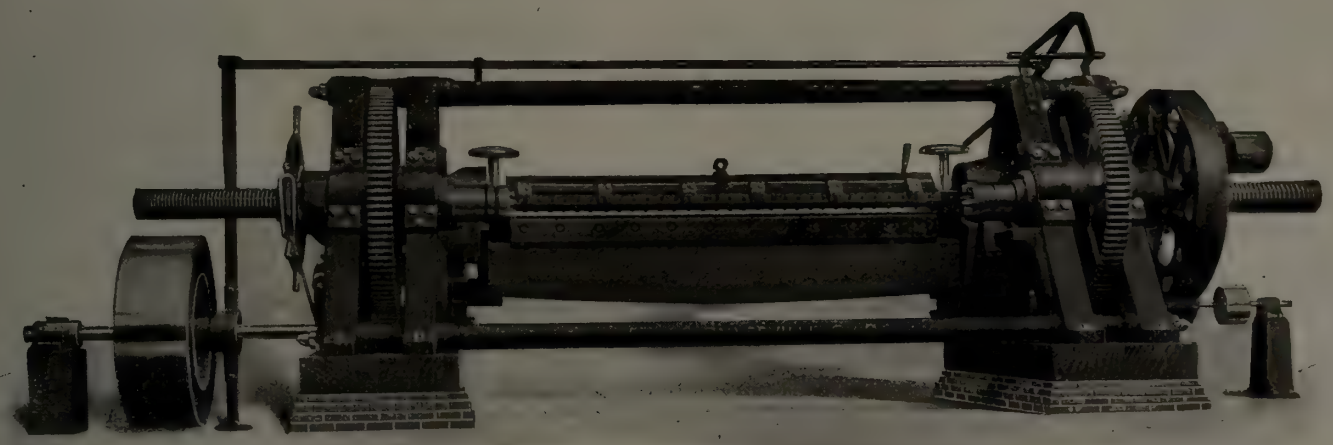

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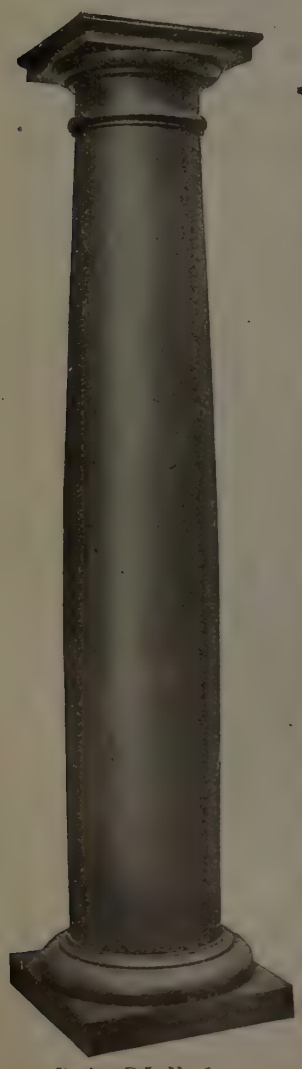

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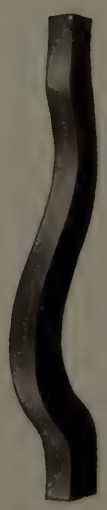

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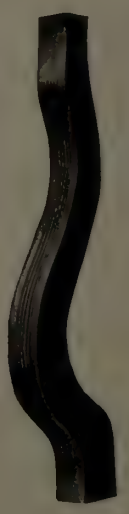

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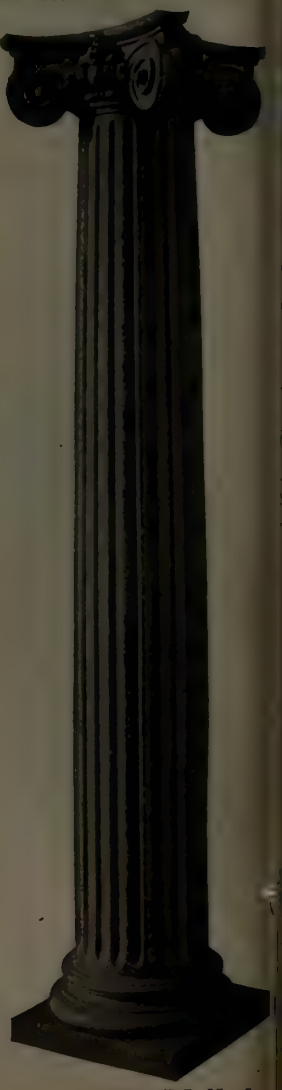
B.L. No. 235 Square

B.L. No. 260, Octagon

B.L. No. 251, Round

Design B.L. No. 210



Design B.L. No. 5

WEST BATTS LIMITED TORONTO

# The Power of "A Want Ad."

When you have something to sell that another is likely to want, or if you want something, a sure way to get in touch with your party is through a "want ad." This class of advertising the world over is a rapid and positive means of finding your man.

If you have any wants in the lumber business the quickest and most inexpensive way to satisfy them is by advertising in the **Wanted and For Sale Department** of the Canada Lumberman and Woodworker.

Twice a month "the paper with the green cover" brings together buyers and sellers of lumber and machinery from all the principal lumbering centres of Canada and the United States. By covering this wide though specialized field, waste circulation for advertisers has been eliminated.

For quick and satisfactory results, get your advertisement in the **Wanted and For Sale Department** of the

**Canada Lumberman & Wood Worker**

Published 1st and 15th of the Month

*The National Lumber Journal of Canada*

TORONTO - - - CANADA

Branch Offices:

Montreal Winnipeg Vancouver London, Eng.

United States Representatives:

W. D. Ward, 1226 Tribune Building, NEW YORK.

E. I. Macintyre, 1413 Great Northern Bldg., CHICAGO.



# BACK UP THE ABILITY OF YOUR FILER

GIVE him the saw gumming wheels that will cut free, fast and absolutely cool,—the wheels that will not caseharden or draw the temper from the saw. Give him

## ALOXITE SAW GUMMING WHEELS

He will do better work in less time. There will be no burned saws, and he will save time—save on wheel costs because Aloxite wheels hold their shape, show long life.

*THE PROOF IS IN A TRIAL WHEEL*

**THE CARBORUNDUM COMPANY**

NIAGARA FALLS, N. Y

BOSTON NEW YORK PHILADELPHIA CINCINNATI
CLEVELAND GRAND RAPIDS CHICAGO PITTSBURGH
MILWAUKEE MANCHESTER, ENG. DUSSELDORF, GER.

*The Mark* THE E. LONG MANUFACTURING CO. LIMITED SAW MILL MACHINERY ORILLIA, CANADA *of Quality*

# Efficiency Where Service is Hardest

**The Stationary Cylinder Steam Nigger, shown below, is a real PRODUCING machine.**

**The quick, positive action will please the sawyer.**

**Its rigidity and the absence of leaking steam joints will please the millwright.**

**Built in eight sizes.**

***Our catalogue—yours for the asking—tells why.***

## The E. Long Mfg. Co.
## Limited
## Orillia, Canada

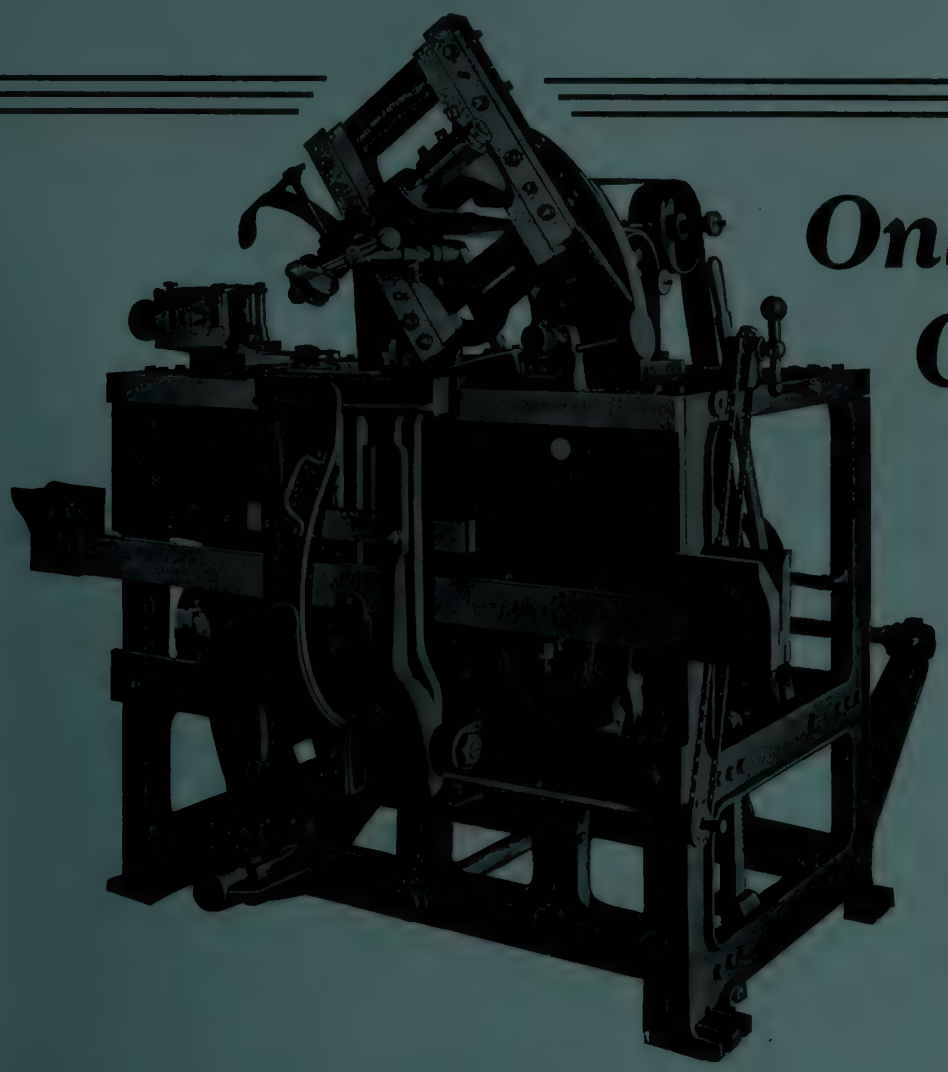
*REPRESENTED BY:*

Robt. Hamilton & Co., - Vancouver

Gorman, Clancey & Grindley, Limited, Calgary and Edmonton

Stuart Machinery Co., Ltd., - Winnipeg

Williams & Wilson Ltd., - - Montreal



# *Only the Best Is Good Enough*

THE work your filer does is limited to a great extent by the equipment he uses.

Give him the kind that allows him to keep your saws in the best possible condition—and his work will be reflected in the out-put of your mill.

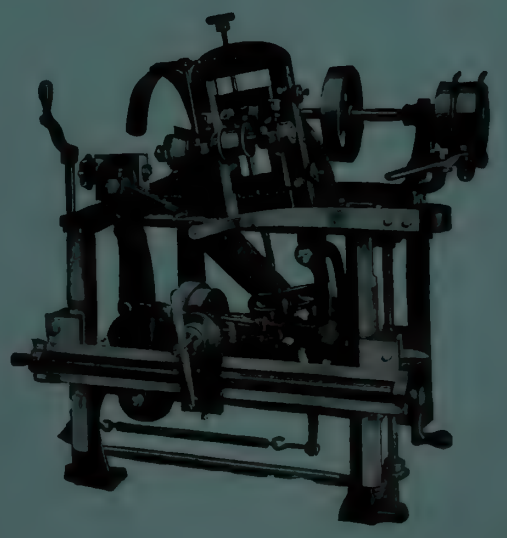
Smooth cutting, easy running saws mean smooth sawn lumber—the secret of both is—

# "COVEL" SAW FILING EQUIPMENT

## For Band and Circular Mills—Any Size

Both in Canadian and American installations, where severe saw service is the general rule, COVEL Filing Room Equipment is giving excellent results. It is producing larger cuts of better lumber wherever used. Your filer needs that kind of equipment.

We can supply COVEL Saw Filing Tools capable of handling circular saws up to 84 ins. in diameter and bandsaws up to 20 ins. wide, that will help him keep your saws in better shape at less cost than ever before.



There is only one kind of Saw Filing Equipment good enough to use on good Saws—the best. "COVEL" is the name. Remember it when you are buying Filing Room tools.

## The Waterous Engine Works, Co., Ltd.

H. B. Gilmour
Vancouver, B. C.

Brantford, Canada

Branch:—
Winnipeg, Man.

**$5,000,000.00**
**worth of mixed metal sold annually.**

# "FROST KING" METAL

Our thirty-five years experience in metal mixing enables us to place on the market a babbitt that we believe to be absolutely perfect. For high speed machinery and engine work it is without an equal. It is specially designed for saw-mills, planing mills, threshing engines, traction engines, pumps, rolling mills, pulp machinery, and all classes of stationary engines. It is a high grade metal made of the very best selected stock, and carefully compounded.

If your dealer does not stock FROST KING send us a money order for your requirements. **Price 30c per lb., Fort William and East; West of Fort William 35c per lb., delivered nearest railway station; packed in 30 lb. and 60 lb. boxes.**

For extra duty, such as over-hanging saws, our FAULTLESS BABBITT will stand where all other metals will fail. Price, Fort William and East, 40c per lb.; West of Fort William, 45c, delivered to your nearest railway station; packed in 30 lb. and 60 lb. boxes.

## HOYT METAL CO., Toronto, Canada

**Have factory and office at Eastern Avenue and Lewis Street, Toronto, Canada**

**Factories also at:— New York, N. Y. London, Eng. St. Louis, Mo.**

President and General Manager D. C. CAMERON, Winnipeg

Secretary-Treasurer, WILSON BELL, Winnipeg

# The Rat Portage Lumber Co. Ltd.

**Manufacturers of**

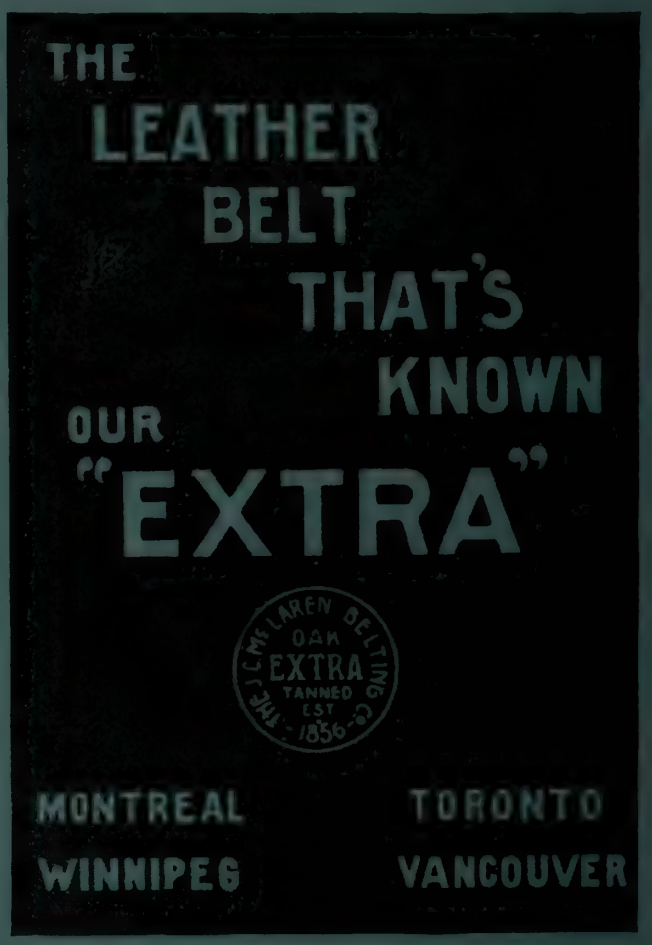
## Fir, Cedar and Spruce LUMBER

**Cedar Shingles, Fir and Cedar Lath**

Car Sills and Sheathing, Cedar Siding

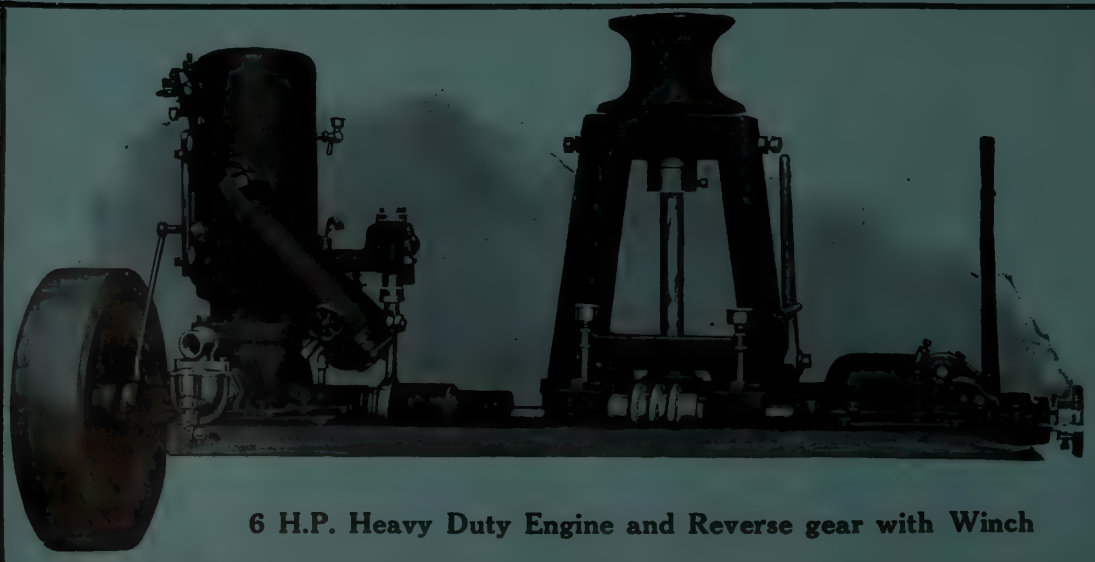
Large and Long Timbers
for heavy construction work

**Vancouver, B.C., and Harrison River, B.C.**




**The J. C. McLaren Belting Co.**
**Limited**

**General Mill Supplies MONTREAL**



**6 H.P. Heavy Duty Engine and Reverse gear with Winch**

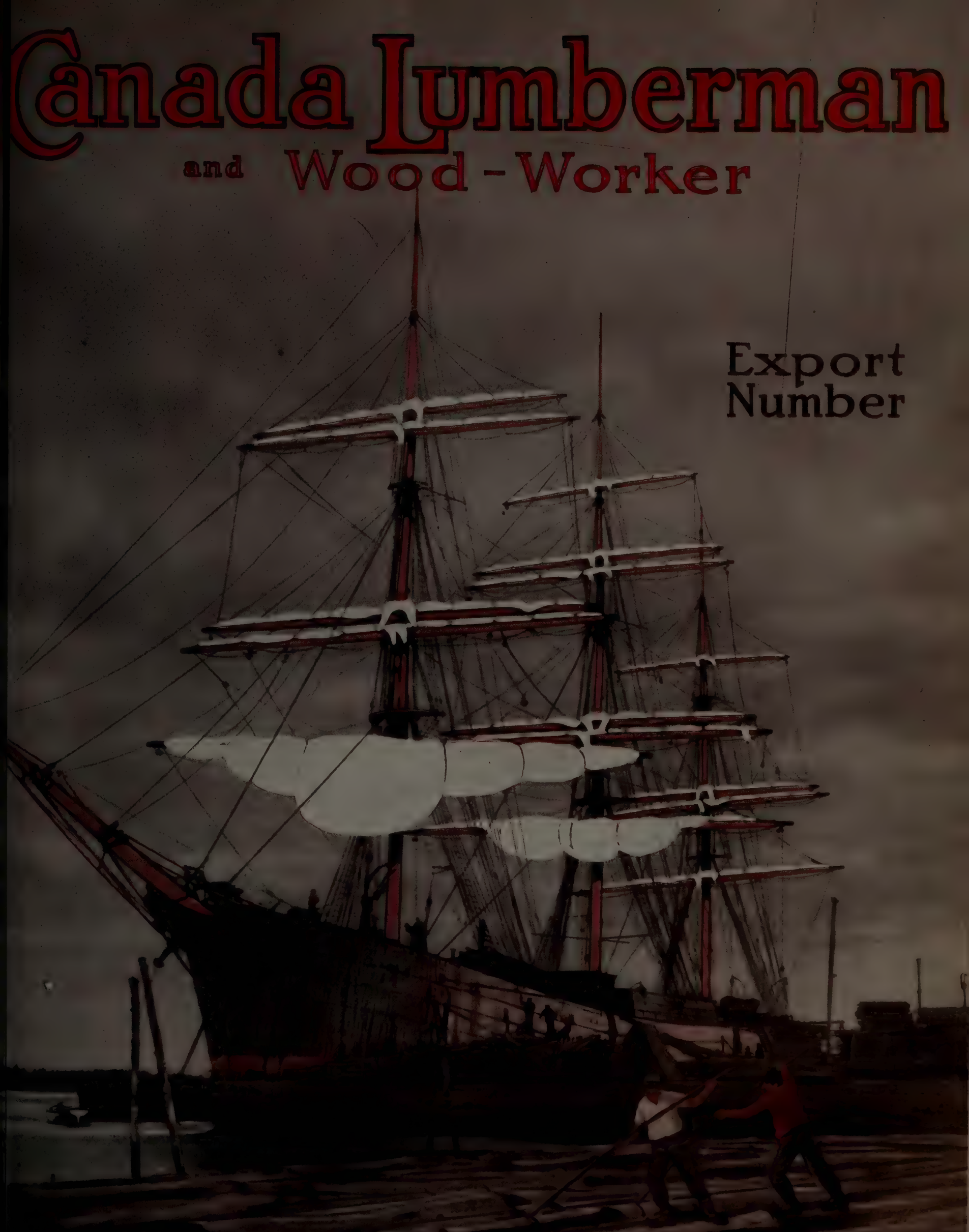
# River Driving Costs

will be decidedly lower this year if you use Adams Gasoline Towing Machinery in 25 ft. punts for carrying supplies and handling booms and logs. One man does the work of ten. We have both machinery and complete punts for prompt shipment. It will pay you to write us now. Gasoline engines all sizes, 2 to 25 h.p.

**Adams Launch & Engine Co.**
**Penetang, Ont.**

# Canada Lumberman
## and Wood-Worker

Export Number



Hugh C. MacLean Limited.
Publishers

Vol 35 No. 11

Toronto June 1 1915

"Leather like gold has no substitute."

The Waterproof Belt with the Surface that Grips the Pulley

"AMPHIBIA"

The Only Belt for Mills Sawing Green or Wet Logs or Lumber

# "AMPHIBIA"

There is more knack and "know how" required in the manufacture of a perfect leather belt than in the manufacture of almost any other product used in a mill.

39 years of experience have taught us the secrets of successfully making leather belting that is absolutely waterproof and impervious to water or oil. The hides used in "AMPHIBIA" belting are obtained from the best stock at a season when the hides are toughest. They are carefully tanned in our own tanneries by a secret waterproof process.

The best of the butts is then selected for use in "AMPHIBIA" belting, any weak or thin spots having been culled out by experts.

"AMPHIBIA" has been "Made in Canada" for 39 years. When ordering state where the belt is to run.

***Write us for prices.***

Sadler & Haworth

TORONTO 38 Wellington St. E.
VANCOUVER 107-111 Water St.
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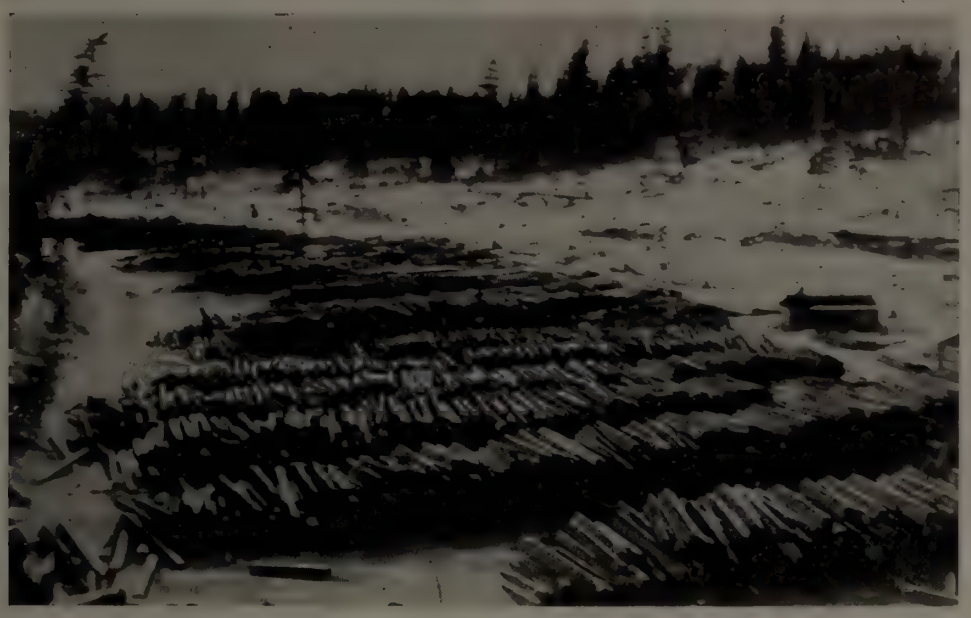
WINNIPEG Galt Building
ST. JOHN 149 Prince William St.



One of our log dumps on Sturgeon River

# Geo. Gordon & Co.

Limited

Cache Bay, Ontario

# WHITE AND NORWAY PINE

Send us your inquiries for Dimension Timber, Deals, Rough and Dressed Lumber in all sizes and grades. : : : : : : :

With a daily capacity of 200,000 feet of Lumber, and 90,000 pieces of Lath we can fill your orders promptly.

View of Mills at Victoria Harbor, Ont.

# The Victoria Harbor Lumber Company

**Limited**

MANUFACTURERS OF

## LUMBER
## LATH and
## SHINGLES

HEAD OFFICE:

**12-14 Wellington St. E., TORONTO, ONT.**

F. N. WALDIE, PRESIDENT R. S. WALDIE, VICE PRES. W. E. HARPER, SECRETARY

## We Are Now Cutting

# HEMLOCK

## At Our Longford Mill

***Send us your inquiries for Special Bills***

We have on hand at Cache Bay One Million feet dry No. 1 Hemlock. A good assortment of sizes. Cut plump inch and two inch.

We will give you a snap on a block of 1" and 2" No. 2 Hemlock both at Cache Bay and Longford.

## The Long Lumber Company

HAMILTON, ONT.

***Established 1871*** ***Incorporated 1904***

## *We Specialize in*

# Highest Quality Canadian White Pine

As required for the markets of the United Kingdom, France, South Africa, Etc.

**Red Pine Sugar Pine Spruce**

**Hardwood Flooring**

## R. Laidlaw Lumber Company, Limited

**Head Office, 65 Yonge St., TORONTO, Canada**

# Everything In Lumber

The best of shipping facilities by either rail or water.

Write, phone or wire us for prices and stock lists

## The McLennan Lumber Company, Limited

Montreal

*Section of Toronto sorting yard*


## For the European market we solicit enquiries for following Prime Stocks

**SPECIALTIES**

Piano Action White Maple
Quarter Sawn Maple
Piano Rails
White Basswood
Rock Maple
Maple Flooring Strips
Maple Mangle Blocks
Coffin Orham
Quebec Birch
Birch Squares
Maple Last Blocks

***Hard Maple***
***White Maple***
***Soft Maple***
***Basswood***
***Soft Elm***
***Birch***
***Beech***
***Rock Elm***
***White Ash***
***Brown Ash***
***Cherry***
***Orham***

*C. I. F. quotations on*

Logs,
Planks,
Boards,
Squares
and all dimension stocks.

## For the United States market we quote on grade National Inspection

*English Office:*
Robert Bury & Co. England Ltd.
Bootle, Liverpool, Eng.

# Robert Bury & Co.

*Wholesale Hardwoods*

Toronto, Canada

*Office:*
79 Spadina Avenue
Toronto
*Yard and Wharf:*
Bay Front, Toronto

# Quebec and Ontario SPRUCE

I am in a position to supply Merchantable Spruce in all thicknesses from 5/8" to 3 inch in standard widths.

# Canadian Hardwoods

Specializing in

## LAURENTIAN RED BIRCH

sawn for export at my mills in the Laurentians; can contract for cuts to be sawn to order. Also offer 1", 1¼", 1½", 2", 2½" and 3" dry stock.

Will be glad to quote on your requirements in

**Maple** **Basswood**
**Beech** **Ash and Elm**

## C. A. SPENCER, Lumber Merchant

Eastern Townships Bank Bldg., MONTREAL, Que.

OPERATING

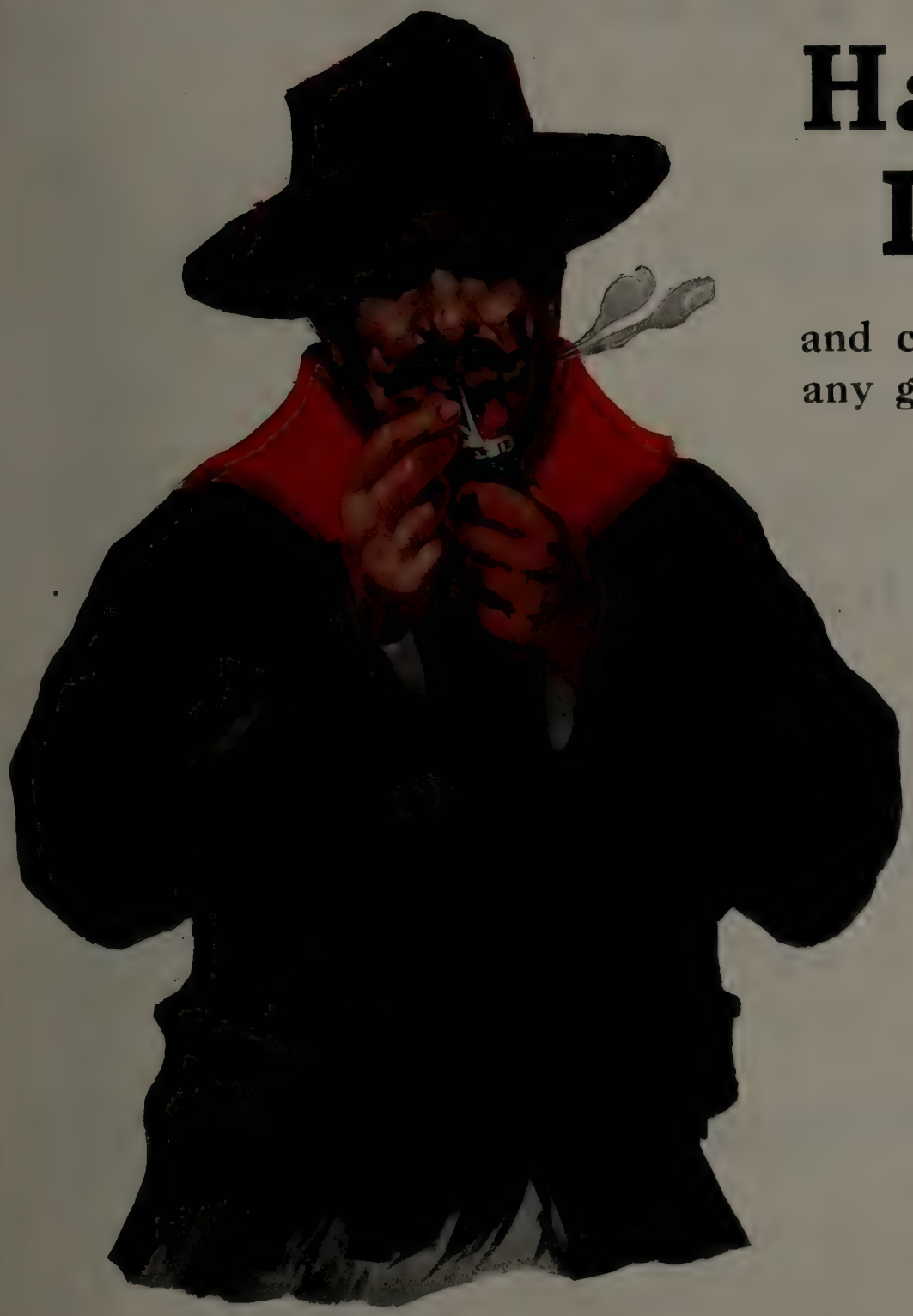
Spencer Lumber Co.—Mills at Rockway Valley and Arundel, Que.

## We Manufacture and Deal in

# Pine, Spruce, Hemlock

and

# Hardwood Lumber



and can quote you prices on any grades you may require.

Rail or vessel shipments.

Have now on hand 7,000,000 feet sound knotted White Pine Lumber of all thicknesses for early shipment.

All Hardwood Lumber shipped subject to National Hardwood Lumber Association rules of inspection.

*Mills at:*--**Mowat, Ont.**
**Blind River, Ont.**
**Burk's Falls, Ont.**
**Wilberforce, Ont.**

# Spears and Lauder

***Phone Main 5324***

***Night and Holidays Phone Hillcrest 6054***

**501 Kent Building,**
**Yonge Street,**
**TORONTO, ONT.**

# LUMBER

**GOOD GRADES** **RIGHT PRICES** **PROMPT SHIPMENTS**

COMPLETE STOCKS

***Birch, Basswood, Maple, Elm, Beech***

**in all thicknesses**

Also full line in

***White, Red, Jack Pine and Spruce***

SPECIALTIES ***Maple and Birch***

## C. G. Anderson Lumber Co.

Limited

**Toronto**

**Cable Address—Marneil, Toronto**

# BARTRAM BROTHERS, LIMITED
## OTTAWA, CANADA

# SPRUCE, RED AND WHITE PINE

***We Offer for Immediate Shipment:***

**NORWAY & JACK PINE, M. R.**

1 x 4/5 x 10/16 ft.—1,080,484 ft.
1 x 6 x 10/16 ft.— 443,000 ft.
1 x 8 x 10/16 ft.— 81,000 ft.
1 x 10 x 10/16 ft.— 14,000 ft.
2 x 4 x 10/16 ft.— 164,312 ft.
2 x 6 x 10/16 ft.— 220,000 ft.
2 x 8 x 10/16 ft.— 320,000 ft.
2 x 10 x 10/16 ft.— 218,000 ft.
2 x 12 x 10/16 ft.— 65,000 ft.
3 x 4 & up x 10/16 ft.—129,000 ft.

**NORWAY & JACK PINE, CULLS**

1 x 4 and up x 8/16 ft.—1,500,000 ft.
3 x 4 and up x 10/16 ft.— 82,517 ft.

**NORWAY & JACK PINE LATH**

1½ x ⅜ x 32 in., M.R.—440,000

**SPRUCE, M. R.**

2 x 3 x 10/16 ft.— 24,000 ft.
2 x 4 x 10/16 ft.—700,000 ft.
2 x 5 x 10/16 ft.—400,000 ft.
2 x 7 x 10/16 ft.— 14,000 ft.
1¼ x 3 x 10/16 ft.— 13,600 ft.

**SPRUCE, M. R.**

1¼ x 4 x 10/16 ft.— 92,000 ft.
1¼ x 5 x 10/16 ft.— 17,000 ft.
1¼ x 6 x 10/16 ft.— 14,000 ft.
1¼ x 9 x 10/16 ft.— 67,000 ft.
1 x 3 x 10/16 ft.— 31,000 ft.
1 x 4 x 10/16 ft.— 75,000 ft.
1 x 5 x 10/16 ft.—140,000 ft.
1 x 7 x 10/16 ft.— 15,000 ft.

**SPRUCE CULLS**

3 x 4 and up x 8/16 ft.—125,000 ft.
2 x 4 and up x 8/16 ft.— 20,000 ft.
2 x 5 and up x 8/16 ft.— 85,000 ft.
1 x 4 and up x 8/16 ft.— 80,000 ft.

**Have Large Stock 3" Spruce Deals for Export Trade at Water Points**

# Logging By Rail Enables Us To Run Our Plant the Year Round

***This Means Better Service to the Trade***

# Hemlock, Pine and Hardwoods

**ALWAYS IN STOCK READY FOR SHIPMENT**

**Hemlock, Hardwood** and **Spruce Timbers** a specialty—lengths 10/26' long.

We can dress and rip to your orders.

***A postal will bring you our monthly stock list with our best prices***

# Fassett Lumber Company, Limited

**Fassett, Que.**

# John Lumsden

*Manufacturer of*

# Red and White Pine Lumber and Lath

*Mills at*

## Lumsden Mills
Que.

# Ottawa Valley Lumber

# White Pine
# Red Pine
# Spruce
# Lath

High Graders of Canada Lumber

## FRASER & CO.

*Manufacturers*

Mills at Deschenes, Que.

*SELLING AGENTS*

## Fraser-Bryson Lumber Co.

Limited

Ottawa Canada

**CAMERON & CO., LIMITED**

OTTAWA — WHOLESALE — CANADA

OAK — FIR — WHITE PINE

**Specialty --- Dimension Timber**

HEMLOCK — YELLOW PINE — NORWAY PINE

Lumber
Lath
Shingles

EASTERN AGENTS
**NORTH PACIFIC LUMBER CO., Limited**
MILLS AT - - BARNET, B.C.

TIES
POLES
POSTS

**Special, 400,000 ft. dry 6/4 Canadian Birch**

Hemlock
White Pine
White Oak
Red Oak
White Ash
Birch
Maple
Beech
Rock Elm
Soft Elm
Red Gumwood
Yellow Pine
Basswood
Spruce
Cedar

Three Sawmills and large, well-equipped Planing Mill, including Sash and Door Factory, with special machinery for the manufacture of Oak, Birch and Maple Flooring.

We supply Timbers, Track Ties, Cedar Posts, Lath, Shingles.

Try us once.

**John Harrison & Sons Co.**
Limited
Owen Sound, Ont.

J H & S Co

**BIRCH**

Winter Cut, Dry Stock, Red all in,
4/4, 5/4, 6/4 and 8/4
One Million Feet No. 1 Common and Better

*Manufacturers of*
**Hardwood, Hemlock Spruce and Pine Lumber Lath and Shingles**

**Dennis Canadian Co.**
Whitney, Ontario

**Charlemagne & Lac Ouareau Lumber Co.**
Mills: Charlemagne, Montcalm, St. Adele

**The Gres Falls Company**
Mills: Three Rivers and Cape Madelaine

**St. Gabriel Lumber Co., Limited**
Mill: St. Gabriel de Brandon
Head Office: 524 Board of Trade, Montreal, P.Q.

Manufacturers of
Spruce and Pine Lumber and Ground Wood Pulp

**Williams Lumber Company**

*Wholesalers and Exporters*

**WHITE PINE**

Ottawa - - - - - Canada

# Thos. Mackarell & Company

***Head Office:***
**Union Bank Building**
**Ottawa**

***Branch Office:***
**Canadian Express Building**
**Montreal**

Exporters of

# Quebec Spruce
# Red Pine
## Deals and Boards

***We control some of the finest cuts in Canada.***

***Enquiries solicited from European Buyers.***

Registered Trade Mark

# White Pine Deals

# White Pine Boards

# Red Pine Deals

# Red Pine Boards

## *All Grades*

## Watson & Todd, Limited

**Ottawa, Canada**

**Also—Montreal, Can. and Liverpool, Eng.**

Registered Trade Mark

The
**Harris Tie & Timber Co.**
Ottawa - Canada
Lumber - Lath - Shingles
Cedar Poles and Posts
Railway Ties - - Piles

**James Cooke & Co., Ltd.**
*WOOD BROKERS*
2, St. Nicholas Buildings,
NEWCASTLE-ON-TYNE
REPRESENTING LEADING AMERICAN AND BALTIC SHIPPERS

**Pine** | **Spruce**
**White and Red** | **Hemlock**

We have the Stock and Facilities for Prompt Shipments.

*Correct Grades*

*FOREIGN ENQUIRIES SOLICITED* *WRITE, PHONE OR WIRE US*

**W. H. Bromley, Pembroke, Ont.**

JOHN GILLIES, President
DAVID GILLIES, Vice-President
J. S. GILLIES, Sec-Treas.
Established 1873
**GILLIES BROS.** Limited
Mills and Head Office BRAESIDE, ONT.
Manufacturers of
**WHITE PINE**
**RED PINE** **SPRUCE**
New York City: Guy E. Robinson, 1123 Broadway

# REDWOOD

our big specialty. The versatile wood. You have read our previous messages and know what this wonderful and economical wood is.

# BIG TIMBERS

our hobby. The bigger the better.

# RAILWAY TIES

our big line and everything in lumber. Second to none.

***TRY OUR QUALITY GOODS AND EFFICIENT SERVICE.***

## Canada Lumber Sales Co., Limited

**145 St. James Street, Montreal**

# "Safety First"

Don't take a chance on losing a customer by selling him some inferior lumber, sell him

## Hocken's Hemlock

and you'll be safe.

## Hocken Lumber Company, Limited

**Otter Lake Station, Ont.**

**Toronto Representative :—L. M. Dougherty, 77 Lindsay Ave., Phone Park. 2170**

Panoramic view of plant of C. Beck Mfg. Co., Penetanguishene, Ont., showing from left to right, New Mill, Pail and Tub Plant, Old Mill and a section of the yard.


# "BECK"

is synonomous with

# BEST

in

## LUMBER PRODUCTS

# WHITE AND NORWAY PINE SPRUCE

Our LATH are the best on the Georgian Bay

***Some of our specialties:*** BOXES, BOX SHOOKS WOODEN PAILS and TUBS.

***We can Dress, Match and Resaw***

***Send us your orders and inquiries***

Good Dock Facilities for water shipments.

**"We Aim to Serve You With the Best"**

**C. Beck Mfg. Co. LIMITED**

**Penetanguishene, Ont.**

W. B. Maclean, President G. A. Maclean, Sec.-Treas.

THE

# Conger Lumber Company

Limited

## Mills at Parry Sound, Ontario

*View of Mills at Parry Sound*

Manufacturers of all kinds of

# Pine and Hemlock Lumber, Timber and Lath

HEAD OFFICE:

622 Confederation Life Chambers
TORONTO, ONTARIO

# LUMBER

WHITE PINE
RED PINE
SPRUCE
HEMLOCK

## WHOLESALE

LATH - SHINGLES - CEDAR POSTS - PILES

## JOHN DONOGH & CO.

1205 TRADERS BANK BUILDING
TORONTO

## THE A. W. BURRITT CO.

MAIN OFFICE
BRIDGEPORT, CONN.

NEW YORK SALES OFFICE
GRAND CENTRAL TERMINAL

LARGE DRY STOCK **SPRUCE** AND **W. PINE**

WATER AND RAIL SHIPMENTS

FROM

NEW BRUNSWICK, QUEBEC and NOVA SCOTIA

**Spruce**
**White Pine**
**Banksian Pine**
**Birch**

***Get our stock list and prices.***

**—BROWN CORPORATION—**

***Formerly:*—Quebec & St. Maurice Industrial Company, Portland, Maine**

**California P T L Redwood**

**For Interior Finish**

Redwood is easy to work and takes a beautiful finish.

**For Exterior Finish**

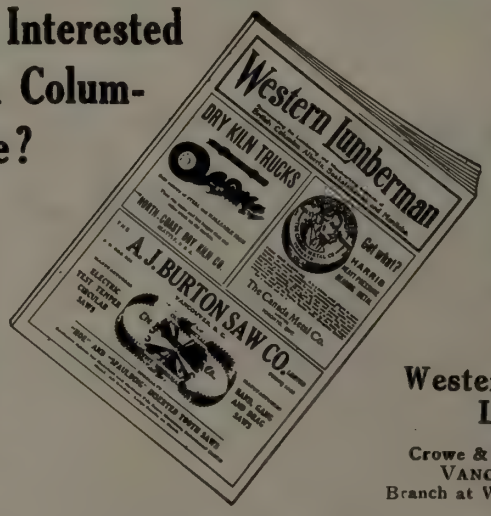
Redwood leads for it does not rot. It needs no paint.

**Ask for our Catalogue.** **Ask for our Finish Book.**

**John D. Mershon Lumber Company**

**Saginaw, Mich.** **New York 1 Madison Ave.** **Chicago 3612 S. Morgan St.**

**Are You Interested in British Columbia Trade?**




The immensity of the Lumber Industry will within a few years make this Province the most important in the whole Dominion.

There is undoubtedly a big market for Mill Equipment of all kinds. Let us Demonstrate our Advertising service. We please others, we can please you.

**Western Lumberman**

Crowe & Wilson Chambers
VANCOUVER, B. C.
Branch at Winnipeg

**The Georgian Bay Lumber Co.**

**Limited**

**Waubaushene, Ontario**

**Manufacturers of High Grade**

**Lumber and Laths**

**River Ouelle Pulp & Lumber Co.**

*Manufacturers of*

**SPRUCE**

**Lumber Lath Pulpwood**

*Head Office and Mills at:*

**St. Pacome, Que., Canada**

On I. C. Ry. 75 Miles East of Quebec City

*Also Mills at:*

Crown Lake, Powerville, Riv. Manie
On Nat. Transcontinental Ry.

WE ARE

# HEADQUARTERS

For British Columbia Douglas Fir and Cedar Lumber and Timbers.
(Especially Dressed Lumber and Finish.)
For British Columbia Red Cedar Shingles.
For White Pine Lumber (all kinds) and Lath.
For Norway Pine Lumber, Timbers and Lath.
For Hemlock Lumber, Timbers and Lath.
For Cedar Ties and Posts.

*Get our prices, they will interest you*

## TERRY & GORDON

**LUMBER AND TIMBER MERCHANTS**

**Head Office:—TORONTO, ONT.**
**704 Confederation Life Building**

**Branch Office:—VANCOUVER, B.C.**
**852 Cambia St.**

## Finch, Pruyn & Company, Inc.

**Glens Falls, N.Y.**

**Mills—Laurier Station, P.Q.**
**Glens Falls, N.Y.**

**MANUFACTURERS OF**

Spruce, Hemlock, White Pine, Hardwoods

Full Count White Cedar Shingles

Lath 1½′ x 4′ and 3′

**Mixed Cars Rough and Dressed**

**Hemlock Timbers To Order**

# TORONTO


## Are You Looking For CASH BUYERS?

We are open to buy **MILL-CUTS** of Pine, Spruce, Hemlock Lumber and Lath **FOR CASH.**

**C. A. Larkin Lumber Co., Limited**
705 Traders Bank Bldg.,
TORONTO, ONTARIO

## JOHN DONOGH & CO.
Wholesale Dealers

**HEMLOCK SPRUCE**

*Dry stock in all sizes.* *Quick shipments.*

1205 TRADERS BANK BUILDING, TORONTO

## FRANK H. HARRIS LUMBER CO., LIMITED
32 Church Street, - TORONTO, ONT.

**Yellow Pine and B.C. Shingles always in transit**

*Selling Agents for*

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**Honduras Mahogany and Sawn Veneers**
MEMPHIS, - TENN.

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**Oak, Ash, Poplar and Cypress**
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When wanting lumber in car lots of various kinds and thicknesses. Send us list of your needs. We will be glad to make you quotations on Birch, Basswood, Black Ash, Soft Elm, Pine and Spruce. Mixed car loads our specialty.

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26 M. ft. 8/4 No. 2 Common and Better Maple.
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***Let us quote you on your requirements of the following stock.***

100,000′ 10 x 10 Hemlock—heavy to 12′ & 16′ lengths
45,000′ 2″ No. 1 C. & B. Maple
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***Above is all dry well manufactured stock.***

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| Spruce Timber | 150,000 ft. B. M. | 8 in. x 8 in., 10 in. x 10 in. and 12 in. x 12 in. x 12/16 ft. |
| Cedar Timber | 100,000 ft. B. M. | 8 in. x 8 in., 10 in. x 10 in. and 12 in. x 12 in. x 12/16 ft. |
| Brown Ash | 25,000 ft. B. M. | 1 in. x 4 in. and up x 6/16 ft. 1913 cut |
| | 25,000 ft. B. M. | 1 in. x 4 in. and up x 6/16 ft. 1914 cut |
| White Ash | 20,000 ft. B. M. | 2 in. x 5 in. and up x 6/16 ft. 1913 cut, live sawn |
| Elm | 25,000 ft. B. M. | 1 in. x 4 in. and up x 6/16 ft. 1913 cut |
| Basswood | 150,000 ft. | 1 in. x 4 in. and up, Log Run, (Culls out) 1914 cut |

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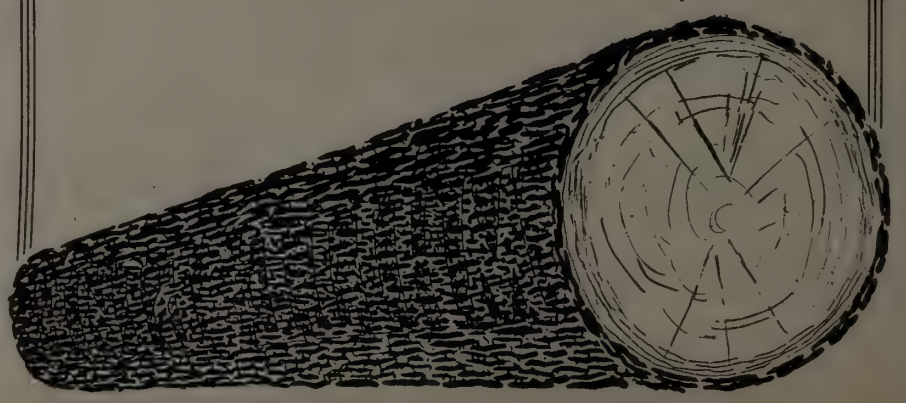

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| 2,500 " | 8/4 | " " " |
| 2,500 " | 16/4 | " " " |
| 12,000 " | 8/4 | 1st and 2nd Soft Elm |
| 17,000 " | 4/4 | No. 1 C. & B. Soft Elm |
| 22,000 " | 8/4 | No. 1 C. & B. Soft Elm |
| 50,000 " | 4/4 | No. 2 C. & B. Birch |
| 13,000 " | 3 x 8 to 16"—10 to 16 ft. | 1st and 2nd White Ash |
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**STAONAL LUMBER CRAYONS**
Waterproof Permanent
Will not wash or rub off
SUPERIOR MFG. CO., LIMITED
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**Order To - Day we Ship Tomorrow**
***Gulf Cypress***
Kiln - dried North Carolina Pine, Long Leaf Timber, Whitewood, Cypress Shingles.
From our wharves in Portland, Maine
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Let Us Quote You On

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of

**Rough and Dressed Lumber and Lath**

We specialize on cutting to order all sizes of

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Also in Dressing in car or mixed lots 1″, 2″ and 3″ to customers' specifications.

***Complete stocks always ready for prompt shipment.***
***Send your inquiries.***

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## Everything in Timber

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Everything in Wood for Building Purposes

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With Mills at Winnipeg, Man. Vancouver, B. C. Harrison River, B. C. Kenora, Ont. Rainy River, Ont. and Banning, Ont.

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## Lumber, Lath, Shingles, Sash and Doors

And all kinds of Woodwork and Interior Finish. Also Box Shooks and Packing Cases. White and Red Pine Lumber, Maple Flooring, Hardwood Lumber, Turned and Band Saw Work, Cedar Posts and Poles, Tamarac, Piling etc.

ADDRESS HEAD OFFICE **The Rat Portage Lumber Co., Limited - Winnipeg, Man.**

D. C. CAMERON, President and General Manager.

# Machinery and Timber For Sale

The undersigned offer for sale, in large or small blocks all their remaining timber lands, mills and town property situated in the Town of Parry Sound, Ont.; and other Lumber Equipment, including boom chains, plows, sleighs, etc.

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Shawanaga, Burpee, McConkey, Mills, Allen, Secord, Falconbridge and Street.

Special bargains in the townships of Burpee, Falconbridge and Street for small mills.

**We have the following Sawmill Machinery for sale:**

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 3-block right hand steam feed carriage fitted with steam set works, made by Wm. Hamilton, Peterboro, with 10-in. steam feed cylinder.

1 Double cylinder steam nigger, right hand.

1 Log Loader for right hand mill.

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 10 in. Double-cylinder steam feed carriage, left hand, for cutting 24-ft. logs.

1 left-hand steam nigger.

1 Log-loader.

1 Endless chain jack ladder with two kickers complete for right and left hand mills.

2 Roger Gang Edgers for 8-in. cants and lumber.

1 Waterous double edger, 6 saws.

2 2-saw trimmers.

1 20-ft. Slash table.

1 16-ft. Revolving Slash Table.

1 Horizontal Slab Resaw with 5-ft. wheels, made by Diamond Iron Works.

1 70-ft. Transfer Chain for sorting lumber, with necessary levers, rolls and transfer chains to complete outfit.

1 Lath Mill with bolter.

2 Lath Trimming Saws.

## FILING ROOM

1 Automatic Filing Machine for 12-in. D.C. band saws.

1 Automatic Grinding Machine for 8-in. S.C. band saws.

1 Automatic Machine for circular saws.

1 Hand Machine for cut-off saws.

1 Lap Grinder.

1 Set Band Saw Rollers and levelling blocks, with necessary swedges, a number of second-hand band, gang, edger and slash table saws.

## POWER PLANT

2 Double Duplex, high pressure Water Pumps.

5 60-in. x 16-ft. Return Tubular Boilers, allowed 125 lbs. steam.

2 125 h.p. Water Wheels.

1 Upright Engine for sawdust conveyor.

1 10 h.p. Engine.

1 Mitts & Merrell Hog.

1 Wood Machine for 22-in. wood.

1 Wood Machine for 16-in. wood.

1 Edger for ripping dry lumber, installed.

1 Edger for ripping dry lumber, not installed.

1 30 h.p. Generator, 250 volt.

1 30 light arc generator.

There is also a large quantity of shafting, pulleys, hangers, belting, tram cars and turn-tables, particulars of which may be had on application.

Also, contents of machine shop, containing Planer, Drill, Lathe and Machinery, with tools necessary for repair work.

All of the above open for inspection at Parry Sound.

The
## Parry Sound Lumber Co.
Limited

**26 Ernest Avenue, TORONTO, CANADA**

# Chew Brothers

**Midland, Ontario**

***Manufacturers of***

## *Lumber and Lath*

## Contract Sawing

Mill Capacity—Sixteen to eighteen million per season, equipment light gauge bands and gang. Same careful attention given to manufacture of logs under contract as to our own.

Excellent yard for seasoning and facilities for both rail and water shipment.

## Stock For Sale

**2 cars 1″ & 2″ C & C. F. Red Pine**
**4 “ 1″ Box & Common Red Pine**
**7 “ 1″ & 2″ Cull Red Pine**
**15 “ 2 x 4 to 12″ - 10/16′ Common Norway**
**2 “ 1″ Mill Run Cedar**
**1 “ 4 x 4 to 6 x 6 Cedar**
**1 “ 1″ Mill Run Whitewood**
**4 “ 32″ Mill Run Lath**

During the season we shall also have for sale product of about 175,000 logs consisting of choice White and Red Pine. Large percentage sound red knotted dressing quality.

***INQUIRIES SOLICITED***

ESTABLISHED 1855

## THE McGIBBON LUMBER CO.

OF PENETANGUISHENE

Manufacturers of and Dealers in

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HEMLOCK BILLSTUFF a Specialty of which we have the Best Assortment on Georgian Bay.

Don't wait to write. Phone us your requirements.

All stock sized or matched if required.

**Our Yards are Unequalled for Drying Lumber**

## To the Owner of Timber Lands

Far sighted owners of timber lands should take advantage of the times incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. This is certain to come at no distant day. Therefore cultivate a closer acquaintance with your holdings, and the best method of marketing them. Let us prepare the way for you. Remember, we not only report on the property, but assist in marketing the bond issue when necessary. Send for our booklet.

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## California White Pine
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**Best Stock for Factory and Pattern Lumber**

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**SHORT LEAF, KILN DRIED PINE, ROUGH AND DRESSED, ALSO SHORT AND LONG LEAF TIMBER**

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**Capacity Over 600,000 Feet Every Eleven Hours**

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***Manufacturers of all Grades and Classes of Mountain Lumber***

## White Pine, Western Pine, Cedar, Fir and Spruce

Largest Stocks of Well-Seasoned Lumber

***Special Attention to Mail-Orders.*** ***FOUR MODERN MILLS*** ***Satisfaction Guaranteed.***

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***EXPORT and RAIL shipments***

Located at source of supply, with unexcelled facilities for handling business.

Shingles shipped under our "Sidney" Brand, manufactured at Sidney, B.C., give satisfaction.

**Sid. B. Smith Lumber Co.**

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## Heavy Fir Dimension

***Is Our Particular Specialty***

*The Heavier it is the Better we like it*

**We Dress from 1 to 4 Sides up to**
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*Our grade is posstively right, and prices will please*

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**Mills at Craigs on the B.C.E.R.**
**Shipment by C.P.R.R., G.N.R.R. or B.C.E.R.R.**

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4, 5 and 6 inch "CLEAR A" Cedar Bevel Siding.
8, 10 and 12 inch CLEAR CEDAR FINISH.
EXTRA XXX RED CEDAR SHINGLES.

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Limited

Yorkshire Building - Vancouver, B. C.

*Exporters of*

## Douglas Fir Silver Spruce

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Red Cedar Shingles—All Varieties Lath—Doors—Mouldings, Etc.

***Let us quote you delivered prices anywhere.***

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Rogers Building, - VANCOUVER, B.C.

*Dealers* ═══ *Exporters*

## LUMBER

## Clear Spruce, Fir, Red Cedar, Hemlock

Cedar Poles, Fir Piling, Red Cedar Shingles

*Cargoes* ═══ *Parcel Lots*

Can we not quote you? Can we furnish any information?

*Reference*—Bank of British North America.
*Cable Address*—"Fedlumco."

*Codes*—A.B.C.,
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*Head Office*—Rogers' Bldg., Vancouver, B.C.

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New Plant.

Base of Operations.

*British Columbia*

# *Cedar Shingles*

**Made in Canada's Most Modern Shingle Plant.**

**THE BEST THAT MONEY CAN BUY.**

***Write or Wire for Quotations.***

## *The Robert McNair Shingle Co.*

***Vancouver, B.C.***

Logging Railway Dump.

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# Douglas Fir, Cedar, Hemlock Lumber, Lath, Shingles

*Spars and Long Timbers a Specialty*

ESTABLISHED 1865

Hastings Mills, Vancouver

THE Company's plant, known as the Hastings Saw Mill, which is located on Burrard Inlet, in Vancouver Harbour, has the very best facilities for making shipments by water and rail. The docks are capable of accomodating vessels of any size or draught.

We are prepared to quote on all orders, large or small.

## The British Columbia Mills Timber & Trading Co.

**Vancouver, B. C.**

VESSELS LOADING AT HASTINGS SAW MILL, VANCOUVER, B.C.

VESSELS LOADING AT HASTINGS SAW MILL, VANCOUVER, B.C

# British America Mills & Timber Co.

**Limited**

**General Offices, 817 Metropolitan Bldg., Vancouver, B. C.**

# Rail and Cargo Shipments

***Daily Capacity—Two Million Shingles***

What's in a name? To the wise buyer a particular brand means everything. Why? Because he knows the kind of a shingle he is going to get when he specifies on his order a certain brand. After extensive investigation we have come to the conclusion that the average American buyer is willing to pay the price for a superior article if his trade demands it. Further than this: When the tariff on shingles was removed, the average Canadian shingle manufacturer was under the impression that the regular brand of shingles, particularly as to thickness, would be generally accepted by the trade in the American markets, but experience has taught us differently. We positively know that a **Premium Brand** is the ready seller, and secures for the manufacturer an established and reliable trade. Bearing all of this in mind, we have made a special effort to produce shingles that will meet the requirements of high-class American trade.

The **"Shamrock"** brand spells **Perfection** in every particular, and carries a guarantee that insures you protection. Below is our guarantee:

**"SHAMROCK" BRAND.**

| | Length | | Thickness | |
|---|---|---|---|---|
| XXX Extra Clears | 16 ins. long | Variation of 1 in. in 10 per cent. permissable. | 25 Butts must measure 8¼ ins. over all | Variation of ¼ in. in 10 per cent. permissable. |
| XXXX Extra Clears | 16 ins. long | | 25 Butts must measure 9 ins. over all | |
| XXXXX Extra Clears | 16 ins. long | | 25 Butts must measure 10 ins. over all | |
| Eureka | 18 ins. long | | 25 Butts must measure 10 ins. over all | |
| Perfections | 18 ins. long | | 20 Butts must measure 9 ins. over all | |

**STRICTLY CLEAR—EDGE GRAIN—NO SAP.**
**3 INCHES AND WIDER.**

XXX, XXXX, XXXXX, Eurekas — Packed in regulation frame 20 inches in width. Openings shall not aggregate over 1½ ins. to the course. Shall be packed 25/25 courses to bunch, 4 bunches to the thousand.

Perfections — Packed in regulation frame 20 inches in width. Openings shall not aggregate over 1½ ins. to the course. Shall be packed 20/20 courses, 5 bunches to the thousand.

**Must Have "Shamrock" Brand.**

# British America Mills & Timber Co.

**Limited**

**Vancouver, B. C.**

# Otter BRITISH COLUMBIA RED CEDAR SHINGLES

All over the country the demand for ***better shingles*** has become so insistent and determined that dealers are beginning to realize that ***good shingles*** are an asset ; poor shingles a liability.

***When enough*** dealers want one brand of shingles to make it a "best seller"—***it has got to be mighty good.***

That's the ***"Otter"*** record—because this wonderful ***Red Cedar Shingle*** is a marvel of ***quality***—giving "perfect satisfaction" to thousands.

We want you to try the ***merits*** of ***"Otter"*** shingles as trade getters.

Order a car each of our

**"Otter"**
**Extra Clear**
**"A"**
6/2=16"

and

**"Otter"**
**Extra Clear**
**XXXXX**
5/2=16"

## *Our Guarantee*

**100% { Clear Vertical Grain 3" and Wider**

**Full Thickness—Free from Sap—Well Manufactured**

SOLD EXCLUSIVELY BY THE

# British Columbia Shingle Mills Agency

**Metropolitan Bldg. VANCOUVER, B.C.**

British Columbia Douglas Fir

# British Columbia TIMBER

With the tremendous demand for timber that will arise at the close of the War, the eyes of the world will turn to **BRITISH COLUMBIA** with its magnificent stand of more than **400,000 million feet** of splendid merchantable timber.

### Home of the Douglas Fir

British Columbia is the home of Douglas Fir, a tree that has no superior—as has been proved by many tests—for dimension timber. British Columbia furnishes fir timber 20 in. x 20 in. x 80 ft. British Columbia supplies Douglas Fir for general construction purposes, for interior finish; trim; panelling; moulding; ceiling; flooring; furniture; railway ties; piling; paving blocks; cooperage, etc. British Columbia supplies **Western Red Cedar,** unsurpassed for siding; ceiling; shingles and boat construction; the finest of **Western Hemlock,** an excellent wood for general construction, box making, pulp material and interior finish; **Spruce,** for box making and general construction.

### A Great Timber Province

British Columbia is far-famed for its timber resources. The value of the lumber industry to the Province in 1913 was $33,650,000. British Columbia has **335** saw mills with an annual capacity of **2,500 million feet.** The Province produces **1,000 million cedar shingles** a year. British Columbia produces annually $2,500,000 in news print and high grade sulphite pulp. Enormous quantities of raw material afford great opportunities for further pulp manufacture. The timber resources of British Columbia have only been sampled. The period of highest development is still ahead.

### Information Service

The Forest Branch, Victoria, will give immediate attention to requests for information as to the strength, uses and qualities of British Columbia woods and will, further, undertake to distribute, free of charge, all enquiries for material. If so desired the Forest Branch will receive tenders for submitted specifications and will refer quotations by letter or cable to foreign enquirers.

## Hon. W. R. Ross, Minister of Lands

**VICTORIA, B. C.**

**Cable Address**
**"Fingener"**

**Code**
**"Bentleys" or "A.B.C." 5th Ed.**

# MARITIME PROVINCES

# White Cedar Shingles

**Our Mills have now started and we can ship promptly White Cedar Shingles in all grades.**

Association Grading Rules produce high grade stock that commands top prices in all Markets, still the price is no higher at our Mills than you are now paying.

Uniform Prices at all Shipping Points with same terms to all buyers.

**We are now shipping from following rail points:**

CAMPBELLTON, N. B.
DALHOUSIE, N. B.
CHARLO, N. B.
BATHURST, N. B.
CHATHAM, N. B.

**Water Shipments from:**

Gaspe, Que., Bonaventure, Que., Campbellton, N.B.,
Dalhousie, N.B. Bathurst, N.B. Chatham, N.B.

***OUR MOTTO:***

***PROMPT SHIPMENT, SATISFACTORY STOCK, GOOD SERVICE.***

## The North Shore Shingle Association

**of Eastern Canada**

***For Prices write or wire***

## F. G. WHEATON, Amherst, N.S.

**Canadian Sales Agent**

# MARITIME PROVINCES

The above Photograph shows a portion of ***One*** of our lumber yards at Mill No. 1.

We carry the largest stock of dry lumber in Eastern Canada and make a specialty of shipping dry lumber (either rough or dressed.)

A Modern Resawing and Dressing Mill, Electrically driven, turns out the best work in Canada.

Shipment by Car to any market in Canada or the United States. Track room for sixty cars on our own premises.

Water shipments to any Port in the world either by Schooner or Steamers.

Send us your orders for Pine and Spruce Lumber, "BEAVER BRAND" full count shingles and Spruce and Pine Lath.

Ask for our monthly stock list.

## Bathurst Lumber Co. Limited

Bathurst, N. B., Canada

# "Oxford" Pants

## The Lumberman's Favorite Brand

### Some "Oxford" Features

***Waist Band,*** narrow, of neat and attractive material, exclusively designed for "Oxford" and sewn firmly through the body of the pant. Double stitched edge on waist band.

***Pockets***—four instead of the usual three, cut deep and of a battleship grey material.

***Seams***—sewn with a special 4 cord thread. Seat seam and crotch reinforced and double stitched.

***Brace Buttons,*** sewn on with steel.

***Design***—cut extra large in seat for ease and comfort in working, ample height at waist band.

***Pockets and Fly,*** strengthened with strong bar tacking.

***Heel Treads,*** rubber gummed and felled.

You men will appreciate the better wear and comfort of "Oxford" pants.

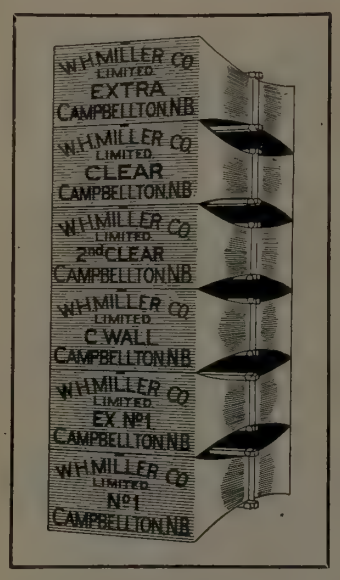
**A Mill To Consumer Line**

***Write us for prices.***

## Oxford Manufacturing Company, Limited

## Oxford, N. S.

# MARITIME PROVINCES



W.H.MILLER CO LIMITED EXTRA CAMPBELLTON.NB
W.H.MILLER CO LIMITED CLEAR CAMPBELLTON.NB
W.H.MILLER CO LIMITED 2nd CLEAR CAMPBELLTON.NB
W.H.MILLER CO LIMITED C.WALE CAMPBELLTON.NB
W.H.MILLER CO LIMITED EX Nº1 CAMPBELLTON.NB
W.H.MILLER CO LIMITED Nº1 CAMPBELLTON.NB

## W. H. Miller Company
Limited

*Manufacturers and Exporters of all kinds of*

## *Spruce and Pine Lumber*

## New Brunswick White Cedar Shingles
A Specialty

*Rail and Water Shipments.* *Write Us for Quotations.*

*Laths and Ties* CAMPBELLTON, N. B. *Pulpwood*

## Edward Partington Pulp & Paper Co.
Limited

Head Office: ST. JOHN, N.B.

Mills: St. John, N.B. Blackville, N.B. Nanudogan, N.B. Marysville, N.B.

MANUFACTURERS OF

## Bleached Sulphite Pulp

Spruce, Pine and Hemlock Lumber, Laths, **Hardwoods**

# CAMPBELL'S

C XXX C Trade Mark

# XXX AXES

C XXX C Trade Mark

**QUALITY GUARANTEED**

## Campbell's XXX

### Single and Double Bit Axes

are made from the best material by skilled workmen who are paid an extra price for the best goods that can be produced.

Every axe is properly heated in forging, carefully tempered by an expert, ground true and thin to a keen edge, which it will retain.

This axe has been on the market for twelve years with increasing demand each season.

Lumbermen appreciate axes, which they can rely upon to stand up under all conditions.

Write us for prices and sample dozen. We know they will please you.

G. W. CAMPBELL,
Introducer XXX Choppers, 1903.

Inventor
Hammer Poll Axe, 1914.

Patent applied for

## Campbell's XXX

### Hammer Poll Axe

**Something New**

Lumbermen find it difficult to get axes, which will stand hard usage in driving saw wedges.

Our invention we guarantee for driving wedges, bolts, etc.

The poll is made from best cast steel V-shaped welded into poll of axe and cannot come apart or flatten out.

It is made to balance and will chop easier than light poll axes.

After using Campbell's Hammer Poll Axe you will discard striking hammers, mall or old style axes.

Order a sample dozen, you will order more when you try them.

## Campbell Bros., ST. JOHN, N. B., CANADA

**(Sole makers XXX Axes and Edge Tools)**

# MARITIME PROVINCES

## John S. Eagles & Company

**39 Canterbury St., St. John, N. B.**

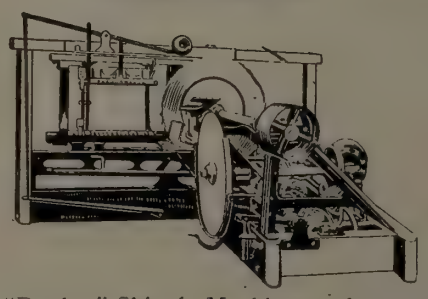
***Manufacturers and dealers in***

# LUMBER

**Yellow Birch, Spruce and Cedar. Railway Track Ties, Switch Ties, Telegraph Poles**

# Two Reliable Money Makers

## *"Dunbar" Shingle Machine*



The "Dunbar" Shingle Machine works smoothly and swiftly producing shingles of uniform cut at a low cost.
Specifications are 2 38 Shingle Saws and 1 36-in. Jointer Saw. Speed, 1,600 r.p.m. Capacity 16,000 to 30,000. Weight 2,800 lbs. Main Arbor, 2 7-16 in. Polished Steel. Adjustable rackets. Boxes Ring-oiling.

## Satisfied Users :

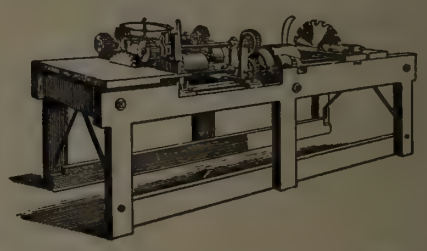
Fraser Limited, Fredericton, N.B.; Babbitt Lumber Co., St. Marys, N.B.; Turgeon & Williancourt, Amqui, Que.; Blue River Lumber Co., Cabano, Que.; Freeman & Giffin Co., Isaac's Harbor, N.S.

Write us in regard to your Shingle Mill requirements.

We also make Sappers, Cedar Cut Offs, Lath Machines, Car Wheels, and Castings of all kinds.

We will gladly supply you with information and prices.

## *"Superior" Lath Machine*

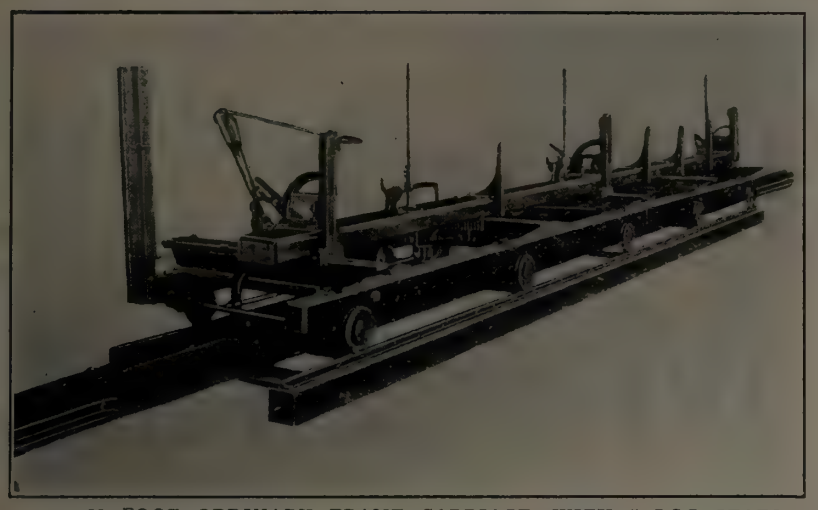


The "Superior" Lath Machine is well constructed of high-grade materials. It stays on the job saving time and money. It gives satisfactory results. 15 to 20 horse-power will run it. Capable of taking three saws. Specifications are: Wooden frame. Belt Feed. Ring-oiling Boxes. Driving Pulley 10 ins. diameter, 9-in. face. Sawing capacity with two saws 40,000 and 50,000 a day.

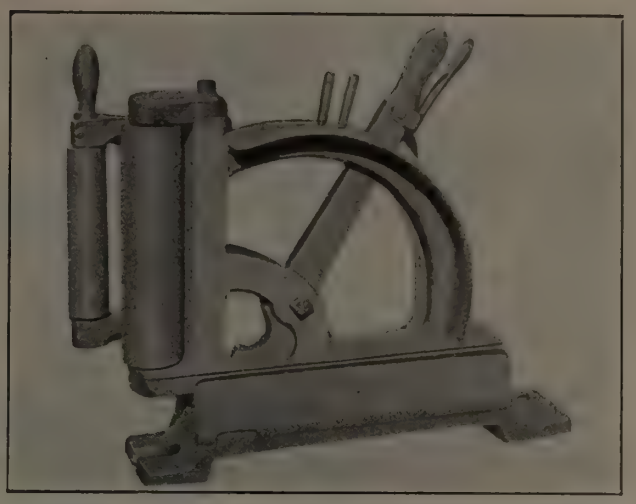
## The Smith Foundry Company, Limited

**FREDERICTON, N.B.**

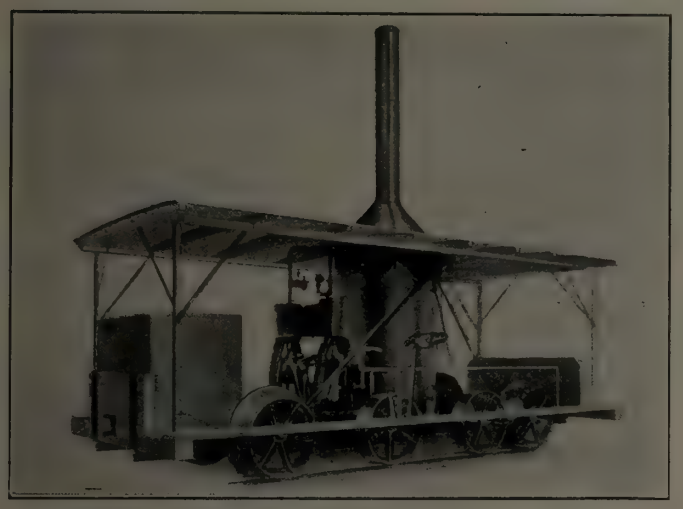
# The OXFORD Line
## of Sawmill Machinery



**20 FOOT ORDINARY FRAME CARRIAGE, WITH 5 LOG SEATS, WITH 3 SLIDES**—Built in many sizes to suit purchasers.

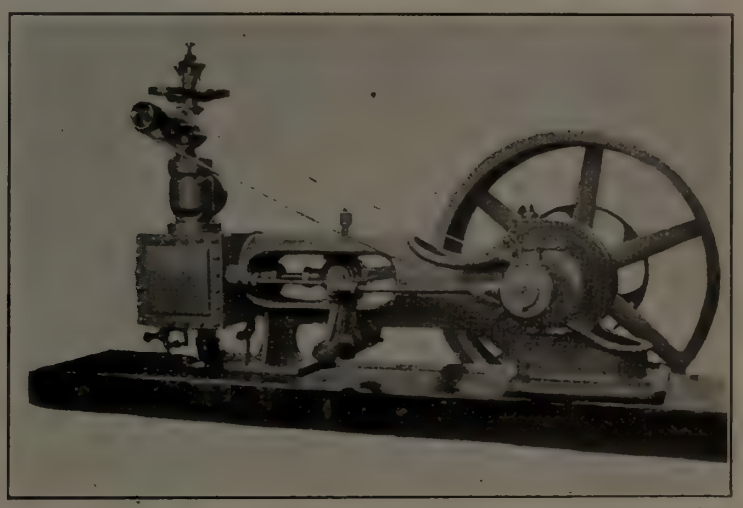


**OXFORD BOARD AND DEAL GAUGE (RIGHT HAND)**—We also make left hand for left hand carriages. Notice extra roll—when this is set to saw a board, to set for deal simply swing this roll back, so large roll comes in contact with deal, then with the lever you can set roller to saw any thickness in ¼-in. from **0** to **6** in. **These gauges supplied on all our portable mills.**

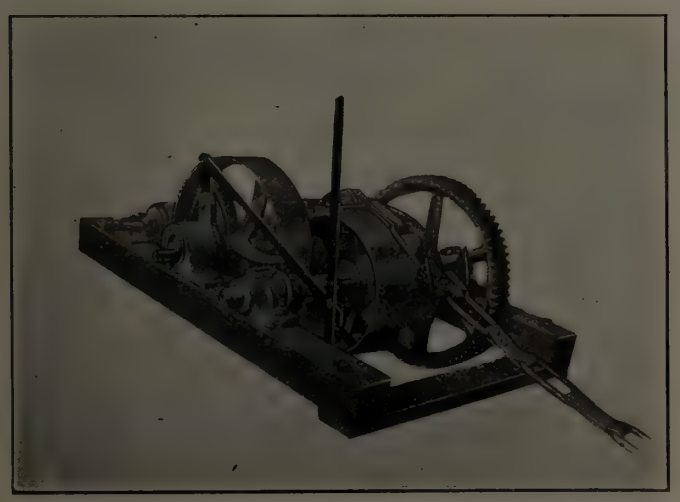


**OXFORD TRAM ROAD ENGINE**—Runs on sawn wood rail 4 x 4 Hardwood or 4 x 6 Softwood. In winter, put a set of creepers on wheels, these are furnished. Steamer is under the control of driver, gasoline has to be stopped to reverse. In steamer the reversing lever will almost instantly stop or reverse motion of car, no troublesome gearing. Customer who used both says: "Cost of fuel for the gasoline was over four times as much as for steamer."

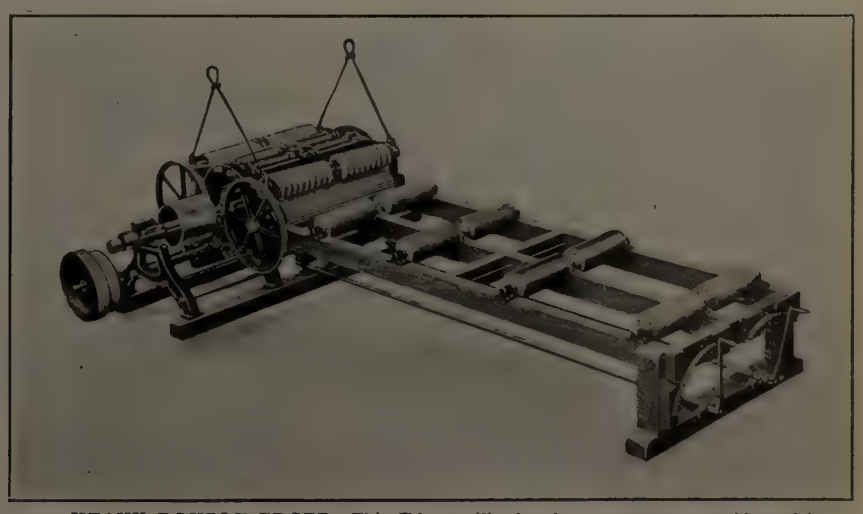
Machine weighs about eight tons. A machine of this kind has hauled 20 thousand sup. feet of lumber up 5 per cent. grade. 20 M. feet of lumber with eight trolleys would weigh about 35 tons.



**NEW MODEL HORIZONTAL ENGINE**—Advantages:—Main bearing sets nearer vertical which brings adjustment now in line with the wear. Main bearings adjusted with taper key, and screws can be adjusted while engine is running. Balanced crank which permits of high speed without vibration. Main pulley has split hub, rim of wheel sits over bearing about 4 inches which brings strain of belt direct on bearing. Shaft and bearings are heavy enough to put trimmer pulley on with large pulley, thus getting trimmer belt out of fireman's way.



**ENDLESS HAUL UP**; geared and friction with 30 inch by 4 inch face gear, 6 inch by 4 inch face pinion, 30 inch by 6 inch face cast iron friction, 6 inch leatherboard friction, pulley sprocket 21 inch by 14 inch with forged lugs, eccentric box and iron lever, for use with our forged chain with steel or cast iron carriers.



**HEAVY DOUBLE EDGER**—This Edger will edge for a gang on one side and rotary on the other, cutting any different thickness of stock on either side, and going through Edger at same time. Built with variable friction feed if required. Also resawing attachment.

**WRITE US FOR PARTICULARS**

**Oxford Foundry & Machine Co., Limited, Oxford, N. S.**

MARITIME PROVINCES

# "Woodstock" Shingle Machine

The "Woodstock" shingle machine with saw jointer possesses a number of distinctive features. It has a positive starting and stopping gear which gives the operator full control of the machine. The machine can be stopped within half an inch of any point. The "Woodstock" is equipped with our own design of friction drive which eliminates the necessity of using belting and the consequent delays with belting slipping off the pulleys. Capacity 20,000 shingles per day.

# "Woodstock" Lath Mill

The "Woodstock" lath mill is a well made machine that will prove a money-maker in any mill. It is a two saw mill wlth a daily capacity of 40,000 to 45,000.

# Repair Work

We are specially prepared both in equipment and expert mechanics for all kinds of repair work on short notice, especially mill, boiler and pump repairs.

**Jointers Rotary Mills Lath Mills**

***Get our prices.***

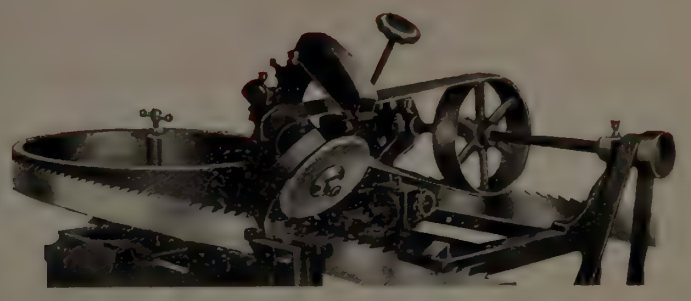
# Woodstock Foundry Limited

**Woodstock, N. B.**

# Machinery and Mill Supplies

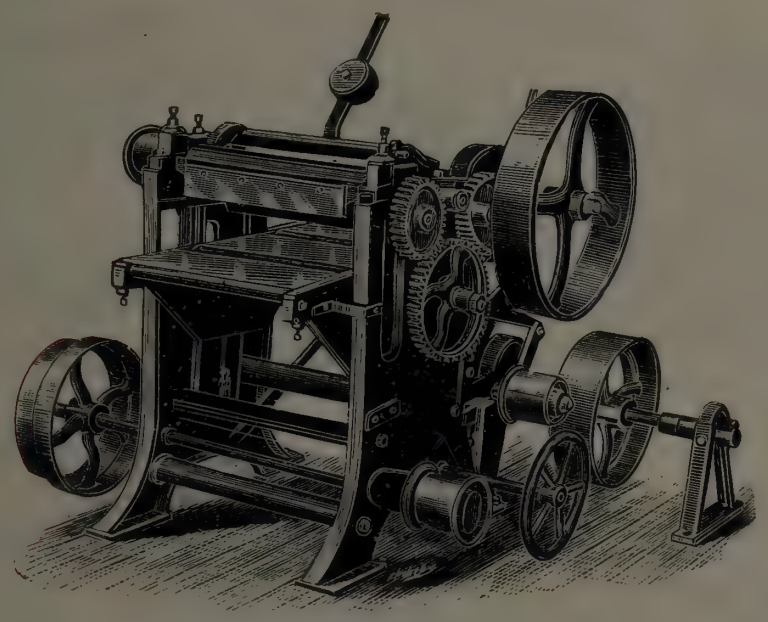
## MEXICAN BOILER GRAPHITE

We have convinced the most skeptical that this is the very best thing to use to keep Boilers in good condition. Please do not confuse Graphite with boiler compounds—its action is not chemical but mechanical. Used in hundreds of the largest steam plants in America.



ALOXITE SAW GUMMING WHEELS save from 15 to 40 minutes in gumming band saws in a big Western mill. This wheel cuts fast, free, cool and has given splendid satisfaction to all users.

**SPROCKET CHAIN and WHEELS**
**GALVANIZED and BLACK PIPE**
**SHAFTING**
**CAST IRON and STEEL HANGERS**
**CAST IRON, WOOD and STEEL PULLEYS**
**BELTING**
**CUT-LACINGS**
**RAW HIDE BACKS**



We claim this is the best Pony Planer in the land. The photo shows only part of the detached countershaft, the tight and loose pulleys being hidden from view. This machine is made in 16″, 20″ and 24″ sizes and warranted to do excellent work.

**Our Stock is large and well assorted. We trade and deal in refitted machines. This enables many to exchange with us good machines not suitable for their requirements. Please remember that we thoroughly overhaul all used machines before re-selling.**

## This is the Age of Steel—

wherever strength combined with lightness is required, whether in the skeletons of sky scrapers or in watch springs, steel is used.

## For the same reason

steel is the best material for the making of Pulleys and Hangers and in order to keep pace with the progress of the times we offer to our trade the two best lines on the market today, viz. American Steel Split Pulleys and Standard Pressed Steel Hangers.

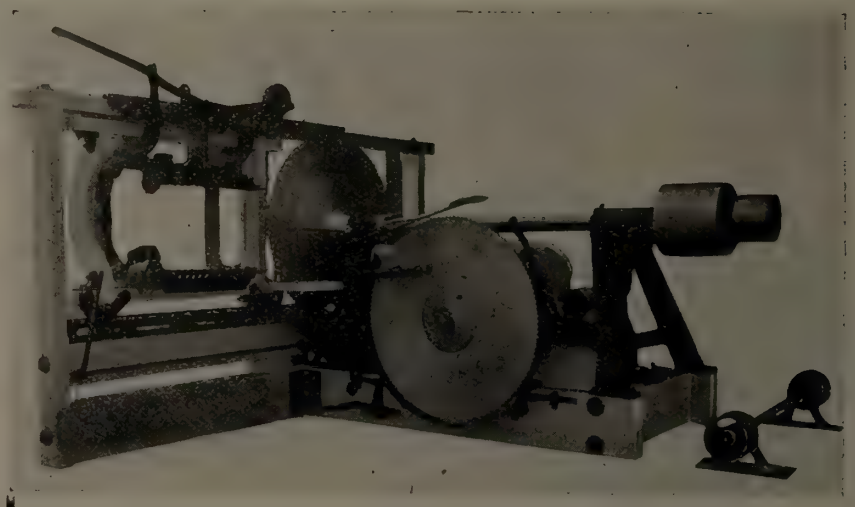
## The A. R. Williams Machinery Co. of St. John, N.B.

Limited

34 Nelson Street — ST. JOHN, N. B. — 15 Dock Street

# MARITIME PROVINCES


# "Dunbar" Machines



The only Original

"Dunbar"

Shingle Machine

Lath Machines,

Clapboard Machines,

Steam and Gasoline Logging Engines,

Second Hand Boilers,

Repair Work

THE efficiency of mill machinery depends much on the experience back of it. The original and only real "Dunbar" machines have years of experience behind them. They are carefully constructed of high-grade materials and designed to work steadily under the hardest conditions.

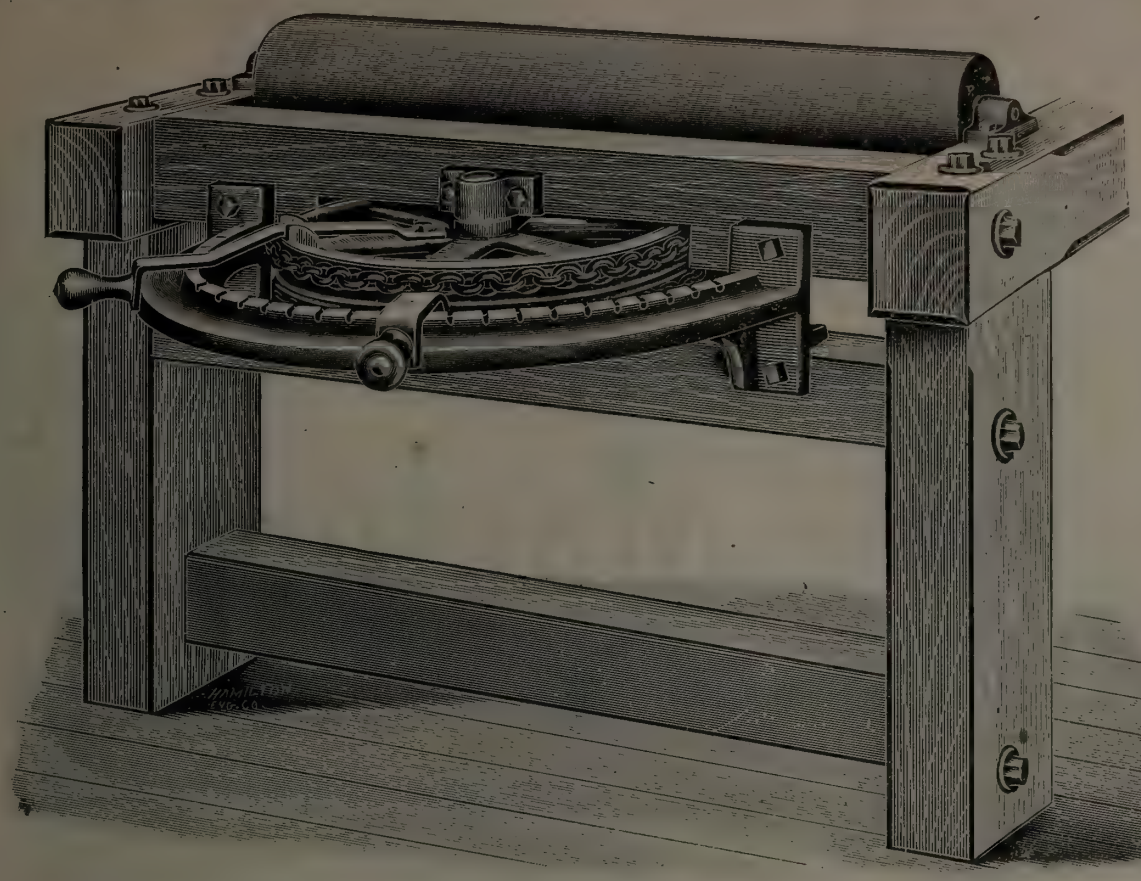
They will eliminate delay, cut down maintenance costs and increase your output. Doesn't that interest you? Write us for prices.

Remember we are the original and only makers of the real "Dunbar" machines.

## Dunbar Engine & Foundry Co.

WOODSTOCK, N. B.

# Lloyd's Improved Chain Set Gang Edger



**Section Showing Rear End of Roller Frame with Chain Setting Mechanism in Place.**

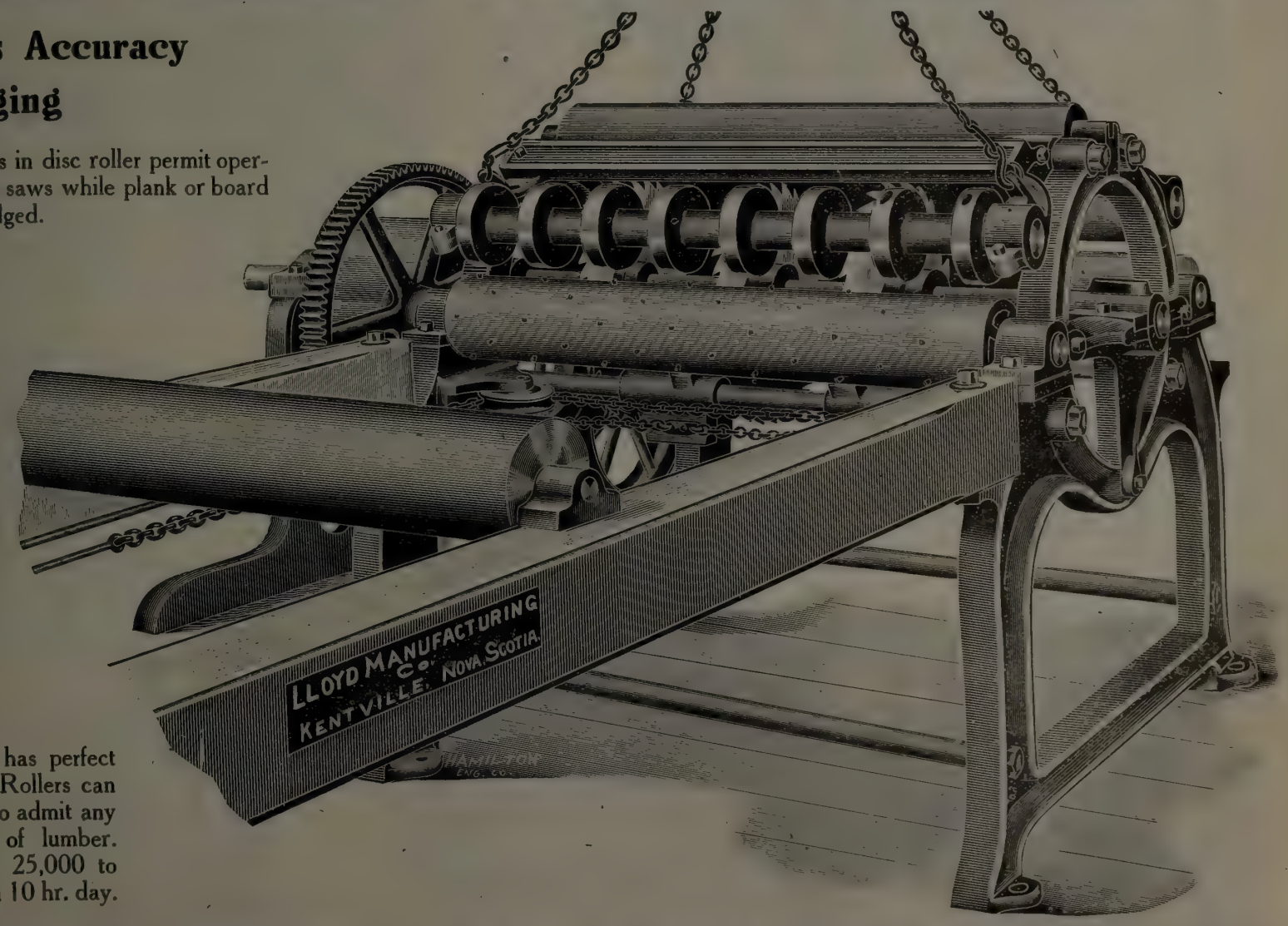
This chain setting mechanism will accurately set saws to the 1/16 of an inch. Simple construction and skillful design afford perfect set at all times even after years of service. Set allows saws to come together within 2 inches. Notice that levers are attached to sheves. To rotate sheves these levers swing over graduated quadrant marked with inches regulating distance apart of saws.

Spring steel levers which have V-shaped point projecting downward lock lever in any desired point of graduated circles. This device holds saws firmly, accurately in place while lumber is being edged.

# This Improved Chain Set Gang Edger

## Means Accuracy In Edging

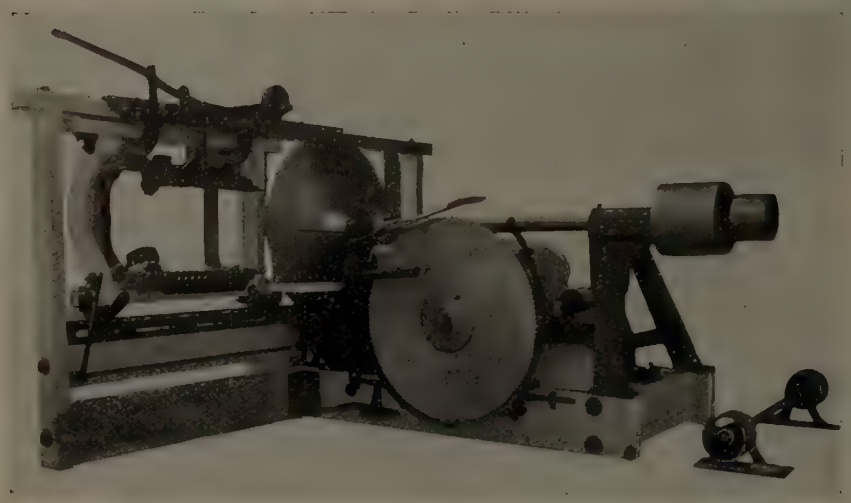
The spaces in disc roller permit operator to see saws while plank or board is being edged.

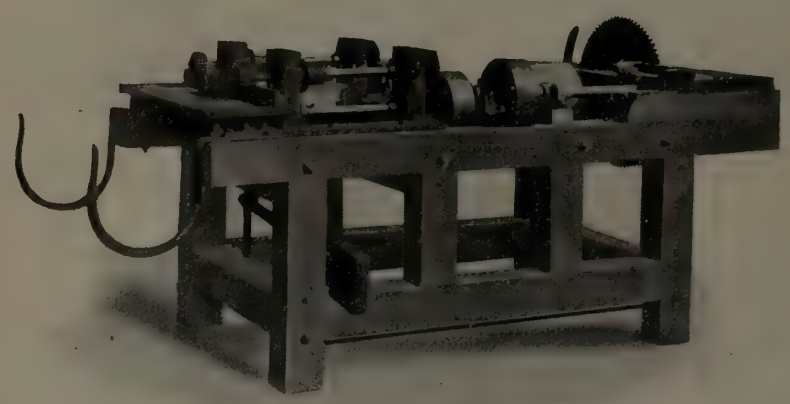



Operator has perfect control. Rollers can be lifted to admit any thickness of lumber. Capacity 25,000 to 30,000 in 10 hr. day.

## Lloyd Manufacturing Co., Limited, - Kentville, N. S.

# MARITIME PROVINCES





# Sawmill Machinery

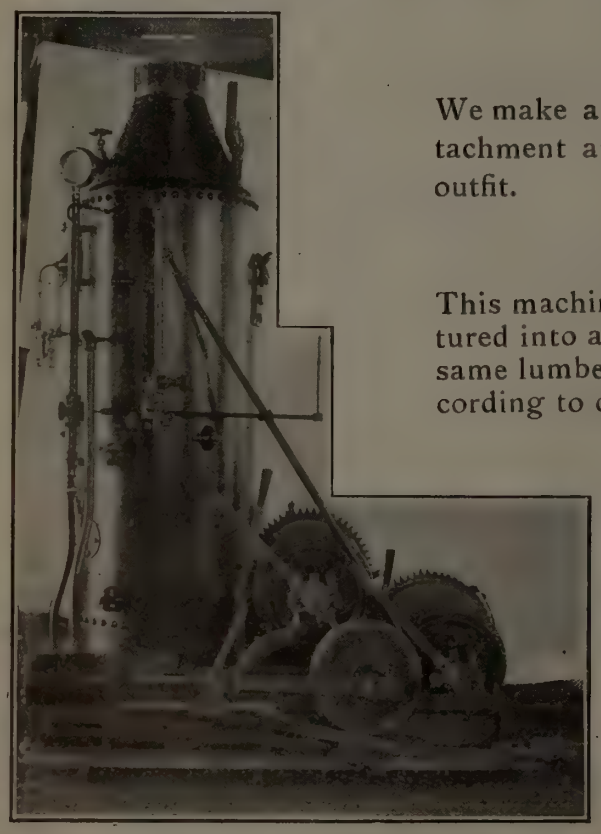
## "Dunbar" Shingle Mill

This "Dunbar" mill is acknowledged the most complete and satisfactory shingle mill on the market. It has a capacity of from 15000 to 20000 per day, according to the quality of the lumber to be sawn.

## Lath Mill

This machine is inexpensive in construction yet is capable of turning out the very best class of work and at a high speed.

There is much waste in every sawmill that can be turned into saleable lath by this improved lath mill.



## Hoisting Engines

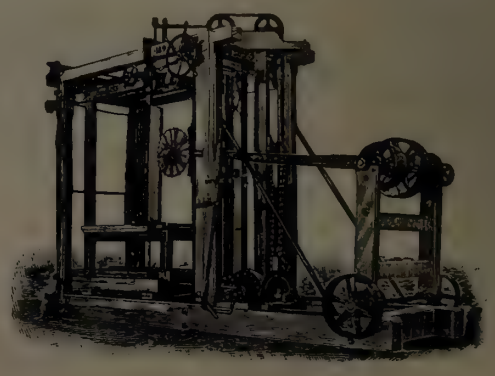
We make a strongly constructed and powerful hoisting engine with every attachment and convenience necessary for a complete hoisting or contractors' outfit.

## "Dunbar" Clapboard Machine

This machine will make clapboards out of lumber that cannot be profitably manufactured into anything else. It is guaranteed to take from 15% to 20% more out of the same lumber than the old style machine. Capacity from 5000 to 7000 per day according to quality of lumber. **It will pay you to get full particulars of our machines.**

## Maritime Foundry & Machine Works, Limited

## Chatham, N. B.



# WALTER WILSON & SON

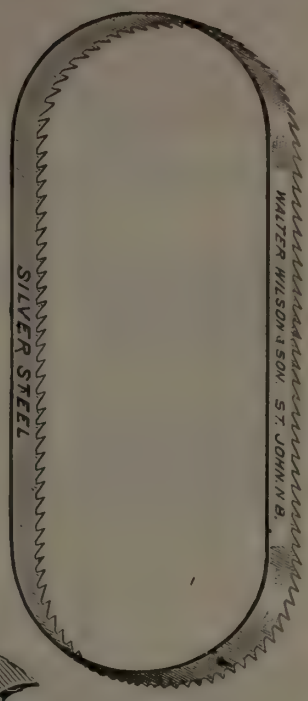
***Established 1845. About the Oldest Saw Manufacturing Concern in Canada***

## ST. JOHN, N. B.

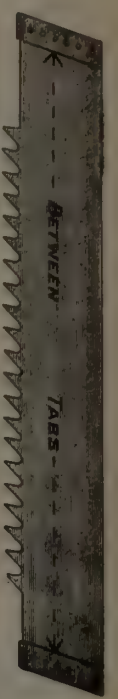
**We make the Best Saw, Tempered by a Superior Process and Patent Ground. The kind that last, that do the most work and give the best satisfaction.**

All Saws manufactured by us fully guaranteed.
Saws made from highest quality of steel.

We especially solicit business direct from the consumers for our products.




Stock Gang Saw



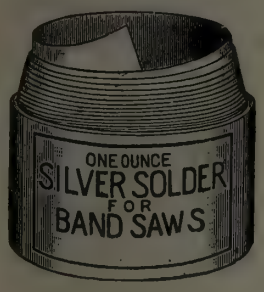

### We Repair All Kinds of Saws

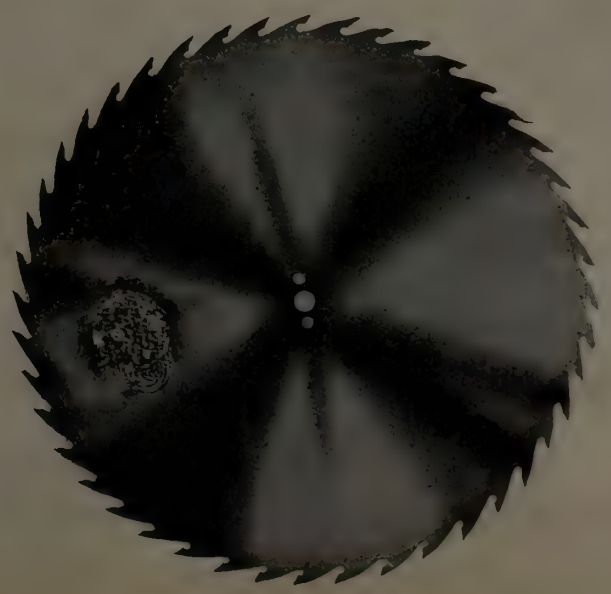
By our superior process of brazing and refitting inserted tooth, saws with broken shoulders can be repaired so as to be practically as good as new — in fact these shoulders can be made as serviceable as any of the others.

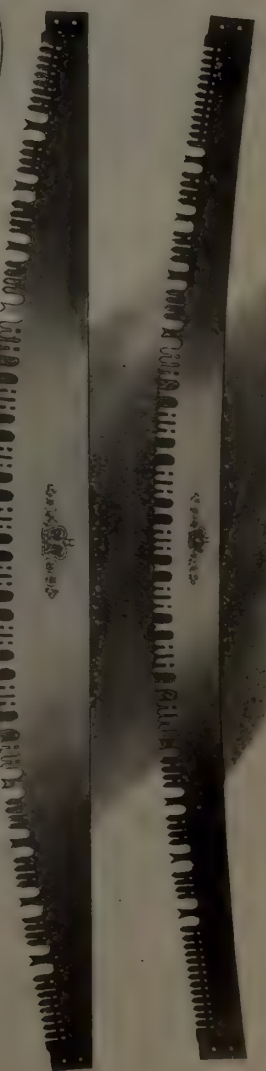
Expert Workmen &c.

**Solid and Inserted Tooth Saws Also All Sizes Shanks and Bitts for all makes of Inserted Tooth Saws**

Band Saws and "Silver Solder" for Brazing Band Saws







Every Saw Fully Guaranteed.

# MARITIME PROVINCES

# NATURE'S BEST IN FOREST PRODUCTS

Mill at East Apple River



Mill at Pt. Wolfe, N. B.

Mill at West River, N.B.

Mill at Alma, N. B.

*Large Stocks of High Quality*

# Clear Spruce

**Spruce Deals, Spars, Poles**

***Selected***

# Birch—Maple

**No. 1 and 2 or 1 Common also lower grades.**

***Get OUR prices.***

## Charles T. White & Son, Limited

**Sussex, N. B., Canada**

**M. Garfield White, President and Managing Director**

## ALLAN WHYTE & CO'S.

# WIRE ROPES

## BEST THE WORLD OVER

Experience proves that, for every purpose for which Wire Ropes are employed, the Allan Whyte lines stand the hardest tests, give the longest, most uniform service possible in Ropes of this kind, and effect the greatest saving in the end.

The materials used by these makers are the highest grades of the kinds best suited to the work for which each particular class of Rope is intended, are made especially for them, and must pass rigid factory inspection before they are manufactured.

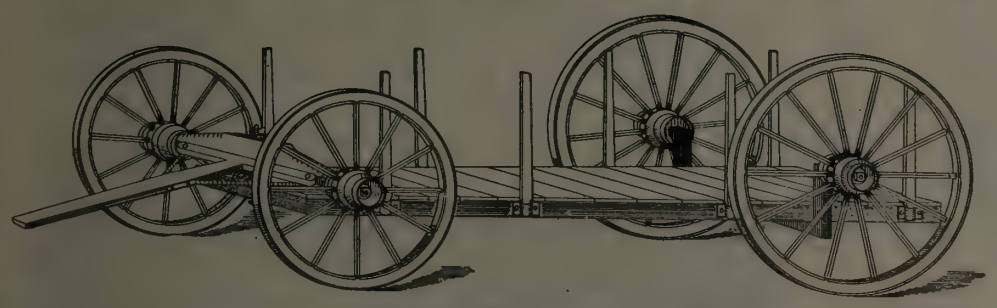
The cores to Ropes and strands are of the Best Manilla, Hemp and Jute as circumstances demand, and every stage of manufacture is carefully followed along the most approved lines dictated by wide and lengthy experience, even to the smallest detail.

*CAN WE SERVE YOU?*

**W. H. THORNE & CO., LTD., ST. JOHN, N. B.**



# McFarlane Sloven Wagon and Easier Loading



The McFarlane Sloven Wagon fits into the heavy loading work like a charm. Top of floor being only 16 to 18 inches off the ground it takes the "heavy" out of loading.

McFarlane Portage, Double Crank, and Sloven Wagons are made of the best quality second growth selected oak and birch. The wheels are made of quartered birch hubs, oak spokes and oak bent rims. Steel Axles, Tires full bolted and hydraulic hot set.

Write us for prices and full particulars.

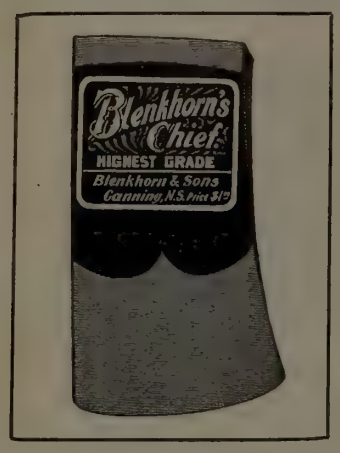
## McFarlane Logging and Bob Sleds

are made from seasoned second growth natural turn roots. They are strongly ironed with hard steel shoes and steel starts.

Sway bars hold the rockers in place while loading. The guide chains are long and strong.

**McFARLANE WAGON CO. Limited,** Nashwaaksis, N. B.

# MARITIME PROVINCES


## Blenkhorn's Chief

The essential quality of a good axe is its ability to take and hold a keen cutting edge. By using the finest grades of steel properly tempered we have won a just reputation for marketing a perfect axe. Every "Blenkhorn Chief" is carefully inspected before shipment.

***BUY THE BLENKHORN AXE.*** ***GET OUR PRICES.***

## Blenkhorn & Sons, Canning, N. S.

## Fraser Limited

**Fredericton, N. B.**

SELLING AGENTS FOR

**Donald Fraser & Sons, Limited**
Cabano, P. Q.

**Fraser Lumber Co. Limited**
Plaster Rock, N. B.

**F & M Lumber Co., Limited**
Whitworth, P. Q.

MANUFACTURERS OF

**Spruce Lumber**
Rough and Finished

**Shingles, Lath, Piano Sounding Board Stock, etc.**

Typical New Brunswick Winter Scene

Hewn Birch Timbers awaiting shipment

Cables—BRAND, St. John, N. B.
Codes—Western Union, A B C 5th Edition

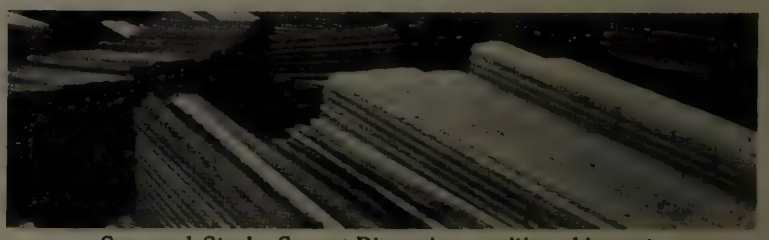
## J. B. BRAND

Export Agent
Canada Life Building
ST. JOHN
NEW BRUNSWICK
P.O. Box 376 CANADA

## HARDWOODS & SPRUCE

BIRCH— Logs and Timbers, Round and Hewn
Selected Butts for Veneers.

Specialty—Dimension Hardwoods



Seasoned Stocks Spruce Dimension awaiting shipment

## NATURE'S BEST IN FOREST PRODUCTS

MANY MILLIONS AND HIGH QUALITY

Enable Rare Selection Therefrom of

## CLEAR SPRUCE

*Lumber Selected*

SPARS POLES BIRCH MAPLE

**Charles T. White & Son, Limited**
Sussex, N. B., Canada

JAMES P. GRANT JOHN K. CAMPBELL

## GRANT & CAMPBELL

Manufacturers of

**SPRUCE, HEMLOCK TIMBERS and PILING and LATH**

***Prices promptly given on all enquiries***

**New Glasgow, N. S.**

# E. LEONARD & SONS

Limited

London - Ontario

Complete
Portable and
Stationary
Sawmills

Heavy Duty
Tangye Engines

Boilers for Dutch
Oven Settings, Etc.

## Portable Boilers

Locomotive and Eclipse Styles

Steaming Freely on Mill Refuse Fuel

Split Iron Pulleys

# For MACHINERY
## of any kind

*WRITE—*

# E. LEONARD & SONS, Ltd.

*80 Years in Business*

St. John, N. B.
Montreal
London, Ont. { Head Office and Works
Calgary
Vancouver
care of Van. Machy. Depot

# MARITIME PROVINCES

## Dressing Lumber

### In Transit

With fast feed matchers, band resaws and planers we can dress lumber cheaply.

***Try Us for Good Work***

**Doors, Sashes, Mouldings and Building Lumber**

## The Christie Wood Working Co., Ltd.

Planing Mill and Wood Working Factory
ERIN ST.

St. John, N. B.

Lumber Yards and Saw Mill
CITY ROAD

---

*"Michigan" Pattern*

## The Old Time Axe

The "Old Time" Brand is a high-grade hand-made, charcoal tempered axe, manufactured from the highest grade steel.

It is made in all standard patterns and finished in fire-blue.

The "Michigan" pattern axe as illustrated is the "Old Time" best suited to the Ontario lumber trade.

We would be pleased to submit samples with prices of any other pattern of AXES than is here illustrated to any purchaser who requires them.

There is no better judge of a good axe than a lumberman and every lumberman favors "Old Time" Brand.

Sold handled or unhandled, in both single and double Bitted.

***Write us, mentioning Canada Lumberman and Woodworker***

## The Mann Axe & Tool

**Company, Limited**

**St. Stephen, N. B.**

# "LINCONA"

## Conveyors Our Specialty

# DAWSON'S BALATA BELTING

## IS USED

and is giving every satisfaction in all parts of the world.

## NORTH, SOUTH, EAST and WEST

Will be found this well known brand.

The quality cannot be surpassed, because Best Cotton, and Balata, only are used, and in every way

## IT IS BRITAIN'S BEST PRODUCTION OF ITS KIND

as Manufactured by

## *James Dawson & Son, Limited*

***Lincoln, England***

## AVOID IMITATIONS

"Price per Foot" is no criterion. Order a sample belt now, and judge it on the basis of "Price per Annum."

***Write for prices, and samples, also pamphlet entitled "BALATA" BELTING—what is it?***

## AUSTEN BROS., LIMITED, HALIFAX, N. S.

The Banner Machinery and Supply House of the Maritime Provinces.

Agents for Maritime Provinces

**Canadian B. K. Morton Co. Limited, Agents Montreal and Toronto**

# The Enterprise Camper Steel Range

## Just the Thing for Your Camp

The Enterprise Camper is built to meet the requirements of camp cooking conditions. It combines large capacity, generous dimensions, durability and perfect operation with compact construction.

Burns wood or coal. The fire box takes a stick of wood 32 inches long. The oven is extra large and fitted with a strong, well braced door which opens level with the oven bottom. Will cook for 60 to 100 men.

Is made of highest quality Bessemer Steel and fitted with exceptionally heavy castings.

**No. 924**—Top measurements with reservoir and shelf 61" x 33". Oven 24" wide x 25" deep and 15" high.

**No. 1030**—Top measurement with reservoir without shelf 62" x 33". Oven 30" wide x 25" deep and 15" high.

***We can supply detachable copper reservoir and large waterfront when required.***

WRITE FOR OUR ILLUSTRATED CIRCULAR AND PRICES.

# The ENTERPRISE FOUNDRY CO., Sackville, N. B.

# "Maple Leaf" Brand

## *Stitched Cotton Duck Belting*

A trial Belt will convince you.
Write for prices and samples.

Excels all others in economy, strength, efficiency and true running, whether for transmission of power or conveying. A test recently made at McGill University, Montreal, of a 6-ply **"Maple Leaf"** belt, a light double leather, and a 6-ply rubber belt, showed that our **"Maple Leaf"** Belt stood a breaking strain 50 per cent. greater than the leather, and 25 per cent. greater than the rubber belt.

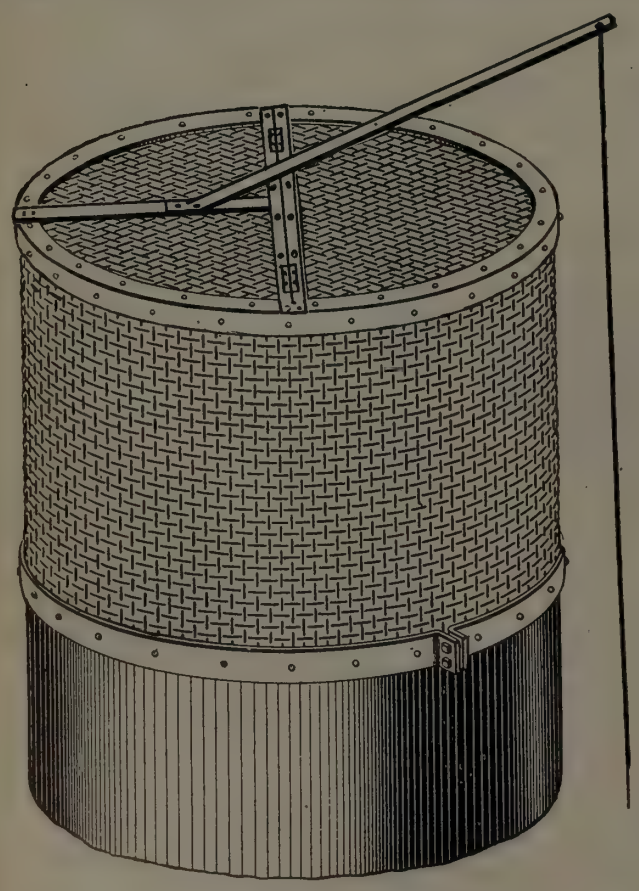
**"Maple Leaf" Main Drive Belts**
**Are the Best on the Market.**

**"Maple Leaf" Belt Dressing** is the best for all kinds of belts.

# Dominion Belting Company, Limited

**Hamilton - Ontario**

**Branch: Montreal—Office 51 Duluth Building**



# Don't Invite a Fire

**Equip Your Mill with**

## A Spark Arrester

Prevention is better, and less expensive, than cure. Apply this to your mill and take the precaution of placing a spark arrester on your stack.

Our spark arrester is substantially built and will last for years. Don't wait until a fire has visited your property—equip your mill at once.

Our spark arresters and refuse burners are noted fire preventers and should be used in every woodworking factory, saw and planing mill.

***Illustrated is our adjustable arrester.***
***Prices gladly furnished upon application.***

# Canada Wire & Iron Goods Co., Limited

**HAMILTON, - ONTARIO**

# Performance Counts Moreau Barkers

## Temiskaming & Northern Ontario Railway Commission

J. L. Englehart, Chairman
W. H. Maund, Secy-Treas.

Office of Chairman

Denis Murphy
Fredk. Dane

Toronto, April 17th, 1915.

C. Manseau, Esq.,
Sales Manager, The Moreau Barking Machine Co., Ltd.,
Drummondville, Que.

Rossing Machines

Dear Sir:

Acknowledging your letter 12th inst. in which you state that you have been informed by your Mechanic that we had to quit Pulpwood Barking, et al.

Facts are that the purchasing of the few machines which we did, was for purpose of educating people up and along Lines of the necessity, After having served that good purpose, we disposed of our machines, and to-day the rossing-peeling, and barking of Pulpwood increases to larger and larger extent, and that is what is desired for the market—Pulpwood outlined, and not with the Bark on.

**We are very glad to subscribe that your machines are doing very good work along Lines.** We are forwarding your letter to our C. E. & S. of M., S. B. Clement, North Bay, who may be enabled to furnish you further information and assistance of interest.

Thank you for the courtesy.

Yours truly,
J. L. Englehart,
Chairman.

## Joseph Perrault

**Pulp Wood Contractor** **Nushka, Ontario**

Nushka Station, April 12th, 1915.

The Moreau Barking Machine Co., Ltd.,
Drummondville, Que.

Attention Mr. C. Manseau, Sales Manager.

Dear Sir:—

I must say that your machine is very good and we can easily bark 25 to 30 cords of four feet wood per day.

I have used several machines in the past, and I can certify that yours is the most satisfactory I have handled.

We have barked three hundred cords of pulp wood (128 cubic feet) per cord in eleven days.

Very truly yours,
(Signed) Joseph Perrault.

***Write us for literature.***

# The Moreau Barking Machine

## Company, Limited

## St. Hyacinthe, Que.

**Address all communications to C. Manseau, Sales Manager, Drummondville, Que.**

# Rails Equipment Locomotives

## *New and Used*

And everything used in building, operating and maintaining sawmills, railroads, woodworking plants, etc.

***Write for our bulletin of bargains.***

**We Specialize in and Save You Money on**

Frogs and Switches
Angle and Splice Bars
Bolts and Spikes
Track Tools
High Grade Wire Rope
Machinery
Iron and Steel
Roofing
Fire Hose
Storage Tanks
Steel Piling

**B4U BUY OR SELL**

Anything, Write

WALTER A. ZELNICKER SUPPLY COMPANY
ZELNICKER
in St. Louis

Reading our monthly bulletins may save you considerable

**LOW PRICES**

**Manufacturers of the following**

**"ZELNICKER" SPECIALTIES**

Lumber Crayons
Hickory Handles
Car Seals
Car Movers
Car Door Rollers
Rail Benders
Switch Locks
Babbitt Metal
Conical Bottom Fire Pails
Sand Drying Stoves
Old Noisy Gong Whistles
Heavy Sweeping Brooms
Portable Hydraulic Wheel Presses

# Wood Pulleys for Saw Mills

We make this wood split pulley especially for the saw-mill trade.

We nail and bolt the rims.

The arms and hubs are **Hard Maple.**

## Lighter, Stronger and Better than Iron or Steel

The wood rim presents a better belt-surface by 33⅓ per cent than any metal pulley.

Belts may be run slacker, and give more power.

They are a permanent asset, and cost less to start with.

We guarantee every pulley sold to be suitable for the work to be done. Millions in use everywhere.

**SOLE MAKERS**

# Dodge Manufacturing Co., Limited

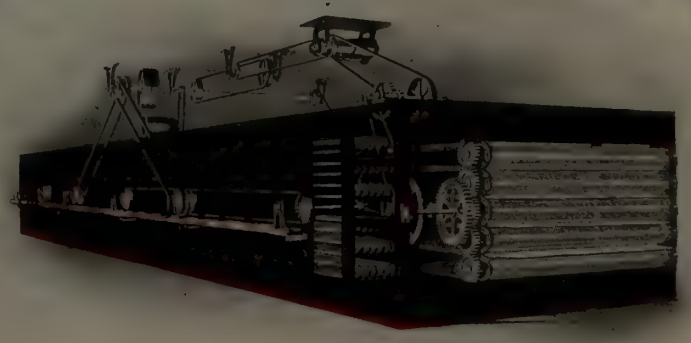
**Toronto — Montreal**

# DRYING VENEERS

is one of the most important operations of veneer manufacture. The old method of drying in racks is too slow, and requires too much floor space and labor for handling.

## THE "PROCTOR" VENEER DRYER

is an evolution of the rack drying method with the disadvantages eliminated. The "Proctor" Dryer is automatic and requires very little floor space, labor, and time for the operation. Veneer is dried by tremendous circulation of warm air.



**Send for Catalague 20 and list of eighty users.**

THE PHILADELPHIA TEXTILE MACHINERY CO.
PHILADELPHIA PA.

# The Steam Tension Band Mill

It is called the steam tension mill because the tension is maintained by steam—the most sensitive form of tensioning which has been devised.

The result of this is a great saving in saws—**several users of the machine have run through an entire season without cracking a single saw.**

But in addition to raising and lowering the top wheel by steam, there is a separate cylinder for operating the top guide, and these two cylinders make ours an entirely steam-operated mill, and, therefore, exceptionally fast.

It is made with 8 ft., 9 ft. and 10 ft. wheels, and will stand thorough investigation.

Write for bulletin and list of users.

## William Hamilton Co., Limited

### Peterborough, Ontario

**MILFORD LIGHT AND POWER COMPANY**

UNION SQUARE.

MILFORD, N. H. Feb. 9, 1915.

Graton & Knight Mfg. Co.,

Worcester, Mass.

Gentlemen:--

..... we have always found the service from your belts to be of the most satisfactory character.

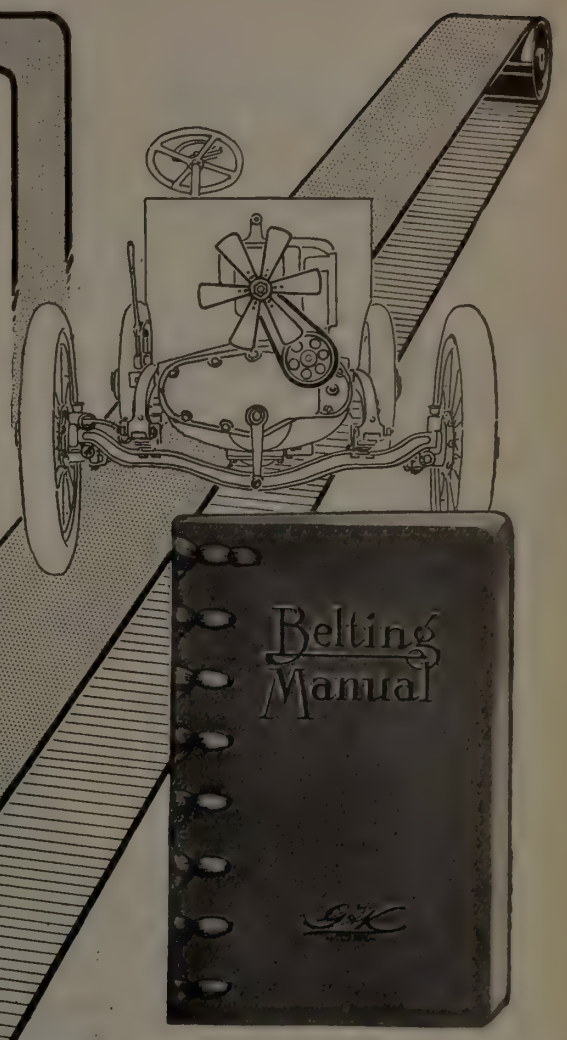
Very truly yours,

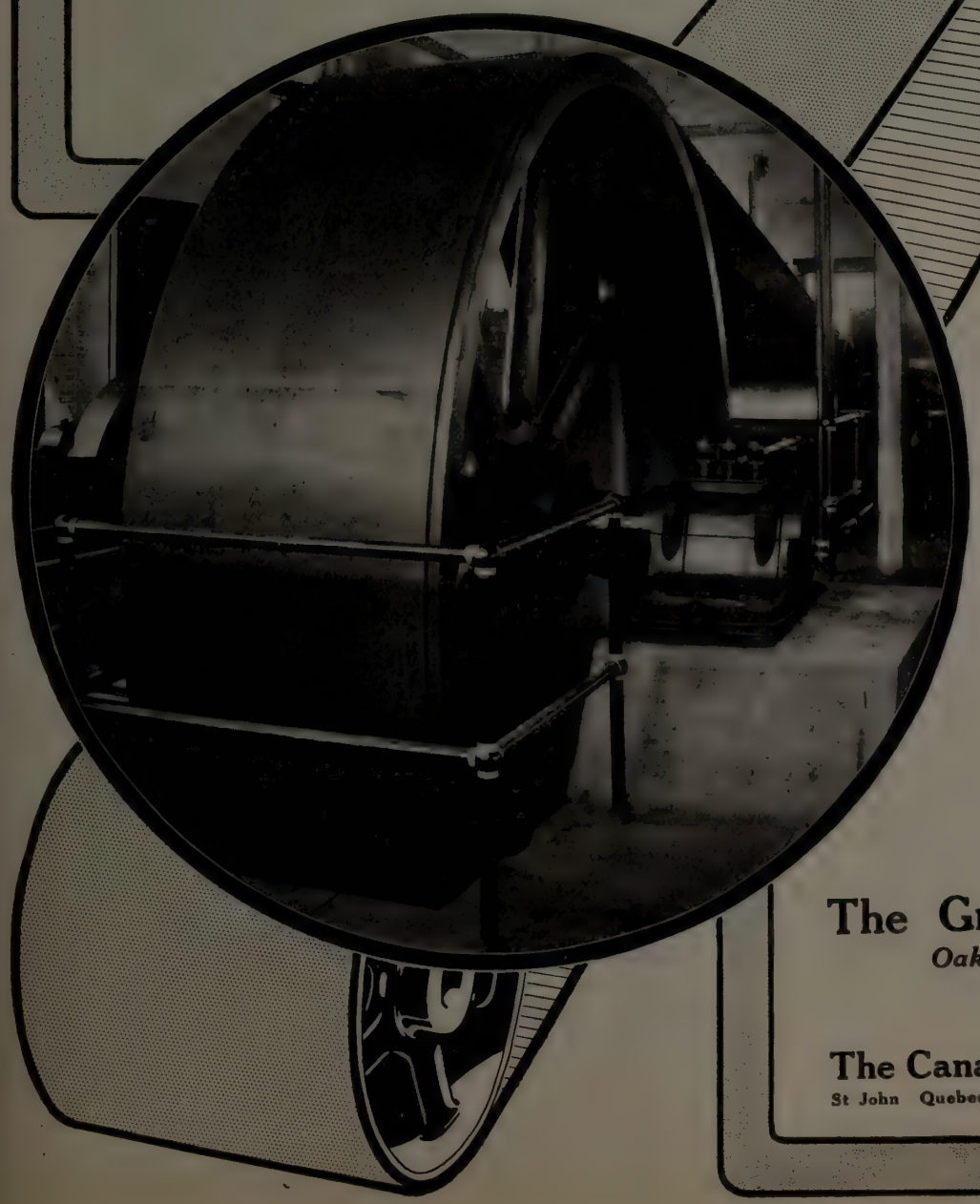
Milford Light & Power Company,

A.A.Murray Supt.

AAM/B.

Among other belts furnished these people is the 40" 3-ply Main Drive belt shown below, which has always given, as Mr. Murray says—"Service of the most satisfactory character."



The true value of a belt is determined absolutely by its service. When you buy a G & K belt—whether Main Drive, or the smallest Auto Fan belt—you always buy

# BELT plus SERVICE

because we have never swerved from our original purpose to produce the best leather belting possible—belting possessing the essential qualities of pliability, firmness with minimum stretch, great tensile strength and durability. Remember:—there's a G & K belt for every drive and its use means maximum service.

The "Belting Manual" tells how to select belts and how efficient service may be derived after the proper selection has been made. If you haven't a copy write us on your letterhead and one will be sent gratis.

## The Graton & Knight Mfg. Co.

*Oak Leather Tanners and Belt Makers*

Worcester, Mass., U. S. A.

Representatives in Canada:

**The Canadian Fairbanks-Morse Co., Limited**

St John Quebec Montreal Vancouver Toronto Hamilton Ottawa Victoria

# HEISLER
# Geared Locomotives

## Are Used In Canada
## From Anticosti, P.Q. to Vancouver, B.C.

THE Heisler Locomotive is built especially for operating over rough and uneven tracks up steep grades and around sharp curves. A marked saving is made in the building of railroads, as in many cases no ballasting or grading is necessary. The cost of rails is often reduced one half, likewise the number of ties and construction of bridges. Has no equal for operating over temporary tracks. All wheels are drivers. Trucks swivel independent of each other and are flexible. Total weight equally distributed over all drivers, no dead weight. Built to gigs and templets and modern locomotive practice throughout.

**Western Representatives:**
**Whitney Engineering Co.**
**TACOMA, WASHINGTON**

**Heisler Locomotive Works**
**Erie, Pa., U.S.A.**

# 128,350 Laths in Ten Hours

Our Lath-Mill and Bolter have made a test cut in ten hours of 128,350 four foot laths, 1½ in. by ⅜ in., counted, tied and piled, as will be seen in the following letter :—

**Five-Saw Lath Mill**

**Messrs. P. Payette & Co.,**
**Penetanguishene, Ont., Can.**

Dear Sirs,—I thought I would drop you a line and let you know of the record Lath-Cut we made on your machines on June 29th, 1910.

We made 128,350 four-foot laths, 1½ in. x ⅜ in., counted, tied and piled, in ten hours steady cutting from mill-run, and from slabs and edgings we had saved out, in order to keep the machines cutting their full capacity.

We used your No. 1 Four-Saw Bolter, and your No. 2 Five-Saw Lath-Mill, and had two Lath-Shovers and two Lath-Tiers, in order to keep up this speed.

This shows extremely well for your Lath Machines, not only for the tremendous cut, but they ran the full ten hours without a bearing getting hot or any stoppage whatsoever, and making first-class laths.

I therefore take great pleasure in recommending P. PAYETTE'S LATH-MACHINERY, to any person requiring up-to-date machinery.

I remain,
Yours sincerely,
**D. J. MacMILLAN**
**Lath-Maker for C. Beck Mfg. Co.**
**Penetanguishene, Ont.**

We also manufacture the following High-Grade Saw-Mill Machinery:—New Modern Saw-Mill Carriages, with either three or two head-blocks; P. Payette's New Patent Saw-Mill-Dog, for use in either winter or summer; P. Payette's Grip-Set Works; Steam Feed Valves, Steam Lifter and Loaders Valves. Five different class and style of Edgers, for either light or heavy duty. Combined Gang-Circulars and Edgers, or Independent Gang-Circulars. Picket Mill Machinery.

Steam-Canters, Steam Lifters and Loaders, and a general line of saw-mill machinery. Detachable Chain-Sprockets, Castings of Gray-Iron, Semi-Cast Steel, and brass castings for general use.

Descriptive Booklet and prices mailed free upon request.

**Four-Saw Bolter**

# P. Payette & Co.

**Engineers and Machinists**

**Penetanguishene, Ont., Canada**

Satisfaction Guaranteed We Ship on Approval

# LUMBER CRAYONS

No Better Crayons Made Anywhere no matter how high the price.

THE NAME "ZELNICKER" IS A GUARANTEE OF QUALITY

**Bloedel Donovan Lumber Mills**
SUCCESSORS TO
**Larson Lumber Company**
MANUFACTURERS OF
Pacific Coast Forest Products
Car and Cargo Shippers

Bellingham, Wash. July 23, 1914.

Zelnicker Crayon Works,
St. Louis, Mo.

Gentlemen:

Will you kindly ship us at once six gross of soft blue "Zelnicker" lumber crayons, the same kind as the first item of your invoice of July 2nd, 1913.

Yours truly,
BLOEDEL DONOVAN LUMBER MILLS
J. A. Greatte
Secretary

5¼ x 9/16 HEX.—Hard and Soft Grades.
BLACK—$4.50 Per Gross.
COLORS—$6.50 Per Gross.

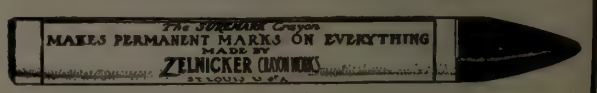
4¼ x 9/16, HEX.—Hard and Soft Grades.
BLACK—$4.00 Per Gross.
COLORS—$5.50 Per Gross.

4¾ x 9/16, HEX.—Pure Graphite
Four Grades—Hard, Ex. Hard, Soft, Ex. Soft.
Most Economical Crayon Made.
Black only—$4.25 Per Gross.

**Zelnicker Crayon Works**
**ST. LOUIS, U.S.A.**
Note Our Low Prices.

INDELIBLE—WHITE—PURPLE—WINE
ELSON SIZE $6.50 Per Gross.
ZELNICKER SIZE $7.50 Per Gross.
FOR MARKING WET AND FROZEN LUMBER

5½ x 15/16—ROUND—MEDIUM GRADE
PRACTICALLY UNBREAKABLE
BLACK—$9.00 Per Gross. COLORS—$11.00 Per Gross.
INDELIBLES—$13.00 Per Gross.




5 x 9/16. ROUND AND HEX.—All Colors—$1.90 Per Gross.

# Logging and Flat Cars

Always have on hand a full line of

# Rails—Yard Locomotives—Cars

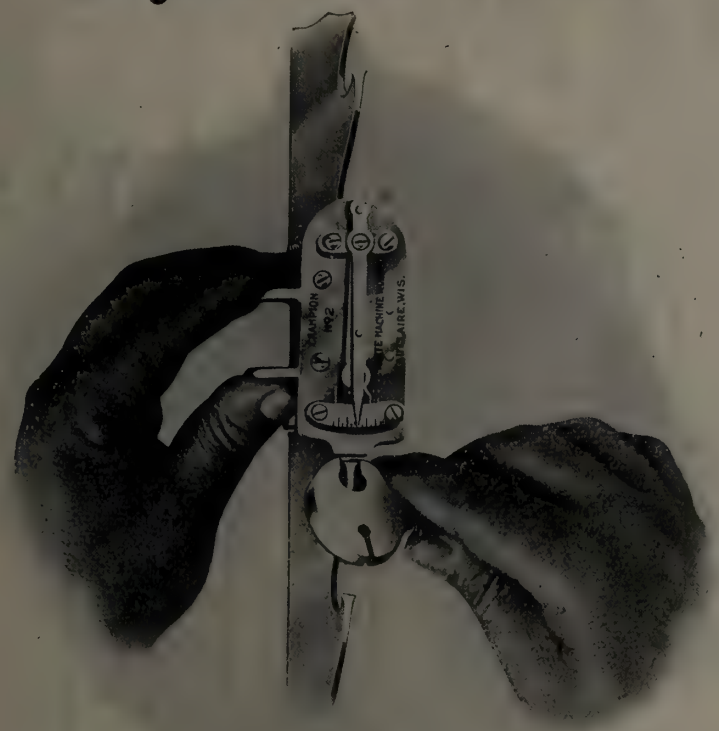
NEW AND SECOND-HAND

*12 to 80 Pound Rail Carried in Stock*

**John J. Gartshore**
58 Front Street West
TORONTO - ONT.

# A CHAMPION Saw Tooth Indicator

## will prevent most of your saw trouble



A great amount of your saw trouble is caused by defective teeth—uneven filing or irregular alignment.

These causes can be easily and readily detected with a Saw Tooth Indicator which works on either band or circular saws. It gauges both sides of a tooth at the same time; magnifies any defect twenty times, thus making it very easy to detect teeth which are only slightly out of line.

By the use of this indicator your saws will stand more feed and make a smoother cut.

Write for descriptive circular and prices.

***We Give You a Free Trial.***

---

**Manufacturers of**

**CHAMPION Swages and Shapers**
**(Improved Type)**

**CHAMPION Combined Saw Set and Shaper for Circular Saws and a Complete Line of Saw Fitting Tools**

**The White Machine Works Limited**
**Windsor Ontario**

---

JOHNS-MANVILLE SERVICE
COVERS THE CONTINENT

This Emblem connects your business with the Assets, Abilities and Integrity of a great national concern that has grown strong by growth from within. It is not merely a display sign for you—a trade mark for us; it is the symbol of J-M Responsibility.

## J-M Regal Roof Coating Goes a Long Way and Stays the Same Color when applied.

Sell your customers a roof coating that will not discolor from the oils in surface or saturation of their roofings.

J-M Regal Roof Coating is a **linseed** preparation—combined with other oils so that it makes a tough, elastic, durable coating that combines with the roofing and stays put! Will not scale or crack. Good for metal roofs, too. One gallon covers 100 to 250 feet, according to age and condition of roof.

Comes in six colors—in 1-, 2-, and 5-gallon cans, cases of 24, 12 and 6 cans, respectively.

Sells well, Pays well—Get Prices.

## J-M Elastic Roof Putty adds years to an old roof — but it won't make it new.

There is many a roof good for more service if the joints and flashings were painted up and the defective spots repaired.

J-M Elastic Roof Putty has been proved good by years of use. It retains the oils that give it life and will not dry out or run in hottest weather or break in winter. Ready sale for repairing cracks, nail holes and small defects in any roofing.

Comes in five colors—ready to apply and always easy working.

Useful, Saleable, Good Profit—ask for Prices.

## THE CANADIAN H. W. JOHNS-MANVILLE CO. LTD.

**Manufacturers of Asbestos Roofings: Pipe Coverings; Packings; Brake Lining; Fire Extinguishers; Cold Water Paint; Etc.**

**TORONTO** **MONTREAL**
**WINNIPEG** **VANCOUVER**

M102

Annual Sales over 5,000,000

# Hoyt Babbitt Metals

Annual Sales over 5,000,000

Our 40 years of experience in the mixing of babbitt metals has enabled us to arrive at those proportions in mixing which make for cool, non-friction and lasting bearings.

Our "Frost King" Babbitt Metal is specially mixed for high speed machinery and engine work, sawmills, planing mills, threshing engines, traction engines, pumps, rolling mills, pulp machinery and all classes of stationary engines.

**If your dealer does not stock FROST KING send us a money order for your requirements. Price 30c. per lb. Fort William and East; West of Fort Wiliiam 35c. delivered to your nearest railway station, packed in 30 lb. and 60 lb. boxes.**

**For extra duty, such as over-hanging saws, our FAULTLESS BABBITT will stand where all other metals will fail. Price, Fort William and East, 40c. per lb.; West of Fort William 45c. per lb., delivered to your nearest railway station, packed in 30 lb. and 60 lb. boxes.**

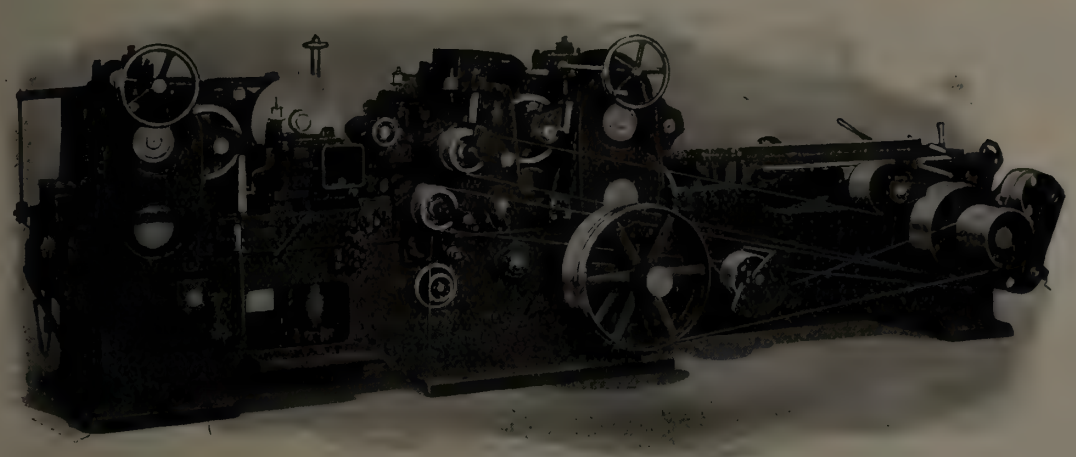
## Hoyt Metal Co.

***Toronto, Ont.***

*New York* *St. Louis* *London, Eng.*

## The Latest and Best Hardwood Floorer is the

# American No. 77-A Model 5 Hardwood Flooring Machine



American No. 77-A Model 5 Fast Feed Hardwood Flooring Machine

**It will manufacture Oak Flooring of the very highest quality in all sizes at fast feeds.**

The American Automatic Feeding Machine is an essential part of an equipment when the highest capacity of the No. 77-A is to be obtained and desired. It handles the lumber with far greater precision than human hands could do, with a facility and rapidity really marvelous.

American Automatic Feeder

American Double-End Matcher

This machine will end-match the output of our No. 77-A Hardwood Flooring Machine. It is fashioned after the order of a double-end tenoner with chain feed and with a conveyor carrying the lumber from one section to another, making first the tongue end, and then the groove. Trimming saws are placed before the matcher heads so that the material is squared, defects cut out and the matching done at one operation.

**We furnish similar equipments for Maple Flooring and also for Yellow Pine.**

***Any Hardwood Flooring mill is far from being complete or up-to-date without the above equipment. Investigate.***

*Sales Offices:*
NEW YORK
90 West Street
CHICAGO
Sharples Bldg.
NEW ORLEANS
Canal La. Bank Bldg.

## American Wood Working Machinery Co.

Executive, General Sales and Export Office:
ROCHESTER, N.Y.

*Sales Offices:*
PORTLAND, ORE.
19th & Wilson Sts.
SPOKANE, WASH.
Montgomery & Pearl Sts.
SAN FRANCISCO
46 Frement St.

# WILSON'S

## A Specialized Product

Our Maple Flooring is manufactured from selected, uniform stock, kiln-dried and seasoned. It is straightened, hollow-backed, bored, end matched, steel polished and bundled. We also manufacture Beech, Birch and Oak Flooring.

The name "Wilson Brothers, Limited" on Hardwood Flooring is a guarantee of excellence. We have unequalled facilities, afforded by experienced workmen and modern machinery for producing the best.

We also specialize in **Hardwood Interior Finish** and **Hardwood Veneer Doors** all to detail, also **Stair Building.**

**Wilson Bros., Limited,** COLLINGWOOD, ONT., CANADA

# HARDWOOD FLOORING

# Reduce Your Lumber Handling Costs

A Labor Saver That Saves You Money

For measuring lineal feet and board measure.
Made also for lineal measure only.

A Machine That Reduces Your Running Expenses

# Morrison Lumber Measuring Register

If you are paying a high rate per thousand for handling your lumber you are not making the profit you are entitled to. Wherever the Morrison Lumber Measuring Register has been installed the handling cost has been reduced to a minimum. One machine can tally more lumber per day than several men—and it never makes an error.

This Register can be attached to your planer, your sorting table or any other place you require, and will automatically and continuously measure your stock, giving the result in lineal or board measure as desired. It can be used for either filling small orders or for totalling the day's run.

Can be used in the saw mill, planing mill, or lumber yard, or anywhere you have a pile of lumber to measure.

Solidly constructed, nothing to get out of order, and guaranteed accurate in every detail.

Save time and money by using one of these machines. Already in use by leading lumber concerns throughout the country.

***Write us for full particulars.***

## The James Morrison Brass Mfg. Co.
Limited

**93-97 Adelaide Street West, TORONTO, CANADA**

# Doors for Export

MADE IN CANADA

## HIGH GRADE B PINE DOORS

Plant of Benson & Bray, Limited, Midland, Ont., Canada

Canada's Best

## VENEERED B DOORS

Not How Cheap, But How Good

Our Solid and Veneered Doors are built along this line.
They are all we claim for them and more.
Their popularity is evidenced by the thousands that are sold by us. They must be right—try them.

OUR GUARANTEE WITH EVERY DOOR

SEND US YOUR ENQUIRIES

# BENSON & BRAY, LIMITED

MIDLAND, - CANADA

# The Boiler Inspection & Insurance Co.
of Canada

1875 **Consulting Engineers—Efficiency Experts** 1915

The Inspection of Steam Boilers, Digesters, etc., a specialty

Specifications furnished for Boilers, Digesters, etc.

Plans for Boiler Settings, Dutch Ovens, etc.

## The Efficiency of Your Boilers may be increased by the use of a Dutch Oven Setting

Insurance against Loss or Damage to Property and Injury to Person resulting from Boiler Explosion

## Inspection and Indication of Steam Engines

Insurance against Loss or Damage to Property caused by Engine Breaking Down or Bursting of Fly Wheel

## Service Protection Supplemented by Insurance

Consult us as to increasing the Efficiency of your Steam Plant, The arrangement of your Steam Piping, etc.

All Engineering Services and Advice Free of Charge to Policy Holders

The Government Insurance Reports show that

**More than half of all persons and firms carrying boiler insurance**

are doing business with and have their boilers inspected

by

## The Boiler Inspection and Insurance Co. of Canada

Chief Office in Quebec
227-228 Board of Trade
MONTREAL
OLAF E. GRANBURG
Manager and Chief Inspector

HEAD OFFICE:
Continental Life Building
TORONTO
H. N. ROBERTS
General Manager and Secretary

Chief Office in Manitoba
904 Electric Ry. Chambers
WINNIPEG
A. L. G. TAYLOR
Resident Inspector

*Write for Pamphlet giving account and cause of above Digester Explosion*

# A REMARKABLE TRIO

*"Extra" "Acme Waterproof" "Standard"*

## Goodhue Belts

NO one belt will successfully meet all conditions found in a saw or planing mill. The three Goodhue brands are each made for a different service and each is the leader of its class.

All the leather used in Goodhue Belts is specially selected from the best hides. Goodhue Belts stretch less than any other belts, by 15% to 25%. This means a substantial saving both in belting—by eliminating continual shortening—and in power by preventing slipping.

Write us for prices.

***When you buy a belt buy a Goodhue—15 per cent. less stretch than other belts.***

## J. L. Goodhue Company, Limited

DANVILLE, QUE.

British Columbia Representatives—
Fleck Bros., Limited,
1142 Homer Street, VANCOUVER, B.C.

Winnipeg Representatives—
Bissett & Webb,
151 Notre Dame Ave. East, WINNIPEG, Man.

# American Hardwoods Strictly up to Grade Shipped Promptly

## About Our Stock

¶ We have on hand an exceptionally complete stock of all American Hardwoods and can ship quickly in assorted or straight car lots.

¶ We have one of the finest stocks in the country of strictly Northern thick Oak.

¶ Cypress and Gum shipments direct from the south are a specialty with us.

¶ We have an excellent stock of 2 in. to 12 in. sound, square edged White Oak. Also strictly northern White Ash.

¶ When quoting we give a careful and accurate description of our lumber and guarantee the stock to be strictly up to grade.

*Write for our stock list.*

**We Carry in Buffalo**

Ash
Basswood
Beech
Birch
Cherry
Chestnut
Cypress
Elm
Red Gum
Hickory
Mahogany
Maple
Plain Oak
Quartered Oak
Oak Plank and Timbers
Poplar
Walnut

# Blakeslee, Perrin & Darling

***Hardwood Lumber***

# Buffalo, N. Y.

# HARDWOOD LUMBER

## United States Manufacturers and Wholesalers seeking Canadian Business

## Hoffman Brothers Company

**Fort Wayne, Indiana**

**Manufacturers of Hardwoods—Any Thickness From**

1/30″ SLICE CUT VENEER
1/20″ SAWED VENEER
to
2″ BAND SAWED LUMBER

Reg. U.S. Pat. Off. Reg. U.S. Pat. Off.

**Specialty:**

**QUARTERED WHITE OAK**

## LOUISIANA RED CYPRESS

QUARTERED OAK PLAIN OAK
POPLAR ASH

***Yards at Nashville, Tenn.***

We can ship you promptly any of the above Stock, Carefully Inspected

**WE WOULD LIKE TO HEAR FROM YOU**

## WISTAR UNDERHIL & NIXON

**Real Estate Trust Bldg., Philadelphia, Pa.**

Canadian Representative:
Mr. Gilbert B. Woodhull, Box 54, Toronto, Ont.

Plant of The Stearns Salt and Lumber Co.

## Stearns Quality

**Michigan Hardwoods**
**Hemlock and Pine**

## Lumber and Timber

Try out STEARNS SERVICE on mixed car shipments. Retail stocks replenished over night by our 24 hour service.

HEMLOCK
WHITE PINE
HARDWOODS
MAPLE FL'G.
} *IN MIXED CARS* {
SHINGLES
LATH
POSTS
MOULDING

The
## Stearns Salt & Lumber Co.
**Ludington, Mich.**

## W. M. RITTER LUMBER COMPANY

**Below is List of Dry Lumber We Can Ship Promptly**

**CHESTNUT:**
4/4 1s and 2s, 2 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 3 cars.
5/4 No. 1 Common, 1 car.
6/4 No. 1 Common, 2 cars.
8/4 No. 1 Common, 2 cars.
4/4 Sound Wormy, 3 cars.
5/4 Sound Wormy, 2 cars.
8/4 Sound Wormy, 1 car.

**POPLAR:**
5/8 Reg. 1s and 2s, three cars.
3/4 Reg. 1s and 2s, one car.
4/4 Reg. 1s and 2s, four cars.
5/4 Reg. 1s and 2s, one car.
6/4 Reg. 1s and 2s, one car.
10/4 Reg. 1s and 2s, one car.
12/4 Reg. 1s and 2s, two cars.
16/4 Reg. 1s and 2s, three cars
4/4 No. 1 Common, 4 cars.
5/4 No. 1 Common, 2 cars.
6/4 No. 1 Common, 2 cars.
5/8 18-23, two cars, Panel and No. 1.
4/4 24-27, three cars, Panel and No. 1.
4/4 18-23, two cars, Panel and No. 1.

**BASSWOOD:**
4/4 1s and 2s, 5 cars.
5/4 1s and 2s, 3 cars.
4/4 No. 1 Common, 5 cars.
5/4 No. 1 Common, 3 cars.

**WHITE OAK:**
5/4 1s and 2s Plain, 5 cars.
6/4 1s and 2s Plain, 6 cars.
7/4 1s and 2s Plain, 7 cars.
8/4 1s and 2s Plain, 7 cars.
5/4 No. 1 Common, 3 cars.
6/4 No. 1 Common, 3 cars.
4/4 Qtd. 1s and 2s, 4 cars.
4/4 No. 1 Common, 5 cars.

**PLAIN RED OAK:**
4/4 1s and 2s, 7 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 6 cars.
5/4 No. 1 Common, 2 cars.
8/4 No. 1 Common, 3 cars.

The above is a list of dry stock which we can ship promptly. All our own manufacture and band-sawn stock, and thoroughly dry. Do not place your orders before writing for prices.

**CANADIAN REPRESENTATIVE:**

**John Hall, Box 32, Toronto, Canada**

**Phone College 6997**

W. M. RITTER LUMBER COMPANY — COLUMBUS, OHIO

# R. HANSON & SONS

MANUFACTURERS

## Michigan Hardwoods AND Hemlock Lumber

**Grayling - Michigan**

# THE HYDE LUMBER COMPANY

## SOUTH BEND, INDIANA

***Wholesale Manufacturers and Exporters***

# *United States Hardwoods*

## DRY STOCK READY FOR IMMEDIATE SHIPMENT

### SAP GUM

| | 1sts and 2nds | No. 1 Common | No. 2 Common |
|---|---|---|---|
| 1/2 | 43,000 ft. | 19,000 ft. | |
| 5/8 | 51,600 ft. | 32,700 ft. | |
| 4/4 | 164,000 ft. | 151,000 ft. | 104,000 ft. |
| 5/4 | 106,000 ft. | 83,000 ft. | 31,000 ft. |
| 6/4 | 98,000 ft. | 79,000 ft. | 20,000 ft. |
| 8/4 | 70,400 ft. | 65,500 ft. | 10,600 ft. |
| 4/4 1sts and 2nds, 13 in. and up | | | 103,000 ft. |
| 4/4 1sts and 2nds, 15 in. and up | | | 27,000 ft. |
| 4/4 Box Boards, 13 in to 17 in. | | | 148,000 ft. |
| 4/4 Box Boards, 9 in. to 12 in. | | | 92,000 ft. |
| 4/4 No. 3 Common | | | 35,000 ft. |

### KRAETZER CURED SAP AND RED GUM

We carry a complete stock and can furnish almost any thickness and grade promptly

### RED GUM—PLAIN SAWN

| | | | |
|---|---|---|---|
| 5/8 1sts and 2nds, | 34,000 ft. | No. 1 Common, | 29,600 ft. |
| 3/4 1sts and 2nds, | 49,200 ft. | No. 1 Common, | 33,700 ft. |
| 4/4 1sts and 2nds, | 186,000 ft. | No. 1 Common, | 197,000 ft. |
| 5/4 1sts and 2nds, | 82,000 ft. | No. 1 Common, | 70,600 ft. |
| 6/4 1sts and 2nds, | 85,500 ft. | No. 1 Common, | 78,000 ft. |
| 8/4 1sts and 2nds, | 123,000 ft. | No. 1 Common, | 29,400 ft. |

### QUARTERED RED GUM

| | | | |
|---|---|---|---|
| 4/4 1sts and 2nds, | 55,000 ft. | No. 1 Common, | 23,000 ft. |
| 5/4 1sts and 2nds, | 18,444 ft. | No. 1 Common, | 6,000 ft. |
| 6/4 1sts and 2nds, | 32,000 ft. | No. 1 Common, | 37,000 ft. |
| 8/4 1sts and 2nds, | 34,000 ft. | No. 1 Common, | 15,000 ft. |

### ASH

| | 1sts and 2nds. | No. 1 Com. | No. 2 Com. | No. 3 Com. |
|---|---|---|---|---|
| 4/4 | 43,000 ft. | 56,000 ft. | 37,000 ft. | 25,500 ft. |
| 5/4 | 17,000 ft. | 11,000 ft. | 25,000 ft. | 16,000 ft. |
| 6/4 | 25,000 ft. | 8,800 ft. | 12,000 ft. | |
| 8/4 | 24,000 ft. | | | |
| 10/4 | 19,600 ft. | | | |
| 12/4 | 23,800 ft. | | | |
| 16/4 | 14,000 ft. | | | |

### SOFT ELM

| | |
|---|---|
| 4/4 No. 2 Common and Better | 110,000 ft. |
| 6/4 No. 2 Common and Better | 86,000 ft. |
| 12/4 No. 2 Common and Better | 53,000 ft. |
| 4/4 No. 3 Common | 8,000 ft. |
| 6/4 No. 3 Common | 18,000 ft. |

### CYPRESS

| | 1sts and 2nds | Select | No. 1 Shop | No. 1 Common |
|---|---|---|---|---|
| 4/4 | 52,000 ft. | 61,000 ft. | 74,000 ft. | 108,000 ft. |
| 5/4 | 10,200 ft. | 14,000 ft. | 28,000 ft. | 42,000 ft. |
| 6/4 | 62,000 ft. | 83,000 ft. | 44,000 ft. | 26,000 ft. |
| 8/4 | 98,000 ft. | 61,000 ft. | 32,000 ft. | 49,200 ft. |
| 10/4 | 8,000 ft. | | | |
| 4/4 No. 2 Common, 27,000 ft. | | | 4/4 Peck, | 14,500 ft. |

### COTTONWOOD

| | |
|---|---|
| 4/4 1sts and 2nds, 6 to 12 in. | 85,000 ft. |
| 4/4 1sts and 2nds, 13 in. and wider | 62,000 ft. |
| 4/4 No. 1 Common | 143,000 ft. |
| 4/4 No. 2 Common | 48,000 ft. |
| 4/4 Box Boards, 13 to 17 in. | 82,000 ft. |
| 4/4 Box Boards, 9 to 12 in. | 75,000 ft. |
| 5/4 1sts and 2nds | 47,000 ft. |
| 5/4 No. 1 Common | 86,000 ft. |
| 5/4 No. 2 Common | 14,000 ft. |

### PLAIN WHITE OAK

| | | | |
|---|---|---|---|
| 3/4 1sts and 2nds, | 27,000 ft. | No. 1 Common, | 38,000 ft. |
| 4/4 1sts and 2nds, | 64,000 ft. | No. 1 Common, | 71,600 ft. |
| 5/4 1sts and 2nds, | 8,000 ft. | No. 1 Common, | 23,000 ft. |
| 6/4 1sts and 2nds, | 7,000 ft. | No. 1 Common, | 12,000 ft. |

### PLAIN RED OAK

| | | | |
|---|---|---|---|
| 5/8 1sts and 2nds, | 43,000 ft. | No. 1 Common, | 32,000 ft. |
| 3/4 1sts and 2nds, | 186,000 ft. | No. 1 Common, | 101,000 ft. |
| 4/4 1sts and 2nds, | 18,000 ft. | No. 1 Common, | 143,000 ft. |
| 4/4 No. 2 Common, | 87,000 ft. | No. 3 Common, | 13,200 ft. |

### QUARTERED WHITE OAK

| | 1sts and 2nds | No. 1 Common | No. 2 Common |
|---|---|---|---|
| 4/4 | 86,000 ft. | 72,000 ft. | 28,800 ft. |
| 5/4 | 42,500 ft. | 23,000 ft. | |
| 6/4 | 53,000 ft. | 34,000 ft. | |
| 8/4 | 10,900 ft. | 9,400 ft. | |
| 4/4 2½ to 5½ in. Strips | | | 10,000 ft. |
| 4/4 1sts and 2nds, 10 in. and wider | | | 9,500 ft. |

### QUARTERED RED OAK

| | | | |
|---|---|---|---|
| 3/4 1sts and 2nds | 7,200 ft. | No. 1 Common, | 8,000 ft. |
| 4/4 1sts and 2nds, | 33,000 ft. | No. 1 Common, | 38,000 ft. |
| 5/4 1sts and 2nds, | 36,000 ft | No. 1 Common, | 42,000 ft. |
| 6/4 1sts and 2nds, | 42,000 ft. | No. 1 Common, | 48,000 ft. |

*Canadian Representative*

**CHAS. O. MAUS**

Summer address

**SOUTHAMPTON, ONT.**

COMMERCIAL HOTEL

Cable address

**"HYDE SOUTHBEND"**

Codes

**UNIVERSAL and HARDWOOD**

***We are members of The National Hardwood Lumber Association and The National Lumber Exporters Association.***

## OUR SLOGAN "SATISFIED CUSTOMERS"

## Don't Forget—because of its uniform texture—
## Arkansas Soft Pine is

# "Easy to Work"

When Dave, the contractor, ordered the material for the big barn he built this spring he neglected to specify ***Arkansas Soft Pine.*** The dealer failed to remember this customer's preference for ***lumber that is easy to work.*** The lumber supplied cost a little less than Arkansas Soft Pine would have cost.

**The contractor spent all of that "little less" and a great deal more, trying to make a good barn with lumber that was heavy, hard to cut and difficult to nail.**

***The Outcome***—This barn building enterprise was not the big and complete success it would have been had either the dealer or the contractor — both of whom are fully advised respecting the merits of Arkansas Soft Pine—remembered in time to order this bill from the right source.

***YOU KNOW, but do YOU always remember that your best customers want lumber that is easy to work?***

Contractors with dozens and dealers with scores of building enterprises on hand find it pays to remember to use Arkansas Soft Pine —lumber that is easy to work, that does not split when nailed, that holds paint and takes stain.

## *Guaranteees Satisfaction to all.*

| | |
|---|---|
| Stout Lumber Company | Thornton, Ark. |
| Valley Lumber Company | Reader, Ark. |
| Wisconsin & Arkansas Lumber Company | Malvern, Ark. |
| Arkansas Land & Lumber Company | Malvern, Ark. |
| Arkansas Lumber Company | Warren, Ark. |
| Cotton Belt Lumber Company | Bearden, Ark. |
| Crossett Lumber Company | Crossett, Ark. |
| Eagle Lumber Company | Eagle Mills, Ark. |
| Edgar Lumber Company | Wesson, Ark. |
| Fordyce Lumber Company | Fordyce, Ark. |
| Freeman-Smith Lumber Company | Millville, Ark. |
| Gates Lumber Company | Wilmar, Ark. |
| Southern Lumber Company | Warren, Ark. |

# Tennessee Timber Lands for Sale

## BY J. N. LOTSPEICH, MORRISTOWN, TENN.

About 40 miles from this place (Morristown) and 12 miles from the railroad I have 5,235 acres of virgin timber; estimate below was made by one of the most reliable firms in the U. S. whose work is taken by the largest timber buyers in the country, and 10 per cent. must be added as this was made on 4,791 acres. Price, $18.00 per acre.

| | |
|---|---|
| **Chestnut** | **5,145,000 feet** |
| **White Oak** | **1,464,000 feet** |
| **Chestnut Oak** | **6,055,000 feet** |
| **Red Oak** | **3,615,000 feet** |
| **Poplar** | **1,464,000 feet** |
| **Hickory** | **820,000 feet** |
| **Beech, Birch, Gum, Maple** | **715,000 feet** |
| **White Pine** | **730,000 feet** |
| **Hemlock** | **550,000 feet** |
| **Yellow Pine** | **7,725,000 feet** |
| **Walnut** | **25,000 feet** |
| | **28,340,000 feet** |
| **Acid Wood** | **8,675 cords** |
| **Hemlock Bark** | **260 cords** |
| **Chestnut Oak Bark** | **3,040 cords** |
| **Locust Poles** | **635 pieces** |
| **R. R. Ties** | **8,850 pieces** |

## FLORIDA TIMBER LANDS FOR SALE

**Tract B**—95,000 acres of virgin timber, 400,000,000 feet of Pine and 200,000,000 feet of Red Cypress, and 30,000,000 feet of Ash, Gum, Maple and Hickory. 50,000 acres of this tract is underlaid with Carbonate of lime, averaging 32 feet in depth and analyzing 96 to 98 per cent. lime. Water transportation from this tract to the Atlantic Ocean. Price, $18.00 per acre.

Adjoining this is 18,000 acres of similar land estimated to cut 55,000,000 feet of Pine and 10,000,000 feet of Cypress that would bring the whole tract within 4 miles of the railroad. Price $13 per acre. Terms, two-thirds cash, balance in one year with 6 per cent. interest.

**Tract F**—7,000 acres of Red Cypress, and four thousand acres of this tract is in fee simple, and in a solid body, 4 miles from the railroad and is estimated to cut 80,000,000 feet of Red Cypress and 20,000,000 feet of Pine, Gum and Oak. The Cypress is along a solid creek bottom that is from a half to a mile in width to the Pine woods. No better Cypress anywhere. The balance of this tract, 3,000 acres, is 5 miles from the 4,000 acre tract and is a 20 year lease for the timber rights. This 3,000 acres is estimated to cut 80,000,000 feet of lumber and is from one to two miles from the railroad along the river with deep water to the Atlantic Ocean, making it practical to manufacture the lumber from one mill site and have both water and rail transportation. Price for both tracts, $350,000 cash.

Description of 35,000 acres of virgin timber in Central Florida: 75,000,000 feet of L. L. Pine (Yellow), all large timber, 60,000,000 feet of White and Red Oak, being large size timber; 50,000,000 feet of Red Cypress, splendid size and quality as La. Red; 25,000,000 feet of Gum and Magnolia of excellent size and quality; 6,000,000 feet of Ash and Hickory, all good size and quality totaling 216,000,000 feet of saw-timber, which is estimated to be worth on stumpage basis $650,000, and the turpentine privilege is worth $100,000—thus making a value of $1,100,000—not including the small timber suitable for telegraph poles, cross-ties, and piling which is worth many thousand dollars. This land has phosphate on it but its value is unknown, as it has never been examined to determine its quality, but it is seen cropping out over the land. The soil is black loam and is level except it slopes from two to three feet to the mile to the gulf, some 7 miles from the southern portion of the property. Price for cash, $13 per acre. The tract is convenient to the S. A. L. R. R. and the Gulf of Mexico for shipping, and is less than 100 miles from Jacksonville, Fla. Will sell on time but the timber will not be removed till security is given for the deferred payments.

Also I have a tract of 21,795 acres of virgin timber in south Florida and after the timber is removed from the land it is well adapted to Citrus culture, vegetables and farming. This tract has been cruised and is estimated to cut 57,000,000 feet of Pine and 18,000,000 feet of Cypress, also will make 60 crops of turpentine. This tract is a solid body covering nearly an entire township and is located 6 miles from a town of 6,000 inhabitants, which is supplied with electric lights, waterworks, schools and churches. The business houses are built nearly all of rock and brick and is the terminus of 4 lines of railroads. This tract lies between two lines of railroads, one running one and one-half miles distant and parallel to it, the other running diagonally to the tract and three and one-half miles away to the nearest point in the road. The surrounding lands abound in Orange groves, vegetable and strawberry farms. The soil is a strong black nature, underlaid with clay and well adapted to Citrus culture and vegetables of all varieties. We give a conservative estimate of the land and timber as follows:

| | |
|---|---|
| **57,000,000 feet of Pine at $2.50 per thousand** | **$142,500.00** |
| **18,000,000 feet of Cypress, Red, at $4 per thousand** | **72,000.00** |
| **60 crops of turpentine at $100 per crop** | **60,000.00** |
| **21,795 acres at $5 per acre** | **109,000.00** |
| **Total conservative estimate** | **$383,500.00** |

At present this land can be bought for half of its value. Titles and abstracts furnished with deed. Price $8 per acre. This is said to be the best investment on the market in Florida.

**No. 207**—Description of 45,000 acres of timber located the very best on deep water, almost in a solid body, well timbered, will cut over 2,000 feet to the acre. One half of this timber has been turpentined and is ready for the sawmill, balance in virgin timber and can be turpentined while the other is being manufactured into lumber. The railroad touches this tract on one side and the Gulf on the other, thus giving water on one side and rail on the other for transportation. This tract is worth more for a cattle ranch or game preserve than is now asked for the whole land and timber, price at this writing $6.50 per acre. Titles good and terms, if so desired, two-thirds cash, balance in one and two years with 6 per cent. interest. This tract is an ideal location for a large city, the good land and water both warrant it. It has also fish and oysters close at hand, and is within 3 miles of the finest growth of Sponge to be found on the Gulf coast. The timber of this tract does not average large but it is a good turpentine proposition and will cut over 30 boxes per acre and is desirable for cross-ties—will cut from 40 to 50 to the acre, balance in timber, but if it should be desired for piling instead of cross-ties it will cut 20 piling to the acre from 30 to 50 feet to the acre in length.

## OTHER CHOICE INVESTMENTS OR OPPORTUNITIES

I have also a number of similar tracts of timber for sale ranging from 200,000 acres down. I have a very fine coal proposition in Ohio on the railroad and adjacent to coal lands now being worked. They are in touch with Washington City, Cincinnati, Baltimore and other large cities. There is ten million tons of coal back of 400 acres of this land that must come out over it. The price of this property is $35 and $40 per acre and parties familiar with it say it is a bargain at $50 an acre.

For particulars, write **J. N. Lotspeich, Morristown, Tenn.**

# J. Burstall & Company

*Established 1832*

**Quebec - Canada**

***Exporters***
***of***
***all kinds of***

# LUMBER and TIMBER

**Branch**
**J. Burstall & Company**
**Montreal**

**J. Burstall & Co., Limited**
**57 Gracechurch Street, E. C.**
**London, England**

# A. TRUDEAU

**Room 10 Premier Building**
**Sherbrooke, P.Q.**

# Hardwood a Specialty

(***in logs or sawn***)

Pine, Spruce, Hemlock,
Basswood, Birch, Maple,
Cedar, Railway Sleepers
Telegraph Poles

Laths, Shingles
Hardwood Flooring
Square Birch
Dimension Timber

***Ask for quotations. Can fill orders on specification. I carry a large stock of 3 in. Spruce for the Export Market.***

# Spruce, Balsam, Tamarac
# Whitewood and Poplar Lumber
# Spruce and Whitewood Lath

**Planing Mill in Connection with Saw Mill**

# Rossed Spruce Pulpwood

**Rich Clay Loam Lands for Sale**

Townships of Haggart and Kendry. District of Temiskaming. Excellent opportunities for the settler.

***Write for particulars.***

# New Ontario Colonization Co.

**Limited**

## Sales Office, Buffalo, N. Y.

**Mills:—Jacksonboro, Ont. Located on Transcontinental R. R., 32 miles west of Cochrane.**

# AUGER & SON

QUEBEC, P. Q.

***Wholesalers***

# Lumber - Timber

***All kinds***

Pulpwood - Ties - Poles
California Red Wood

# McFadden & Malloy, SPRAGGE, ONTARIO

***Lumber Manufacturers***

SAWMILL AT SPRAGGE, ONT.

**Red and White Pine Lumber**

**Shipments by Rail or Water**

# New Doors

WE have a complete stock of Hardwood Interior and Front Doors in Plain and Quarter Cut Oak and Birch.

Fir and Pine Doors in sizes from 18 inches to 5 feet wide in a number of designs, all with veneered panels.

Less than car lot shipments crated free.

*Write for latest catalogue.*

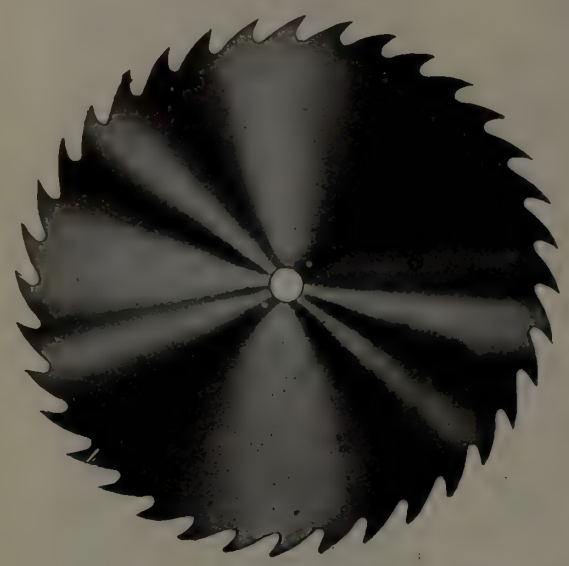
# Timber

Rough and dressed, Douglas fir, yellow pine, all sizes for factory and warehouse construction. Can furnish sites adjoining railway siding or would erect buildings and lease to suitable tenants.

## The Boake Manufacturing Company, Limited

TORONTO CANADA

# SIMONDS SAWS



**"Splendid results from your circular Saws"**

is what our customers say. That's the kind of results you need to make a big profit sawing lumber in Canada today. Simonds Saws made in Montreal, are made of Simonds Steel.

Every Saw guaranteed.

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MONTREAL ST. JOHN WINNIPEG
CALGARY VANCOUVER

# Canada Lumberman & Wood Worker

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"The Canada Lumberman and Woodworker" is published in the interest of, and reaches regularly, persons engaged in the lumber, woodworking and allied industries in every part of Canada. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

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## Canada's Export Lumber Markets

Although the present issue of the Canada Lumberman is known as the "Export Number," and its pages are devoted almost exclusively to information regarding the export trade of Canada in wood and wood products, it is impossible to draw the line so definitely as to set on one side those Canadian lumbermen who are interested in export trade and on the other side those who are interested solely in the domestic trade. The lines overlap to a considerable extent from west to east. There is not a lumberman in Canada, even the smallest retailer in an out-of-the-way district who is not directly affected by the trade situation in connection with the export of lumber and timber. Every piece of lumber or timber which goes out of Canada today is taken off the local markets, rendering them thereby all the more steady.

Our capacity for production is far in excess of our consuming ability. Our industry has been established from the very first upon an export basis, having a capacity to cater for the foreign markets, and, with ordinary shipping facilities being able to carry on an export trade with considerable profit. Under these conditions the export trade is of equal importance, and we are inclined to beileve of greater importance to the industry today than is the domestic trade, large and important as the latter is. We feel, therefore, that in devoting all of our space in a special issue to export matters we are doing a service, not simply to those who are concerned in the manufacture and shipment of export stock, but to all lumbermen in every part of Canada.

During the whole history of the export lumber trade of Canada, the great outstanding feature of importance has been the shipping facilities available for sending our stock to export markets across the seas. The requirements of the trade in regard to shipping facilities have been almost invariably furnished in the past, but the shipping situation throughout the whole world was turned upside down by the present war. There exists today a great barrier between the mills of Canada and the export markets. On both coasts of Canada, manufacturers and exporting houses are seeking almost vainly for vessels to carry cargoes of lumber and timber. Prices that would have been considered fabulous a year ago are now being paid to the owners of vessels.

In British Columbia more than in the east, the shipping situation is critical. British Columbia is dependent today almost entirely upon the export markets for its welfare, even for its very industrial existence. In the past few years the export markets have been neglected in order to serve the markets of the rapidly growing prairie provinces of Canada. These provinces have grown beyond their safe limit for the time being and the trade has fallen dead, with the prospect of waiting a long time before it can revive to anything like its former proportions. The export trade is British Columbia's only available outlet today. It must be cultivated, or the industry must pass through a long period of financial readjustment with disastrous results. All lumbermen upon the Coast of British Columbia, therefore, and the British Columbia Government itself, are devoting their entire thought to this problem. Not only must ships be provided, but a system of handling export trade must be worked out which will make the British Columbia trade independent of the great commission houses at United States ports, and will also enable the manufacturers to make shipment under such conditions that the cost of producing the lumber will not be considered as secondary to the cost of getting it to market. Today the mills of the British Columbia coast are competing with one another for the privilege of securing vessels at high transportation charges. The situation should be exactly the reverse; the transportation companies competing with one another for the privilege of shipping the lumber. This is the problem which the Government of British Columbia and the lumbermen have to face. Upon it depends, first of all, the proper solution of the whole difficulty. Many other problems have to be worked out after this one has been settled, but it is of chief importance.

In Eastern Canada the same problems present themselves for solution, not in quite so critical a form as in the west, but still of great importance to the trade. In the east an interesting and at the same time picturesque, though only partial solution, of the shipping difficulty has been developed by the appearance of sailing vessels. The harbors of eastern Canada today recall the old times when the sole means of making shipment to foreign markets were the sailing vessels. As in the early days, our New Brunswick and Nova Scotia harbors, and even those of Quebec province are again alive with square-rigged ocean-going vessels, which, although slower, are wonderfully dependable, and have the added advantage of being, under ordinary conditions, cheaper than steam vessels. It is not impossible that the sailing vessel which had become relegated largely to the coastwise trade, will hold its place to a considerable extent as a trans-ocean vessel long after the conclusion of the war.

Altogether, the export trade in lumber and timber today is of wonderful interest and of critical importance. We have sought in the following pages to present it in all its aspects. Only a fraction of its features can be dealt with in the limits of this publication, but we feel that we have been able to prepare a series of articles of timely importance, giving our readers a good bird's-eye view of the whole export situation and presenting in definite, though brief form, a useful array of facts and figures from which to form a better idea of the extent and importance of the export trade, than they have been able to secure in the past.

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Mr. H. H. Stevens, M.P., delivered an interesting address upon the lumber industry of British Columbia before the American Club of Vancouver, recently. At the conclusion of his remarks Mr. Stevens said:—"Now let me make a point that I think merits attention. The markets of the world are all now thrown open to British Columbia. What we need and urgently need, is facility for marketing. Three things must be considered in this respect. First, the business men of this province, recognizing that lumber is the basic industry, must lay their plans accordingly. Secondly, there should be co-operation of the heartiest descripton between the business men and the Government to the end that a well equipped brokerage system be established to market the products. In the third place—and this is important, mark you—there should be persistent advocacy of a fleet of ships to handle lumber shipments."

# The Export Trade of Canada in Wood Goods

Written specially for the Canada Lumberman By Edward Harper Wade

THE great importance of export trade is recognized alike by political economists and practical politicians. Every effort is made by all parties to develop and extend it, and however great the need for increased revenue may be, exports are seldom subject to customs duties. As imports must eventually be paid for by exports, and as the interest on borrowed capital can only be met in the same way, the ability to obtain goods from other countries, or induce the investment of outside capital, depends, in the last resolve, on the power to export such productions or manufactures as other countries require or can be induced to purchase.

Early in the commercial development of the Canadian Colonies the settlers looked for a market for the timber products of almost unbroken forests that then covered the country, and found it in competition with the woods of Northern Europe in the United Kingdom.

Edward Harper Wade, Quebec, P.Q.

### Beginnings of the Export Trade

New Brunswick and Nova Scotia were early exporters, as there are old records of large white pine mast pieces being shipped for the British Navy. Somewhat later on shipments were made from the Saguenay, but as the timber trade of the St. Lawrence developed it centred at Quebec, then the head of navigation, and private enterprise provided piers, mooring blocks and cove shipping booms to facilitate the business. The export timber trade had great difficulties to overcome before it attained its later importance. The intrinsic merits of white pine, by far the most plentiful wood, were only slowly recognized. Baltic whitewood and redwood, the equivalents of our spruce and red pine, were the building woods of England, commonly specified by architects in their estimates. In the early thirties spruce deals commanded a higher free on board price at Quebec than even the better qualities of white pine. In 1847 red pine, as being similar to Baltic redwood, and consequently capable of substitution for it, was worth nearly double the price of white pine in the raft at Quebec, and it was not until 1866 that red pine and square white pine sold at similar prices. For many years now the position has completely reversed. All prices were comparatively low, for ocean freights of the small sailing vessels then engaged in the trade were high compared with Baltic rates, and marine insurance, on what was then considered the dangerous St. Lawrence voyage, was relatively costly.

The earliest available price records are those of 1847, being for timber in the raft at Quebec, and for deals piled at the mill. They are given in the old Canadian currency, as it was long afterwards that Canada assimilated her coinage to that of the United States, but following prices are equivalent values per cubic foot for timber and per thousand feet B. M. for deals:—

White pine 5.00 to 8.33 cents, red pine 10.00 to 15.83 cents, oak 23.33 cents, elm 8.33 to 13.33 cents, ash 6.67 to 10.00 cents. First quality white pine deals $13.09 to $13.82. Second quality $8.73 to $9.21. In 1912 prices had attained their highest level, having experienced many fluctuations. The prices then current are a striking contrast to those of 1847.

White pine square 30.00 to 55.00 cents, waney 80.00 to 93.00 cents, red pine 35.00 to 40.00 cents, oak 65.00 to 73.00 cents, elm 65 to 93 cents. First quality white pine deals $65.45 to $80.00. Second quality $40.00 to $47.27, and third quality $21.82 to $29.09.

All white pine timber was well squared till 1861, when waney pine with a wane of four to six inches at the corners was first manufactured. Its selling price in that year was equal to 13.33 to 18.33 cents per cubic foot.

### Early Trade a Profitable Venture

Presumably the trade in its early days was profitable to producers and manufacturers, or it would not have continued. This can only be accounted for by standing timber being then readily accessible and of no appreciable value. Wages were very low, as there was little money in the country and no accumulated capital. It is a strange fact that when prices were at their lowest, Canadian wood goods had a tariff preference in Great Britain, which was afterwards withdrawn without the anticipated disastrous results, for the trade not only survived the change, but prospered in spite of it.

In July, 1896, the first Ottawa raft of square timber arrived at Quebec, and by 1815 the timber trade of the Ottawa was firmly established, but before Ottawa rafts came down at all, the white pine of Lower Canada was hewn into square timber and shipped to England. The white pine forests of the Maritime Provinces and Lower Canada were not speedily exhausted, though more timber was destroyed by fire than by the axe. Less than fifty years ago St. John, New Brunswick, shipped considerable quantities of high grade white pine timber to Liverpool, England, and as recently as forty years ago the sawmills round the harbor of Quebec were busily employed cutting up white pine sawlogs into deals for export. Even now sawmills at Three Rivers still cut some white pine deals from St. Maurice sawlogs. The export trade found a new market, and was gradually diverted to the United States, consequent on the growing demand from that country caused by the depletion of its forests and the larger consumption resulting from increased population. Canadian home consumption also by degrees became an important factor. The consequent advance in the value of white pine obliged the British consumer to restrict its use to a few special purposes and substitute cheaper woods. From Montreal a portion of the production of Ottawa and western sawmills is still exported to the Unied Kingdom in the form of sidings, board and deals, and with prices very different to those of years ago, the value of the reduced export is yet quite considerable. This business is done by shipping parcels as part cargo in the steamers of the various lines that trade from Montreal. Formerly the shipments were made by sailing vessels only from Quebec, and consisted largely of hewn timber. In 1912 the export of timber from Quebec had fallen to a little over two million cubic feet, principally part cargo shipments in a limited number of steamers, and a sailing vessel is now rarely seen in the harbor. In 1845 no less than 1475 ships averaging 380 tons register loaded at Quebec. In 1865, twenty years later, 1,021 ships, averaging 633 tons register, took timber and deal cargoes there. In 1861 out of 1,364 ships loaded, 1,148 were British, but later on Norwegian vessels, many of them transferred from British ownership, formed the bulk of the fleet, but with the change from sail to steam the British flag again predominated. The earliest available Quebec records are for 1845 and show a shipment in that year of equal to nearly four hundred million feet board measure, of which about three-quarters was square hewn timber, principally white and red pine, but included eighty-eight million feet of pine deals and about fourteen million feet of spruce deals, showing that a large and active sawmill industry existed.

### In the Days of Sailing Vessels

In the old days sailing vessels came up the St. Lawrence, and sometimes, with a favoring east wind, fleets of sixty or seventy vessels under full sail, rounded the first point in Quebec harbor, to drop anchor and put ballast overboard before proceeding to their loading berths. The loading of these vessels gave employment to an army of timber towers and ship laborers, while putting in order and shipping the timber that come down the river in huge rafts, made the coves busy hives of industry. Saw mills at various points round the harbor employed many men, and small tugs towing timber and batteaux taking deals and staves to the ships, made a busy scene. Such was Quebec as some still remember it, but the glory has departed and now a sailing ship is seldom seen and the shipping coves are generally disused, deserted and desolate.

The United Kingdom has gone back to her old sources of supply in the Baltic, and forty-eight per cent. of all the hewn and sawn timber imported into Great Britain in the year ending 31st of March, 1914, came from Russia. A new competitor with white pine has arisen in Kedr, or Siberian pine, shipped from Vladivostok in waney logs, deals and sidings, which can be delivered in the higher grades at a much lower price than white pine, and has largely gone into consumption as a substitute.

Interesting as ancient history may be, it is the present and the possibilities of the future that claim the attention of business men. Our predecessors fought a long and hard battle to build up the business of Canada, contending in the export trade with prejudice in favor of better known woods, and with the disadvantages of high freights

and heavier insurance, but they succeeded and laid the corner stone of the present wealth and prosperity of Canada.

### Opportunities of the Immediate Future

Business changes come and must be met. If Canada is not only to maintain her export trade, the acknowledged basis of business prosperity, but extend it to the utmost possible limits, her producers and manufacturers must look well after all possible openings in old and new markets. Possibly the present war offers opportunities that may never recur if missed. All forecasts of the possible duration of the war are merely guesses or conjecture, but its continuance is certainly disorganizing the wood trade of Russia and Sweden, and it will be some time after the declaration of peace before that business will resume its old position. When hostilities cease the demand for reconstruction purposes will be great, and United Kingdom stocks, now being rapidly depleted, will need replenishing. Germany controls the Baltic, so interfering with the Swedish supply and stopping shipments from Russian Baltic ports. Present freights specially affect long voyages, and this stops for the present a continuation of shipments from Vladivostok. The Russian port of Archangel, when navigation opens, will be congested with business, and short of labor. Box making, packing case and building material will certainly be required. The railways of Great Britain will soon be short of ties or sleepers, and must get them from some source. The coal mines of England and Scotland annually consume about four and a half million tons of pit props. Russia was the chief source of supply. During the year preceding the war Great Britain imported from Germany paper to the value of over six and a quarter million dollars. Here is business that is worth looking after, and there are doubtless other openings. There are timber brokers in London, Liverpool and Glasgow ready to look after consignments or arrange contracts. There are export merchants in Quebec unusually keen for extended business. Railway companies, working in connection with Montreal steamship lines, can quote through rates from point of loading on cars to port of delivery in the United Kingdom.

Such is the position the present or possible producer and manufacturer has to consider, and if possible develop.

## Made in Canada

"Let us be an independent industrial Canada," exclaimed an eloquent member of the parliament of Canada, speaking recently in the House of Commons, "let us feel and know that if the whole world was excluded, if there was a wall fifty feet high around Canada, we ourselves with our resources, our capabilities, our population, could go on and thrive, interchanging our products one with the other and so securing a prosperity **that would be tantamount to perfection and absolute balance.**" In the palmy days of Chinese exclusiveness, when the Great Wall was built and trade with "foreign devils" prohibited on pain of death, the Emperor Ming would probably have presented the author of the above sentiment with a monkey's tail and three peacock's feathers, plucked from its brightest part, as a mark of intellectual distinction. There is every sign of the times that the Emperor Ming's views on political economy and foreign trade are highly popular in Canada at present.

The passage quoted above forms part of a panegyric in support of the Made-in-Canada movement. Preposterous though it is, it can be duplicated over and over again by a reference to the current columns of the press and the political speeches of the day. The streets of Montreal are placarded with a picture—a most moving picture—of a sorrow-stricken workman and his martyred wife—brought to ruin by the folly of their fellow-citizens who will not buy the things they make. It is not stated what it is that they make. It is very probably boots. It is not stated either why it is that the people will not buy them. But one can easily guess.

Up to the present time no one has yet drawn a set of pictures to represent the economic consequences that would follow if the Made-in-Canada movement obliterated foreign trade; the ruined home of the transport worker whose job has ended when the ocean steamers abandoned the port of Montreal—the wholesale importer driven out of business by the prohibition of trade in English goods, his afflicted clerks clinging about his knees and asking vainly for a crust of bread—the Canadian farmers—or no, let us say, the whole population from Winnipeg to the Rockies, sitting in rags and misery with a huge heap of unsold wheat beside them which they cannot eat and which they must not sell. For it never occurs to the Made-in-Canada propagandist that if a country does not buy then it cannot sell. Our exports are sold in the first instance for money, but sooner or later and in the long run, goods are exchanged for goods. To go on for ever sending out wheat and bringing in gold is an economic impossibility. Even the Emperor Ming saw that.

The truth is that the workers who are busy with the transport trade and the import trade and those who are working on the farms, together with all those who are teaching school, preaching the gospel and training for the war, are far too busy to run round placarding the walls of the cities with mimic pictures of imaginary distress. Show me a man who puts up a Made-in-Canada placard and I will show you a man who hopes to increase his own private and personal profit, at your expense and mine, out of the movement.

Protection to industry is one thing. We have it already. We are not proposing to change it. But when a manufacturer in an industry already protected to the extent of twenty, thirty, or forty per cent raises a clamour for the exclusion of foreign goods, the thing passes from protection to plunder. The proper answer to such a man is to throw at his head a militia boot with a paper sole and a hole in the side.—S. L., in University Magazine.

## An Expert U. S. Opinion on the Export Outlook

By R. M. Gates

No business in this country suffered more from the war than the lumber industry. No business will prosper more when peace comes than the lumber industry. That is the conviction of experts in the United States Department of Commerce. The world never saw the like of the destruction of human habitations in the war zone from the vicinity of Warsaw, in Poland, to the environs of Paris. Not only have houses, bridges and everything else in which wood is a material been destroyed, but vast areas of forests which had for centuries been conserved have been razed and so denuded that it will require a long time and an enormous requisition upon the lumber resources of the world to reconstruct the waste places. . . . . Every stick of lumber will be in demand at a good price. Indeed, there is apprehension among those who look to the future here that the high prices readily to be obtained for lumber exported from the United States will seriously impair the stock in this country and that to prevent it the government must take drastic measures for conservation of its own resources in this respect. There will be a demand for all kinds of building material when peace comes, is the word. It will include not only lumber, but iron and concrete. The assured future of cotton needs no effort to persuade as to its destined restoration to its ancient throne, but the item of rebuilding homes for the war devastated region of Europe is the biggest thing for the lumber producing countries of the world they have ever known.

During the month of April, 1915, the timber sales of the British Columbia Forest Branch amounted in value to $19,799. This covers 10,706,337 feet B. M., 3,500 lineal feet and 1,900 cords. The quantity of timber scaled in British Columbia during April was 39,129,127 feet B.M., of saw logs, 364,477 lineal feet of poles and piles and 12,813 cords of ties, shingle bolts, fence posts and cordwood. The total exports from all districts of British Columbia, reported by the Forest Branch, amount to 5,562,815 feet B.M.

## Credit Bureau an Advantage to the Whole Trade.

Pittsburgh, Pa., May 20th.

Editor Canada Lumberman:

We have just had put on our desk your issue of May 15th and note your editorial in connection with the Toronto Trade Credit Bureau. At this distance, we are not familiar with the situation in your city to any great extent, but it strikes us that this move is a big step in the right direction, and we sincerely hope that your trade can push this move through. We only wish we had such an organization on foot and in operation in this city. We cannot but believe that this organization, if successfully worked out, will be a wonderful advantage to the lumber trade, both wholesale and retail, as well as to the ultimate consumer and the original manufacturer. It will not only be an advantage to Toronto, but its certain good effects will be felt as far south as Pittsburgh.

The proposition, we believe, is the only successful weapon to eliminate the unsatisfactory elements, and materially build up the desirable business relations. There are, we understand, similar organizations in other lines of business and why not have it in the lumber business, the biggest of them all?

We hope to read in your next issue that the formation of this Bureau has been completed and for an early start of a similar move in Pittsburgh and all other good cities.

Yours very truly,

E. H. Shreiner Lumber Company.

# Export Markets—What They Mean

## Lumbermen From East to West Tell of the Opportunities of the Foreign Trade

### Should Export More Dressed Lumber

Editor Canada Lumberman: Bathurst, N.B.

At the present time, if we had the freighting facilities for carrying lumber, there would be no trouble at all in doing business with a great many countries that heretofore we have never been able to touch. France is now looking for lumber here and Belgium will be in the market very shortly, but the great country that we should be supplying very large quantities of lumber to at the present time is Great Britain, but owing to lack of tonnage, it is impossible to ship our lumber. The freight rates have advanced about 400 per cent., but in spite of this, the vessels are refusing to take lumber, claiming that other freight is paying them very much better rates. The fact is that practically all the line vessels today will not take any lumber whatever and it means that all the lumbermen are being badly handicapped for want of vessels to carry their freight.

**There is one item, however, that might be gone into very successfully by more Canadian lumbermen than is the case at the present time, and that is the shipment of dressed lumber.** Heretofore, practically all our shipments from Eastern Canada have gone forward to Great Britain and all other points, in the rough, and we believe that the time has come when the Canadian lumbermen should equip all their mills with dressing plants and, as much as possible, ship a finished article, thus increasing our working forces at home and giving more employment to laborers. **At the present time there are a number of openings in Great Britain for dressed lumber, and we could ship large quantities of this today, if we had the facilities for carrying it forward. Our opinion is that the thing to do now is to agitate and see what can be done to provide vessels for carrying lumber.** If your paper can do anything to give us some help on this point it would be very much appreciated. There is a great call for lumber in the rough and also for dressed lumber today in England that we could supply if we could get it to the market.

If we dress our lumber here, not only would it mean increased employment for our home laborers, but it would mean considerable in carrying capacity for the vessel, as a vessel could carry probably 15 per cent. more lumber in the dressed condition than it could in the rough.—Angus McLean.

* * *

### Markets for Hardwood Products Should be Extended

Editor Canada Lumberman: Gibson, N.B.

I think it undesirable to stimulate the cutting of New Brunswick spruce or pine trees, as our forests are already being depleted faster than is prudent; but **it would be highly desirable to extend our markets for hardwoods such as birch, beech and maple and the manufactures thereof, such as furniture, chair stock, handles and small articles that will utilize the waste.**

The frequent trade inquiries asking for connection with Canadian manufacturers of handles, and other hardwood articles, show the demand is active, and I think these opportunities should be seized by those who are equipped for such manufacture and thus pave the way for development of permanent business.

So large a percentage of each hardwood tree is left in the woods, and so large a percentage of each hardwood log that is hauled to the mill is waste, that it is doubtful if more than one-third of the growth is being utilized, and I think cutting of logs less than twelve inches in diameter cannot be made profitable unless the waste can be disposed of to advantage.

**The Canadian Government has lately published many inquiries for handles, veneer or ply wood, chairs or chair stock, furniture, dowels, clothes pegs, closet seats, butter boxes, washboards, and beehives.. Treenails, bungs, fruit boxes, taps and many other articles could be sold if economically manufactured.**

The location of small plants for the manufacture of wood alcohol, charcoal and by-products near the source of supply would use all of the limbs and tops and even the roots if they could be made available. The greatest difficulty in this would be the transportation of charcoal, but this can be overcome in many localities.—J. B. Gregory, Manager, York and Sunbury Milling Company, Limited.

* * *

### Should Study Consumers' Wants More Closely

Editor Canada Lumberman: Halifax, N.S.

**With regard to the development of export trade, if our lumbermen would take the matter more seriously and endeavor to supply the exact requirements of receivers, the business could be worked up to very much larger dimensions.** Of course, in the large New Brunswick mills, and practically all the Quebec mills, they go in for sorting and marking the stock, similar to the manner in which they handle the business in the Baltic, but in Nova Scotia we are behind them in this respect, but things are improving all the time. Of course, there is a large demand from France for spruce deals, but this means cutting metrical lengths, but as the market for ordinary English lengths is so excellent at present, it is almost impossible to get any manufacturers to entertain metrical lengths just now, especially as the French market does not offer any special inducement in the way of price, up to the present at any rate. Of course, the war has produced a number of extra outlets for our woods. I have shipped a quantity of hemlock sleepers 9 ft. 10 x 5, and they seem to be giving satisfaction, but the buyers insist on these being split through the heart, and strongly object to the sleepers having any heart in the centre, but want the heart on one face. I am going to do my best to hang on to this trade, but I am afraid when conditions go back to normal that it will go back to the Baltic again, as, although the price I have been getting is only an ordinary one, the people complain about it being high, but, of course, we may continue to hold some of the business for some time yet.

The pit prop business has not turned out as favorably as expected, from my own personal experience. I have shipped quite a quantity, and had satisfaction to start with, but recently I find buyers becoming very critical, and I have had to suffer claims, but at the same time I am willing to admit that there was some just cause for a part of the claim, on account of small diameters at the top. I still have cables saying they will take more stock, but with the freight situation where it is now, business is impossible, as on the present deal rate it means a freight rate of about 170s. per fathom! There is a vessel now loading here with fire wood and poplar logs, shipped by the Swedish Company at Nordin, N.B. As far as I know, this is the first cargo of this description to be shipped from Canada. The Baltic previously had the fire wood business practically all to themselves. Fire wood, of course, covers small trimmings and ends, 1-in., 2-in. and 3-in. thick, from one foot to three feet long, which as a rule is generally wasted in our mills.

The box board business is, of course, one in which the Canadian mills have been interested for some time, but no doubt it will receive a great filip owing to the war conditions.—Colin C. Tyrer.

* * *

### Nova Scotia Should Seek Export Markets for Hardwood

Editor Canada Lumberman:

We are exporters of spruce lumber, to some extent, for the River Plate market, but we usually sell to commission men in the United States or England. As, however, Nova Scotia furnishes quite a large number of cargoes for that market, it might be worth while for some effort to be made by the manufacturers to establish an agency of their own, and perhaps by doing so save middlemen's profits, and also increase the volume of the trade.

We have no pine in this section of Nova Scotia worth speaking about, but there are a great many millions of feet of hard woods—mainly birch and beech—for which, so far, no profitable market has been found. **We think it likely that if some effort were made in the direction of marketing these hardwoods in foreign countries, a more profitable use could be made of them than that which now exists, viz., the cutting of them for firewood.**—Nova Scotia Exporter.

* * *

### Cape Breton Exports Increasing

Editor Canada Lumberman: Sydney, C. B.

Cape Breton, in the past, has not been a lumber exporting section of Nova Scotia, but on the contrary has imported much lumber during the past fifteen years from other parts of Nova Scotia and New Brunswick. Conditions are changing and Cape Breton is now producing much more lumber than it has, and every year the production seems to be on the increase, and importations, while not so large as in the past, are still quite heavy, as the Cape Breton lumber is generally small.

We are now loading half a million feet, chiefly 2 x 4, for Boston. This is planed on one edge, freight is $4 per M. and insurance is 1½ per cent. under deck and 4½ over deck. Price to net the shippers from $16 per M. and better.

We may here say that we are the first shippers of lumber from this port to the United States, our first consignment being laths to New York, two years ago. We expect to ship several millions of lumber this season—Chappell Bros. & Company, Limited.

* * *

### Tonnage Famine Preventing Shipments

Editor Canada Lumberman: Bathurst, N.B.

Practically everything we manufacture from Bonaventure is sold for export. Usually we manufacture about 5,000,000 feet of deals at our Bonaventure mills, and these are practically all exported to the British market. **We have sold our output from that plant for this year to a large exporting Canadian house, but they have so far failed to secure any tonnage whatever to move the cut of the mill.** We would not be at all surprised if the cut remained on our hands over there all summer and possibly was carried over till the spring of 1916 before shipment can be made. This is, of course, owing to the extreme

scarcity of ocean tonnage. The situation does not seem to be improving very much. Tonnage is still very hard to secure and we see very little prospect of any improvement in the near future.

The question of developing our export trade at the present time is, of course, entirely a matter of tonnage. The lack of tonnage is a very serious thing for mills that are located where they only have water shipping facilities, such as our Bonaventure mill. This scarcity of tonnage is going to put all the mills in a very bad way and cause a serious loss to the lumber manufacturers who are located this way. It may possibly entail the closing down of their plants in mid-summer, as they cannot continue to run and pile up the lumber all summer unless they get some relief in the way of having shipments made.

There is no question at all about the export trade being of great benefit to the lumber manufacturers all through Eastern Canada. It is, of course, the hope of the trade at the present time, but unless we can get the facilities for taking care of the export trade, we are not able to take advantage of the present opportunity of getting into that business.—Bathurst Lumber Company, Limited.

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### Discrimination Against Canadian Lumber of Selected Grades

Editor Canada Lumberman: Sussex, N.B.

**It is a notorious fact that the British importers—be the cause whatever it may—continue to place an embargo on special quality in either hardwood or spruce shipped from Canada for the manufacture of furniture, pianos, aeroplanes, and all such trade, demanding very high quality and a standard dependable grading.**

Canadian manufacturers can only see two causes for this, neither of which are valid or sufficient, and could and should be easily overcome, if shippers and importers would get together and consider the facts.

Established custom, we mention as the first of these causes. As usual, this plays the greatest part. Materials in selected grades of birch and spruce have been continuously imported from the United States, and the American Associations have standardized a grading, and monopolized the trade, keeping the importers persuaded that Canada lacks the quality, and is not capable of proper grading.

In the second place, the naturally high quality of the forest production of Canada, and the ability of manufacturers to select the product, is kept in the background because of the failure on the part of Canadian manufacturers, due to their more limited numbers, to associate themselves and take the buyers by storm, according to the American method. This has allowed the British importers to overlook the great Canadian supply of superior quality selected lumber. This is a matter of regret. Possibly we should not blame the busy importer for not first making sure he cannot get at least as good material within the Empire before going outside. **But, at this time, when the Empire should co-operate in matters industrial as well as military, we, as Canadian manufacturers, think that at least the military aeroplanes manufactured in such numbers should be made from Canadian lumber,** wherefor a great supply is available of as high quality as any obtainable in the United States.

The American rules for grading lumber are accessible to Canadian mills, and it is very easy for shippers to get Americans who have graded this lumber for years, to do the selecting for any importers who fear that the Canadians cannot properly follow the standardized American rules.

Considerable stock is being shipped to the United States ports of Portland, Boston and New York, and from there re-shipped to Great Britain at a great additional expense in freight, simply because it is known that if such stock were shipped from any port of Canada buyers would be prejudiced against it.

**As representing Canadian manufacturers, we wish to appeal to British importers for a chance to supply the materials above referred to,** and hope that these few words may cause serious thought, and that results may follow in the way of establishing trade hitherto denied to the various industries of our glorious Dominion of Canada.—Charles T. White & Son, Limited, Specialists in selected clear spruce, birch and maple.

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### Prefers United States to English Market

Editor Canada Lumberman: Montreal, P.Q.

Some years ago we manufactured all our spruce logs into 3-in. deals for the English market at our Charlemagne mills, and I used to go over in the winter and sell what we produced, but for the past seven or eight years we have given up the cutting of our logs into deals on account of the low prices that were offered in the English market. **We could realize more money out of lumber by cutting it into suitable sizes for the United States and home markets.** So far as the market is concerned, you can always get one in Great Britain, but you can never depend on it for prices.

Our spruce comes into direct competition with stocks from Sweden, Norway and Russia, the last named country being the worst competitor. These three countries can sell spruce deals cheaper than we can. One reason is that in ordinary years their freight rate is only about half (from their ports to Great Britain) what it is from the St. Lawrence over, and also their labor is much cheaper than ours.

We prefer the United States and home markets in ordinary times. This year, of course, is an unusual one on account of the war. Shipments are almost prohibitory from Sweden and Russia and nearly all the spruce manufacturers on the St. Lawrence and in New Brunswick are cutting for the English market this year.—A. MacLaurin.

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### Better Transportation Needed and Lower Freight Rates

Editor Canada Lumberman: Great Salmon River, N.B.

Improved transportation facilities and more favorable freight rates are of the most pressing importance for the development of the lumber industry. The large amount of splendid hardwood in the forests of the Maritime Provinces, which has been as yet hardly touched, it would seem should be brought into the market. There are doubtless many other matters of importance in this connection, but these matters have especially impressed themselves upon us.—Pejepscot Paper Company.

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### Greater Export Trade of Incalculable Value

Editor Canada Lumberman: Owen Sound, Ont.

I do not think I have sufficient knowledge of the situation to express an opinion worth printing about the possibility of increasing our export trade in lumber and wood products, as our company's export trade has been developed along special lines, and principally on specialties.

Your second question is worth more than passing attention, as the value of export markets for many things besides lumber is incalculable.

In developing a new country like Canada, stretching over such vast distances, with the demand of every municipality for up-to-date methods of transportation, sanitation, public buildings, etc., it is natural for us to tax the future in the shape of huge loans which must ultimately be liquidated, and on which interest must be paid. There are only two methods of paying, one by exporting goods and the other by exporting money.

If the trial balance of a nation were kept in the same way as that of a corporation, the folly of restricting our exports would at once be visible, and more united efforts would be made to liquidate a greater proportion of our indebtedness in goods manufactured as well as in crops grown.

For instance, would a corporation allow a $200,000,000 trade balance in favor of the United States to occur year after year without taking stock of the situation and devising ways and means to settle in goods instead of cash?

Any restrictions that interferred with exporting goods would go by the board quickly. Every sales agent of the corporation would be impressed with the desirability of meeting that train of gold with goods, and the head of the corporation would not rest satisfied until that result was accomplished.

In effect, we, **the exporters, are the sales agents of the corporation of Canada. A due regard for the welfare of our country or corporation should spur everyone to make every effort to sell abroad, as nearly all Canadian products, either raw or finished, can be replaced without trouble.**

This is especially true when we have an over-production of lumber, as nothing but exportation can put the market in a proper condition, except time, which is a slow process.

Incidentally, it is up to the corporation, " the Government of Canada," to find bottoms for delivery. Our company is unable to secure any except at a prohibitive rate, as ocean freights have jumped from 15 to 60 cents per 100 lbs., and the English market cannot stand the increased price, and even at increased rate delivery cannot be guaranteed.—Keenan Bros., Limited.

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### Tonnage Problem All-Important

Editor Canada Lumberman: Ottawa, Ont.

It is a well-known fact that the British trade is taken care of by representatives of British firms, scattered throughout Canada, who take delivery of the lumber f.o.b. cars, or boat, at point of shipment. This has worked out very satisfactorily for the Canadian manufacturer.

On the other hand, there is the export trade to South America, West India Islands, South Africa, and other foreign countries, which really is a trade in itself, and we do not believe that one manufacturer in ten is situated to take care of an export business, in the way of grades, sizes, lengths, etc. The lumber for that class of trade has largely come from Canada in the past, and is handled by two or three large exporters, who have spared no expense in the way of equipping large sorting yards at central points, where the lumber is brought from different parts of the country, and sorted up into grades, lengths, and sizes, to suit the particular trade for which it is destined.

In the writer's humble opinion he would say that **the first problem to be solved would be to secure tonnage to move lumber that is already sold and paid for, and still on sticks in the manufacturers' yards.**—Shepard & Morse Lumber Company, per P. C. Walker.

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### Ocean Freights Preventing Trade

Editor Canada Lumberman: Ottawa, Ont.

**We have shipped two carloads of doors to the Old Country in the last month and have several more orders on our books to ship, but cannot do so on account of the high ocean charges.** In shipping the two carloads of doors, we took a chance on what the freight would be as we were unable to get a rate from the steamship companies before shipping. We found after receiving a

bill for the ocean freight, that we were charged exactly five times what the ordinary freight should be under normal conditions.

We have been trying of late to get a rate from the different steamship companies for the orders we have on hand now, but have been unsuccessful in getting same, as they do not care to handle any freight whatever, that is speaking of the Cunard and White Star lines. We presume their reason for this is that they are booked so far ahead with war material that is being shipped by the Government, with the result that it is making these steamship companies very independent.

At the present time we have this matter of ocean freight rates up with the freight department of the Canadian Manufacturers' Association to see if they cannot get us a redress on freight charged us by the steamship company for the two carloads of doors already shipped, and to see if there can be a readjustment of ocean freight rates.

**We know that there is good export business for us in the Old Country by the orders we have now and could get, if only we could get fair ocean rates,** and there is no use trying to boom export business until there is a readjustment of ocean freight rates. The way the rates are now it is impossible to export.—Estate James Davidson.

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### United States Conditions Regulating Our Trade

Editor Canada Lumberman: Toronto, Ont.

I believe a revival of the export trade would tend to stimulate activity in Canada. This view is in harmony with the history of the trade for the past thirty years. **I believe, however, that it is to the improvement of the United States trade that we must look for a betterment of conditions in the lumber trade in this section of Canada.** So far as exports to the United Kingdom and France are concerned, it is understood that already many of the New Brunswick and Quebec mills have made contracts, covering their export for the coming season. This will help the situation so far as Ontario is concerned by cutting off the competition of Quebec and New Brunswick spruce with Ontario spruce. The British and foreign export trade calls for special sizes, lengths and grades, which can be best produced at mills that are close to tide water. Interior mills, having to rely upon the Canadian or United States market for the disposal of the largest part of their product, cannot successfully enter into competition with the tide water mills. Besides, they are handicapped by the high freight rate to shipping points. As it is, it is probable that abnormally high ocean rates will prevail during the coming season, and a foreign market can only stand these excessive charges because sources of supply nearer home are cut off.

To sum up, I repeat that improvement of the lumber trade in Ontario will come mainly through the withdrawal of eastern stocks from competition and an increase of trade with the United States.—John Donogh.

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### U. S. Bending Every Effort to Foster Export Trade

Editor Canada Lumberman: Chicago, Ill.

Commenting first on the letter of Edward Harper Wade, of Quebec: American lumbermen are considering this same problem, and are very much in earnest in their efforts to find a method for developing new and greatly extended markets for their forest products. This they will attempt to do through various forms of "collective effort," which will include plans to coordinate their efforts in developing export trade, and in diversifying the character of such exports. It will also include, as fundamental, co-operation with financial institutions and the federal government and the transportation companies. It may also involve the acquisition or development of a merchant marine, and co-operation with all other lines of business seeking export markets, in order to diversify and distribute the largest possible amount of products at a minimum of overhead expense. It will also include, of course, the financing of foreign loans and accounts.

The federal government is very earnestly in favor of this development. The new Federal Trades Commission is especially charged with the duty of fostering and aiding it in every practicable way. The government's ship purchase bill was defeated because that particular plan was considered inadequate and undesirable by the business interests.

**The determination of the business men of this country to enter the field of foreign commerce is developing with great seriousness.. To speak candidly, as I think I ought to do at your invitation, I think this attitude of mind is a distinct obstacle to Canadian development.**—Geo. H. Holt.

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### Grading Troubles Restrict Exports to United States

Editor Canada Lumberman: Buffalo, N. Y.

We would be very glad to write you a letter in regard to our experience with Canadian trade, both buying and selling, but **the burden of our remarks would probably be in criticism of the grades that the Canadian producers are shipping and that the Canadian consumers are taking. Suffice it to say that we have considerable trouble with the grades on lumber bought from Canadian mills and we also find that the consuming trade there seems to be satisfied with an inferior grade which to a great extent works us out of the market,** for we refuse to ship any stock unless our invoice shows the exact grading of the consignment. We do, however, sell wholesalers a good many cars which go up into Canada.

To get down to concrete examples in buying lumber from Canada, we note that Canadian mills seem to be willing to ship under National rules, but as a general thing they want inspection at their mill to be final. This would be all right if we should buy sufficient to warrant sending our man up there while the lumber is being loaded, and it would be perfectly convenient if Canada had a sufficient number of licensed inspectors up there to give service at a reasonable cost, but in a case of buying one or two or even three cars from a Canadian shipper we find, as a general rule, that the cost of obtaining a satisfactory inspection at the mill is too great. We ship our lumber subject to the National rules at destination, or if we have a very technical customer we sometimes think it saves trouble to put a National inspector on here before shipping. But when a Canadian shipper demands National inspection at shipping point to be final it does not mean anything at all unless a National inspection can be made at shipping point at a reasonable cost. This fact has caused us to go to West Virginia for items of birch which we could really buy to better advantage in Canada, except that in order to get an inspection that we ourselves could guarantee we would have to go to large expense and trouble.

The points we are making are in no way whatsoever a "howl" on our part, and we are not in any way whatsoever putting ourselves up as a "More holy than thou" firm. As stated to you in our previous letter we are shipping a great deal of stock into Canada but as a matter of fact we sell very little to the consuming trade direct. We have made these points simply in reply to your request for an outline of our experience with the Canadian trade.

To sum the whole matter up, we would say that the average Canadian shipper should either get his nerve up to back his grade or arrange some workable plan whereby a wholesaler who purchases from him can get a grade at a reasonable price that he himself can back up.

This is a big problem and brings up the point as to whether the established grading rules are properly fitted to all kinds of business. Very possibly some consumers prefer a special grade and can get better value out of a special grade, but I think it is safe to say that whenever an established grade will answer the purpose it should be insisted upon, for such a standard is the easiest and most accurate way of getting at the actual money value.—U. S. Wholesaler.

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### Canadian Stocks Popular—Grades Troublesome

Editor Canada Lumberman: Philadelphia, Pa.

For several years we have been doing considerable business, both importing to and exporting lumber from Canada. It is a difficult matter to write anything of an interesting nature regarding the business of the past year. In the first place, our business with our friends in Canada on material from the United States has been cut down considerably since the war. On the other hand, our exporting business from Canada has been cut down considerably during the whole year, even anti-dating the war.

**Our requirements for export usually are red cedar from the Vancouver district, white pine and Canadian hardwoods, such as maple and birch from the province of Ontario.**

**The Vancouver shingles are considered superior in quality and manufacture and when there is a demand for them there is not a great deal of difficulty to make sale at fair prices.** The agitation in this country by the producers of "substitutes for wood" in building, such as slate, tin and asbestos, has probably had something to do with the curtailment of the demand. The producers of these substitutes, wherever possible for them to do so, have endeavored to induce town and borough councils to prohibit the use of wooden shingles. Of course, every man or official whom they can frighten by the cry of "fire," not only helps their cause, but injures the cause of the shingle producer. Nevertheless, as an offset to their very progressive campaign, there are a great many people who still prefer to use a wooden shingle which has unquestionable merits that make it superior to the substitutes, and the Vancouver shingles stand very high in the minds of American people.

**As to white pine, the trade is necessarily limited because the Canadian mills grade their stock differently to the American mills and the purchases of Canadian white pine are largely made by those who are more or less familiar with the grades, from having purchased or seen them.**

**As to hardwoods, we have had excellent results and satisfaction in our shipments of Canadian hardwoods, particularly with your excellent product of birch.** Our firm has never done anything in the way of handling your spruce or hemlock.—Wistar, Underhill & Nixon.

Replying to some of your questions:—

White pine shipped into this country is sometimes used for boxing purposes. A considerable quantity of shop or cutting up lumber is shipped here that is used in the planing mills for manufacturing into sash, doors, etc.

The stock width boards are used for barns, partitions, ceiling, siding, flooring, roofing, etc.

As to the birch, we have had some birch from Canada that has been a particularly nice quality and pleased our customer. This birch is used for interior finish. A birch door and door frame, for instance, is a very beautiful piece of work. The stock is also used for manufacturing furniture, such as bedroom suites, cabinets, buffets, sideboards, ets. The birch that we get in this country is grown in West Virginia, Michigan, Wisconsin and in the Ad-

irondacks. Your Canadian birch comes into closest competition, of course, with the productions of the Adirondacks as well as those from Wisconsin and Michigan.

The northern birch, in our judgment, is much superior to the southern birch, that is, the production of West Virginia and the lower Adirondack Mountains. **The northern birch timber is larger and produces a greater percentage of red-wood, and is particularly effective where beauty of product is sought. The northern sap birch has a very fine close grain and is a very smooth grained lumber. When properly stained it produces a most excellent imitation of cherry or mahogany and considerable of it is manipulated so as to produce the cherry and mahogany effect.**

We do not think there is any doubt that one reason why more Canadian white pine is not sold in the United States, is the fact that the trade is educated to the grades as they are put up in Tonawanda, Buffalo, Saginaw and similar points, and a very large number of the dealers do not understand what is meant by "mill run common," " dead cull," "No. 2 cull," etc., as is put up by the Canadian mills. When a man operating a yard in a small town wants to buy a car of white pine, he generally places his order for something, of which he knows what the grade is before he gets it. He is educated to the terms used in Tonawanda, Saginaw and similar points. The stock offered under the Canadian terms at similar prices might be of the same value, but he would not know it because he cannot make comparison.—Wistar, Underhill & Nixon.

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### Canada's Great Producing Capacity

Editor Canada Lumberman: Buffalo, N. Y.

The present problem is to find trade of any kind, either local or export. The possibilities of increase of export trade will be taken care of when it comes. As to the benefits which local markets would feel if export markets were enlarged, we can only say that this would necessarily have to be in a general way, as, without doubt, an increase of export trade will have a tendency to advance the price in the local market. "Production and consumption control." If the markets, either local or foreign, require lumber and wood products generally, they are going to be supplied. The difficulty is to curtail the production in such times as we are now passing through. Canada can furnish far more lumber and wood products than she does now, if called upon to produce the same.—New Ontario Colonization Company, Limited.

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### Lower Freights Required from Georgian Bay

Editor Canada Lumberman: Bay City, Mich.

While we have never been direct exporters ourselves, we have sold for years past, from Thessalon, Ont., large quantities of 1 x 12 and high grade white pine lumber for the export market. As to the possibility of increasing export trade, not being familiar with foreign markets, we are not in a position to say, but, **as for increasing exports from Canada, we think this can be brought about to a large extent by the lowering of freight rates into the Eastern and Central Traffic Association territory in the United States, which would allow mills, especially in the Georgian Bay district, to compete with wholesale yards in the Tonawanda district.** The bulk of the lumber from the Georgian Bay district is going into the United States anyway, by water, but with lower freight rates this lumber could be shipped direct from the mills in car shipments.—Hope Lumber Company.

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### Our Hardwood Products Needed in England

Editor Canada Lumberman: Owen Sound, Ont.

We have for years been doing some export trade with customers in Great Britain and France. Our shipments have evidently been found satisfactory, as we are always favored with repeat orders. The very excessive rates being asked at present will put a stop to lumber shipments, and under present conditions it is impossible to say what the trade will be in the future. **A large amount of maple, birch and elm products could be sold over there right now if freight rates were anywhere near normal.**—John Harrison & Sons Company, Limited.

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### Export Trade Worth Going After

Editor Canada Lumberman:

Our opinion is that while the export business can be developed and is worth going after, still, it can be more satisfactorily handled by an exporter or wholesaler than by the mills direct, as in many cases one mill alone cannot supply the specification or grades asked for; whereas a dealer with more than one mill to draw from is in a better shape to handle this to advantage.

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### Keewatin Mills Shipping Lath to Chicago

Editor Canada Lumberman: Keewatin, Ont.

Our shipments to the United States markets have never been very extensive, but we get an order for an occasional car of lumber to go to Chicago territory, and took a contract a year ago for a few hundred thousand feet 4-inch spruce strips milled in various ways, for shipment to points adjacent to New York City, but this business has been going lately to strictly spruce mills in northern Manitoba and Saskatchewan, where the stock can be bought at a lower price than we can name, even though our freight rate is more favorable. **Practically all our No. 2 lath is used in and around Chicago, and we find a ready market for our entire output at good prices.**—Keewatin Lumber Company, Limited, L. Nevison, Sales Manager.

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### Manitoba Firm in the Chicago Market

Editor Canada Lumberman: The Pas, Man.

The condition of the lumber market in this company's natural territory, the prairie provinces, compelled us to look around for other markets for our lumber, and **we have succeeded in disposing of some of our output in the Chicago and Milwaukee territory.** We have also shipped stray cars to Michigan and further east, and we have booked a few orders for the Minneapolis and St. Paul market. However, the condition in the United States is not much better than it is in Canada. The consumption is not up to normal and the competition, especially in the Chicago market, with other woods, is very keen. We do not look for a revival of business until the war is over.—The Finger Lumber Company, Limited.

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### Hoping to Increase Export Business

Editor Canada Lumberman: Port Arthur, Ont.

Our plant was originally intended to supply lumber locally and throughout the west. Only during the past two years have we done any export business to speak of, and that is not sufficient amount to be of any great interest to your readers. We hope to be able to do more of this class of business this year.—The Pigeon River Lumber Company.

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### Selling Some Low Grades in the United States

Editor Canada Lumberman: Prince Albert, Sask.

The logical market for spruce lumber, manufactured in this district, is the prairie provinces, but **adverse conditions for the past few months have compelled us to market a certain amount of low grade material in the United States, but the price obtained for same has, however, not been very satisfactory.**—Prince Albert Lumber Company, A. L. Mattes, Manager.

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### B. C. Mills Should Form Export Trading Company

Editor Canada Lumberman: Vancouver, B.C.

The lumber export business of British Columbia has, in the last ten years, gradually decreased from 36 per cent. to 3.7 per cent. **In my opinion this poor showing is due largely to the inefficiency of the sales departments of the British Columbia lumber manufacturing companies. There is no doubt, however, that the import duty on all mill supplies, which ranges from 35 per cent. to 42½ per cent., together with the ridiculous charge of 85 cents royalty, has done considerable to put the British Columbia lumber manufacturers entirely out of the running, insofar as competition on an equal basis with the Washington and Oregon manufacturers is concerned.**

Looking back over the facts, it is peculiar that both the Dominion and Provincial governments have financially, as well as otherwise, assisted the mining industry; have built large warehouses for fruit and produce shippers' associations; have built grain elevators to care for the farmers' grain; and have subsidized several different railroads on the pretentious claim that it is for the purpose of developing industries that will give aid and employment to the population of the country. But, every time the local government assists some other industry, in some way it seems to work around to deliver a direct death-blow to the lumber manufacturing industry, which is the largest in the province, or in fact in Canada, both as regards the money invested and the employment of labor.

It is also remarkable to note that the lumber manufacturers, or those connected with the lumber industry, have never made any attempt to abolish the ridiculous government royalty or the exorbitant import duty; but they continue to fight for the protective tariff in Canada, which market is so small that it would not give continuous cutting to one-fourth of the mill capacity on the Pacific Coast if all the business in Canada was diverted to them.

**It is my belief that what is most needed by the British Columbia lumber manufacturers is the organization of an export trading and transportation company, incorporated for about $5,000,000, with the stock subscribed for by the different lumber manufacturers in the Province of British Columbia pro rata, according to the cutting capacity of the different mills; the stock to be paid for by an assessment of 1c. or 2c. per M. ft. cut.** This company should also be able to obtain some government's financial assistance; or, in other words, the government should either build a number of ships, or subsidize the company for the purpose of building same. In the hands of a good and competent manager this organization should have no difficulty in establishing efficiency in the sales departments, and in overcoming a good many obstacles in the way of the lumber export business of this province at the present time.

During May and June, 1914, the writer suggested such an organization to several British Columbia lumber manufacturers, only to be advised that it was not practical, and that it was too big a proposition to undertake. Notwithstanding the magnitude of the scheme, or the fact that our lumber manufacturers consider it impracticable, Messrs. D. E. Skinner, Major Griggs and J. A. Bloedel, are at the present time incorporating such a company in Wash-

ington and Oregon and are seeking the services of good and competent salesmen to assist Mr. Gilbert in executing the plans of that company.

If the Washington manufacturers can do these things, it seems quite probable the British Columbia manufacturers could likewise organize, and send direct representation to the different foreign markets and fields for the purpose of cultivating the trade and ascertaining in what way business is done, and try to develop these markets along the lines that will bring a substantial growth of the export business, instead of allowing it to decrease.—Harry G. Hayes.

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### English Box and Case Trade Important

Editor Canada Lumberman: Duncan, B.C.

As an exemplification of the possibilities of increasing our export trade in lumber, we call attention particularly to the fact that but **recently we received an enquiry from an English firm whose requirements for box making and packing case material amount to six million feet annually.**

Precisely how we can increase our export trade in lumber is the one master problem of the industry today, and it would seem almost too obvious to mention that having something to sell, we must know, definitely and clearly, just what to do to achieve or attain our desires in this direction.

Our ability, therefore, to work up an increasing export business will depend upon organizing the various elements of a real purpose for effective action.

Generally in these matters there is always a temptation to "let the other fellow do it," but it cannot be too strongly advanced that co-operation is essential for the accomplishing of our objects.

True, our government has done the efficient thing in taking steps to further the interests of the industry abroad, but we must complement this by formulating and determining upon effective action on our own account.

Against competition, the sales appeal of which ends with formal quotations, we must have intelligent presentation of the points of merit of our product, plus actual sales assistance, which makes it clear that we should have a resident agent or agents in the market or markets selected, whose function it would be to find out the requirements of those markets, analyze the knowledge thus gained, and apply it to our problems accordingly.

If we study markets carefully, use business judgment in the selection of agents, and work out a well-balanced selling campaign which takes the essential factors into consideration, results are certain.

A little study will approximate the cost in this direction once the form of campaign has been settled, and we have begun to outline its details.

Don't let it be said, "We can't afford the expense." If we really want to increase our export trade in lumber—desire it intensely enough to pay the price to get it—we can get it with action in conformity with our desires. Progress in this direction absolutely depends upon initiative.

It is conceded that in procuring transportation facilities we are at a disadvantage with our competitors, but perhaps with the effluxion of time these conditions will be adjusted, or at all events mitigated to an appreciable extent.

It is important that we hammer down deeply into our minds what an increasing export trade means to the industry. It offers the key to all the locks which have shut out expansion in the past and which bar the way to expansion in the future.

It must not be forgotten that during the past few years conditions have been changing and instead of developing initiative to meet them we have become set in routine.

It is not enough for us to be efficient in manufacturing, but we must also sell what we produce. The same holds true for the farmer, the miner, the fisherman, the merchant and others. The lawyer, the doctor, the editor, and others with mental products are not exempt from the same law. In other words, everyone has something to sell and to a greater or less extent the success of everyone depends upon salesmanship.

Let us picture to ourselves what it would mean if all the British Columbia export mills located on tidewater were fully engaged in cutting on foreign business. The effect on our home markets would be tremendous.—Island Lumber Company, Limited.

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### Export Trade Will Grow by Leaps and Bounds

Editor Canada Lumberman: Vancouver, B.C.

Generally speaking, there is a better demand for lumber than there was six months ago and as a proof of this, the railroad shipments show an increase of over 40 per cent. The local business is very slack, but the north-west trade is gradually increasing and this refers principally to fir lumber. For cedar lumber United States trade, there is a much better demand and the trade has been increasing in both shingles and lumber. The best quality of No. 1 cedar logs have sold as high as $13 to $14 per m.

The export business is somewhat better. The lumbermen in this province have been encouraged recently by the action of the B. C. Government, and also by the action of the Dominion Government, which governments respectively are using their best efforts to assist and help out at this time. **The B. C. Mills Timber & Trading Company, of this city have just received an order for 10 million feet of lumber from the Imperial Government for prompt shipment. I have been informed by several mill owners recently that they have sufficient export orders to keep them going, provided they can secure bottoms in which to ship the lumber, but boats are scarce and rates are high.**

**Such a large portion of our timber in British Columbia is situated on, and tributary to, salt water that our export trade in the near future will increase by leaps and bounds, as we are better prepared to take care of the business than the interior lumberman.**

We are all watching with interest the crop conditions in the north-west, as a big crop at prevailing prices would be of material assistance to the lumber business at this time.—C. S. Battle.

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### Persistent Personal Representation Required

Editor Canada Lumberman: Victoria, B.C.

The export lumber business of British Columbia, from our point of view, rests entirely with the lumbermen themselves, and is simply a matter of development. At the present time there are just four or five mills which have the loading capacity to handle export shipments, and wharves on deep water to accommodate ships. When we enter the field for export orders we are placing ourselves in competition with concerns which have been established for a number of years, long enough in fact to have built mills expressly for the purpose of catering to foreign business, and, we cannot expect to divert trade this way until we have placed ourselves in a position to turn out lumber as economically, and load ships as conveniently as can be done by our competitors.

It is only just lately that British Columbia has had such a mill, and since entering the field it has been working continually cutting and shipping to foreign parts in spite of adverse conditions.

These inconveniences, of course, have their reaction on our prices, and at the present time especially, when lumber is being sold at such close prices, such things are very often the deciding factor which tips the scales against us. Another item to be taken into consideration is the fact that we are not possessed of as large an internal market for our upper grades as the American coast mills, which can sell the ordinary run of common lumber cheaper, for the reason that they have a market which is more ready to absorb the upper grades at prices which are always a few dollars stronger than ours, and will take far greater quantities than can be handled here. In fewer words, the logs can be cut to the best advantage, and the entire product sold, whereas, the mills in this province are often compelled to include stock which contains a better grade than the inspection calls for, to fill an order; not having sufficient demand for upper grades, at prices high enough to pay for sorting out.

**Personal representations with offers of some particular advantages in the way of prices or terms will probably obtain best results in the foreign market.** A buyer who has been in the habit of securing his lumber from a satisfactory source for a number of years, is not going to make a change unless real pressure is brought to bear. In export this is particularly so, as much has to be taken for granted as to whether the selling party is capable of fulfilling his contract. The amounts of money involved are large, and the buyer has a comparatively small chance of looking into the standing of the seller.

We have the timber here in this province, but we need capital, for development along the above lines. With these two factors there is no reason why we should not participate in the supply of lumber to any port in the world.

It is our firm conviction that this will be brought about, but, it will be the outcome of close application and a considerable amount of missionary work on the part of the mills of this province, together with the judicious use of capital here, and the establishment of connections in the large markets, particularly Australia, China and South Africa, for which we are the natural source of supply.—Leicester & Crocker Timber Company.

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### Trade Starving for Want of Ships

Editor Canada Lumberman: Victoria, B. C.

British Columbia mills on and contiguous to tide water are capable of producing for export approximately one thousand million feet per annum.

Markets for that quantity of lumber are to be found on the shores of the Pacific Ocean. Some missionary work and shipping facilities are needed to secure and hold the markets.

Of course, some business will always be done with the United Kingdom, and as the years go by it will naturally grow in volume. With the markets mentioned fully developed, and the export mills busy taking care thereof, the direct money benefits to the province would reach a sum of fifteen million dollars per annum. At the same time, the mills in the interior and along the railway lines would have a practical monopoly on the domestic business of the Dominion, and would all be busy. The products of these mills and the overs of the export mills which would be sold to the domestic markets would be worth another fifteen million dollars. If such conditions could be brought about hard times would be banished from British Columbia. There would be work for every physically able man at a good wage and every other useful industry would soon be in a prosperous condition.

**The most pressing need confronting the lumber industry at this time is tonnage for carrying our products to over-seas markets.** Many orders are today in the hands of our lumber manufacturers being held until shipping facilities can be definitely fixed. In other words, the whole industry is languishing and starving for want of ships.

If it were possible to go ahead and develop the off-shore business the domestic demand would very soon use all the log run products not applicable to those orders, and the burden of carrying large stocks of these by-products

now being borne by the mills doing export business would be greatly mitigated.

The Department of Trade and Commerce of the Dominion has already entered on an active campaign of missionary work to obtain an entrance into the most accessible markets for our products, and I understand that the formation of a syndicate for the chartering or acquiring otherwise of a line of ships is being agitated by a group of substantial business men in British Columbia; the idea being to give the British Columbia industries the first call on the ships, and in turn have the industries give the ships the first chance to carry their products. If such a plan could be carried through it would be a great boon to the lumber industry of this Coast.—J. O. Cameron.

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### Coast Mills Should Solicit Export Trade

Editor Canada Lumberman: Enderby, B.C.

Located as we are, three hundred and fifty miles from tide water, the exportation of any of our products is prohibited by local freight charges to the seaboard. We have a species of white pine, however, some of which we have succeeded in selling to a foreign market. The supply of this is limited and the question of seeking a market for this particular stock is of very little moment.

**The Pacific Coast mills are very well equipped to solicit business for foreign shipments and should use every effort possible to make a market for their products.**

The consuming trade of the three prairie provinces, namely, Alberta, Saskatchewan and Manitoba, furnish about the only markets in which the British Columbia mountain manufacturers can find sale for their stock. Development in these provinces has been slow, for the unlimited areas of agricultural lands and the consumption of lumber has been very small thus far.

The cities of the three provinces named are developed to a wonderful degree, and in our opinion it will be some time before there is any volume of lumber required for building in the cities, therefore we will have to depend on the agricultural and small town trade for our market.

In the event of the coast manufacturers securing a profitable market for their products, it would naturally relieve the competition the mountain mills have to contend with in the interior lumber consuming territory, which would benefit all those manufacturers who are not favored with water shipping facilities.—Okanagan Saw Mills, Limited.

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### Shipping Difficulties Should be Removed Now

Editor Canada Lumberman: Vancouver, B.C.

We find very little to report regarding the export trade to the West Coast of South America from British Columbia, the lumber shipped having dwindled in volume from nearly five million feet in 1913 to less than one million in 1914. Chilian exchange is now about seven pence on the dollar and business almost prostrate; owing, mainly, to the cessation of export from that country of the nitrate output which went chiefly to Germany, Bilgium and Holland.

It is rather humiliating to find, however, that while the export from British Columbia dropped nearly 80 per cent., that from Washington fell only about 40 per cent., and from Oregon nearly 18 per cent.; and both of these on a very much larger annual output. It is the old story; something more than general conditions is the matter with our lumber industry. We ought really to be in somewhat better position for chartering tonnage for export since we are not restricted to American bottoms when shipping to United States ports, as the shippers south of the line are, and yet the advantage seems to lie with them. **The actual expenses of making Washington or Oregon ports and those in British Columbia are reported about the same, yet owners appear generally to prefer a United States charter. This is detail that should be docketed for investigation while trade is quiet, that we may not have it to do when things assume their normal condition once more; for the Chilian and Peruvian trade is worth going after,** though, from the nature of it, it is not strongly in favor with the shipper. The material called for is of a medium grade (merchantable), but the schedule of sizes is always kept carefully down to the base price; that is, the sizes are demanded that come into the lowest scale of prices only. Cargoes taking in ordinary run of sizes as the lumber comes from the mill are, of course, more easily filled.—Mainland Lumber & Shingle Co.

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### How A B. C. Ship Broker Sees the Situation

Editor Canada Lumberman: Vancouver, B. C.

British Columbia's chief industry is lumber. Had we the carrying capacity to send our lumber away, that our friends to the South have, we would be in a better position than we are now. However, I am very glad to be able to say that this seems to be attracting the attention of our lumbermen. Possibly it is because they find our prairie markets are not requiring the quantities they have for the last few years, and which detracted from our oversea shipments.

**To my mind there is but one cure, one way in which this matter can be satisfactorily handled, and that is to own our own vessels.** It seems a very bad time to say this, because money is scarce, but I hope it is not always to continue so, for the war surely will not last forever, but when shipbuilding is established and energetically followed in our own country here, we will have commenced at any rate to get what we should have had years ago, i.e., the carriers of the cargo we can provide. Our neighbors to the south have done it for years and years, and traded with our own people, instead of our trading with them—I mean the Australians.

As a particular instance I might mention to you that for your city (Toronto) one of the largest steamers owned on the Pacific Coast, the S.S. "Bessie Dollar," of the Dollar Line, San Francisco, has just left here, carrying her second cargo of lumber for use in Toronto. It is discharged at an American Atlantic port and railed from there to your city. This steamer alone, carries some three million feet of lumber, and this will be her second load of a like quantity from here to your city, I believe for your harbor works. —C. Gardner Johnson.

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### Should Encourage Reciprocal Trade

Editor Canada Lumberman: New Westminster, B.C.

We are pleased to learn that you intend to issue an "Export" number. British Columbia Douglas fir, white spruce and red cedar lumber are in demand in all countries where they are known, and it is only a question of cost of transportation as to how much business British Columbia lumber manufacturers can do with foreign countries.

**A fleet of freighters owned in British Columbia is probably our greatest need just now. Also the establishment of more manufactories to use raw material from the countries to which our lumber goes.**

There is great scope here at the Coast for tanneries, and we have the hemlock bark. Also for rope walks, binder twine factories, the manufacture of jute and sacking, soap works, ore refineries and steel works. This is also the logical distributing point for tropical fruits and goods manufactured in the Orient, and for tea and coffee. The sugar refining business is fairly well established already and attracts a small fleet of freighters to the Coast.

Just at present the high cost of transportation shuts us out of profitable business with the United Kingdom and with foreign countries, but, if shipping could come here profitably with loads, that would go far to solve our difficulties.—Brunette Saw Mill Company, Limited.

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### B. C. Exporters Not Keen After Business

Editor Canada Lumberman: Vancouver, B.C.

In this letter we refer only to the conditions of the export business in British Columbia, from a wholesale exporter's point of view. When placing our orders we find the manufacturers in the State of Washington very keen to get the business so long as the price is reasonable, while the majority of British Columbia manufacturers are very apathetic when export orders are mentioned. **If British Columbia wants a large export lumber trade our manufacturers must look alive to secure every piece of business they can, so long as there is any profit in it, and get the buyers in various parts of the world, who are using the woods we produce, to get the habit of looking to British Columbia for their supplies, instead of to Washington and Oregon,** whose manufacturers long ago cultivated this line of business and catered to it when the home market was good, and when it was poor.

A comparative statement from the Pacific Lumber Inspection Bureau, Seattle, Wash., which shows the extent of the water-borne lumber business from the North Pacific, shows that British Columbia's share is only about 2½ per cent. of the total, and about 6½ per cent. of that classed as foreign. If British Columbia wants her share of this water-borne business her manufacturers must try harder to secure business when it is put in front of them. There is no use sending government officials out to work up business until more of our manufacturers show a disposition to take advantage of what is already available.—Timms, Phillips & Company, Limited.

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### British Columbia Poles and Piles

Editor Canada Lumberman:— Vancouver, B.C.

One million poles seems a large quantity. And it is a great number when one stops to consider that the ordinary pole vessel carries about three thousand poles and it would take 333 such vessels to carry one million poles. Yet when an order for this quantity was rumoured a few years ago no one familiar with the pole situation in British Columbia was overwhelmed by the quantity suggested, for British Columbia is a pole maker's paradise. Not only is the timber suitable and abundant, but in no country in the world is it more accessible to sea-going vessels.

The trees in British Columbia grow to great length, not exceeded, in fact, by any, except the giant Sequoia of California. And the British Columbia trees, though strong and tough, are very slender, making it possible to get a great number in a vessel. This, of course, reduces the cost of transportation and makes it possible to lay down poles and piles at a great distance from British Columbia at a lower cost than poles of a more rapidly tapering growth. Again, the timber is abundant, and this makes the cost of logging low, as only a few logging roads are required to get out a great quantity of timber.

It is however, in the accessibility of the timber that the great superiority of British Columbia is most strikingly shown. The coast of the mainland, as well as Vancouver Island, is deeply indented with innumerable bays and inlets, which are not only well sheltered, but are deep enough to allow the largest ocean-going vessels to lie at anchor and safely load the floating poles.

In most other parts of the world the timber close to the water's edge has already been cut; in British Columbia, particularly in the northern portion, the forests are untouched, and British Columbia could easily supply the requirements of the world for years to come.

While the demand at the present time is for poles of thirty-five to forty feet in length, with eight-inch tops, it is not difficult to get cedar poles up to one hundred feet in length.

A few years ago, when a peculiarly designed bridge in the Mississippi River required piles one hundred and twenty feet in length, it was found that they could only be obtained on the West Coast. There is a growing business in the export of piles of these large dimensions to such widely separated points as New York and China. Piling of shorter lengths can be obtained at points much closer to either New York or China than British Columbia, but for the long piles the purchaser must come to the West Coast.

At the present time the pole business in British Columbia is in its infancy. For the last few years vessels employed to handle poles exclusively have been constantly plying from British Columbia to California ports, but they have so far only called attention to the great resources in pole timber of British Columbia. The dealers in poles are patiently waiting until orders for one million poles will become actual facts instead of unauthenticated rumours.—Paul Day, Treasurer Federal Lumber Company.

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### Mountain Mills Working Up Export Business

Editor Canada Lumberman: Canford, B.C.

We had never considered that our location would enable us to get into the export trade, but during the past two weeks our Vancouver representative has been bringing to our attention the possibility of exporting our pine to England. He has recently negotiated some parcel shipments of 100 to 200 M. feet to England for other parties, and the results have been highly satisfactory. We have just forwarded to England some samples of our stock and if these samples are favorably received it is our intention to make shipments from Vancouver by way of the Canal.

We anticipate many details would have to be perfected covering this business, but nothing of an insurmountable nature.

**In addition to the possibilities of working up a favorable export trade, we are working up a very nice trade in the far eastern and middle western States.** The fact that we can get into this market and make a better showing than when shipping to the Canadian northwest, means that if other pine operators in British Columbia do the same thing, the prairie northwest market will be materially relieved, which should give some benefits to those concerns that manufacture only fir and cedar, which does not find a ready market in the same territory with the pine.

We are not basing any plans on what may develop for off-shore business, but we are interested in keeping advised of the trend of events and doing everything in our power to extend the markets for British Columbia forest products.—The Nicola Valley Pine Lumber Company.

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### Present Situation Only Temporary

Editor Canada Lumberman: Fraser Mills, B.C.

I am fully alive to the necessity for further developing our export lumber trade, and I think the work being done by the Forest Department of the British Columbia Government, as well as the Dominion Government, will be of great benefit to the lumber manufacturers, as well as to the Province of British Columbia.

In speaking of the export lumber trade in British Columbia, I am somewhat surprised at the statements being made by different parties as to the cause of our present situation. Many overlook the fact that all lines of trade are dull, and most particularly constructional materials. This is a world-wide situation, and while it is true that more business could be done if ships were available, at the same time there is not a sufficient volume of business in sight to warrant any marked degree of optimism.

I am very glad to see that our Governments are at last alive to the necessity for doing something to foster such an important industry as the lumber business, and I believe that the campaign outlined by the Government is along the right lines. Hitherto every government exhibit which I have seen has consisted of a section of a very large log, or a very wide plank, or a very large square timber, none of which is particularly interesting to a builder except that it interests him as a curiosity.

**The present export situation, which is most unsatisfactory, is, I am quite sure, only a temporary condition, which, with the ending of the war, will be very materially improved.**—Canadian Western Lumber Company.

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### Opportunities Which May Never Recur

**The present trade position resulting from the conflict centering in Europe and involving directly or indirectly the entire world, gives Canada opportunities of securing business openings which if neglected may not recur. These are principally of an export character, and possibly apply in a special manner to the export of wood goods and wood products.** The Russian export trade in hewn and sawn timber to the United Kingdom represented in bulk very nearly one-half, say 48 per cent. of the entire import in such wood into that country. This has been largely cut off, Archangel alone of Russian ports remaining available for export purposes. Swedish wood goods have been declared contraband of war by Germany, and as that country practically controls the Baltic, the prohibition is effective. The paper manufacturers of Great Britain must for the present look beyond their old and long established sources of supply for their raw material, whether pulp wood or wood pulp, or their customers, the consumers, must buy the paper they require elsewhere.

**Now is the time for the Canadian producer and manufacturer to supply the deficiencies and secure the markets, for trade once diverted is slow to return to its old channels.** It is impossible to say how long this war will continue, but it is causing disorganization in many wood-producing countries from which they will be slow to recover, and it will be succeeded by a period of reorganization during which supply will be limited, with the demand for material for reconstruction great. That material will certainly be, in the first place, wood sawn to scantlings, deals, planks and boards. The coal mines of Great Britain, even now, require pit props most urgently, of which they consume annually an enormous quantity. The railways require sleepers or ties, and must have them. As the war continues, the demand under urgent necessity, for both these articles will increase, and must be met from some quarter. Box making and packing case material will certainly be wanted very largely, as will common building material. **It is strange indeed if Canada cannot secure a large portion of the trade which war conditions give the opening for, but it will not be secured unless producers and possible producers, exporters and agents, make every possible effort to take advantage of the opportunity.** It is necessary to ascertain exactly what is required, and then meet the demand with accuracy, giving the purchaser precisely what he specifies, for the British importer would rather pay a high price for what he thinks he wants than a low one for something that the other party may consider just as good.

You would confer a benefit on the trade by inviting information and suggestions, and opening your columns to correspondence on the subject.

The question of increased rail rates is just now an open and pressing one. It would be very unfortunate if an increase on export traffic charges on wood in any manufactured form were made at the present time. Such rates should not be advanced at present unless they are found in any instance to be so absolutely unremunerative that the railways would be better without the traffic. Certainly railways are entitled to charge and must obtain profitable rates, but with a little patience they would get them with increased traffic, and probably present export rates on manufactured wood are amply remunerative. —Edward Harper Wade, Quebec, P.Q.

## Ontario Timber Sold By Tender

The recent sale by tender of timber limits southwest of Windermere Station, Ont., conducted by the Department of Lands and Forests for Ontario resulted as follows:—

Township 25, range 23, sold to Austin & Nicholson, Chapleau, Ont.: red and white pine, $7.60 per M. ft. B.M.; Jackpine and spruce, $4.35 per M. ft. B.M.; hewn ties, 11c. each; pulpwood, 90c. per cord; all inclusive of Crown dues; cheque for $1,500.

Township 24, range 22, sold to Austin & Nicholson: red and white pine, $6.00 per M. ft. B.M.; Jackpine and spruce, $3.50 per M. ft. B.M.; ties, 6c. per tie; pulpwood, 55c. per cord; all inclusive of Crown dues; cheque for $250.

Township 24, range 23, sold to Austin & Nicholson: red and white pine, $6.00 per M. ft. B.M.; Jackpine and spruce, $3.50 per M. ft. B.M.; ties, 5½c. each; pulpwood, 45c. per cord; all inclusive of Crown dues; cheque for $1,000.

Township 26, raige 22, sold to Austin & Nicholson: red and white pine, $5.50 per M. ft. B.M.; Jackpine and spruce, $3.25 per M. ft. B.M.; ties, 5½c. each; pulpwood, 45c. per cord; allinclusive of Crown dues; cheque for $750.

Township 24, range 21, sold to Austin & Nicholson: red and white pine, $5.00 per M. ft. B.M.; Jackpine and spruce, $3.50 per M. ft. B.M.; ties, 6c. each.; pulpwood, 50c. per cord; all inclusive of Crown dues; cheque for $500.

Township 25, range 22, sold to A. B. Gordon: ties, 10c. each; pulpwood, 65c. per cord; pine and other timber, $3.15 per M. ft. B.M.

## A Use for B. C. Cottonwood and Alder

The possibility of developing important export markets for cottonwooad and alder, which grow in large quantities in British Columbia, particularly in the Fraser River district, is attracting considerable attention. Mr. J. R. Davison, Industrial Commissioner for Vancouver, states that he has received a number of enquiries upon this matter of late. The chief difficualty in connection with cottonwood in the past has been its brittle nature which made it a poor material for boxes. It is believed that this drawback can be entirely overcome by putting the wood up in the form of 3-ply veneer. Experiments along this line have been most encouraging. A box manufacturing company at Sapperton, B.C., is now installing a plant for handling this class of material. The company has canvassed the markets in Oregon and Washington and reports that there is an excellent outlook for doing busines in these States. It expects that it will also be possible to open up trade with the Middle States and perhaps also with Australia and Japan.

Fine Shipping Facilities of a Large Miramichi Plant.

# The J. B. Snowball Company's Plant, Chatham, N. B.

**Prominent Miramichi River Manufacturers and Exporters**

Storage Facilities for Many Millions at The J. B. Snowball Company's Plant, Chatham, N. B.

# European Markets and Trade Customs

## Facts Figures and Details of Business Methods Essential to all in the Transatlantic Export Lumber Business

Written specialty for The Canada Lumberman by A. E. Trotman*

By the Editor's assignment I am to give a short digest of the European markets, and as much useful information in connection therewith as is possible within the limits of a newspaper article. It is about like attempting to tabloid a century down to ten minutes of movie film.

The European softwood productions consist of Baltic, or Swedish, red (Pinus sylvestris, also called red and yellow deal, Memel, or Danzig timber, Kilfer and Scotch fir or pine), and Baltic white (Picea excelsa, or Norway spruce). The American Continent is featured by white pine (Pinus strobus, often termed in Europe yellow pine), Longleaf pine (Pinus palustris, mostly called pitch pine) and Canadian Spruce, and Pine—P. pinaster (cluster pine) and Maritima—Larch, Oak, and Beech. Several other woods are exploited, but the bulk of the trade is in those named.

The total forest area of Europe is about 700,000,000 acres, of which Russia has 500,000,000. Sweden and Austro-Hungary 40,000,000 each, Germany 30,000,000, France and Spain 20,000,000 each, Norway, 16,000,000, balance other countries, including Great Britain's 2,500,000. The stands are not as dense as on the American continent, and the trees are smaller; comparatively little beyond 3 x 11 is cut, and not very much of that. From this fact grew the large trade the St. Lawrence had for years in regulars and broads, the decline of which is letting in shipments of Kedr from Vladivostock (Siberia) in such dimensions as 3 x 12/24, which command excellent prices, and rather resembles white pine.

The European saw mill policy is to get the greatest cubical contents from the log irrespective of dimensions, or other factors, and elimination of waste is brought down to the finest point; some mills make from deals down to brush backs (4 in. x 2 in. x ½ in.) and use the waste for charcoal, or distillate manufacture.

Close attention is given to seasoning. Kiln drying is not favored. Redwood is sawn in the winter, before cutting the white, so as to secure as long as possible to condition; four months is reckoned as time needed. White seasons more quickly, and if discoloration takes place the loss in value is less than on red. Taking goods valued at about $20 per M. f.o.b., discolored red are worth about $2 less, white $1.25, than bright goods. Condition is a very important factor in avoiding claims, and regular sawing is next in importance. A shipment well seasoned, showily bright, and well manufactured, will often get by even if goods are really a little below grade. Most of the best European makes will run almost dead true to width and thickness, even in common narrow battens. If cut shy further conversion to boards, etc., is prejudiced. If cut full the customs duty is likely to be higher with no advantage to users. In some cases cutting to metric feet is required which foot is 13.1 inches. Owing to irregular sawing the writer has seen cargoes of Lower Gulf Spruce turn out 5 per cent. less than invoice. Baltic goods are usually a little shy, less than 1 per cent.; White Sea goods exact, or a little in excess, and British Columbia goods vary one way or the other. This is detrimental to both the Spruce and B. C. trade.

Importing transactions are based on the P. S. H. (Petrograd Standard hundred of 165 cubic feet equals 1,980 feet B. M.) as regards D. B. B. and S. B. (Deals, Battens, Boards, and slating battens) and on the load of 50 cubic feet (600 feet B. M.) for sawn, and hewn timbers. To convert Feet B. M. to P. S. H. divide by 2,000 and add 1 per cent. of the answer. To convert P. S. H. to Feet B. B. multiply by 2,000 and deduct 1 per cent. of the answer. The first formula is shy one part in ten thousand; the second is mathematically correct. Some French business is done on the basis of (say 35) centimes per lineal foot of 3 x 9 (a franc equals 100 centimes par value 19.3 cents). Pit supplies are handled in importing transactions at "per Fathom of 216 cubic feet." Prepared (planed) boards are invoiced on "nominal" measure, i.e., measure before planing.

Import duties are not referred to, as no seller should undertake responsibility for same. The tariffs have many deadfalls, and buyers are the proper people to deal with same.

Sea freights are based on the P. S. H. for sawn and planed goods (latter being paid for on the "actual" measure, i.e., contents after preparation); pit supplies are rated per Fathom, and sawn timber per load.

The sale contract calls for quantity of each dimension, and quality, often guarantees the average length of same, varying with each item (a 16 ft. average is worth perhaps $1.25 more than a 14 foot stock in framing battens) and reads "goods to be properly seasoned for shipment to ————, and shall be shipper's usual bracking (grading) average length and fair specification for such description of goods." The contract allows a margin of 10 per cent. more or less for convenience in chartering, but not exceeding 100,000 ft. B. M. in all.

Bills of lading are issued according to buyer's requirements, usually averaging about 100,000 ft. to each. In many cases goods are sold for delivery "overside," i.e., direct from ship to scow, and such parcels must be a fair allotment of lengths to each, must be kept separate in stowing aboard ship, and delivered intact at discharge.

Strike and arbitration clauses are of the usual character. Claims are to be notified within 14 days of ship's final discharge—and detailed within 21 days, and items complained of to be left intact until after inspection. Lines not involved in claims may be dealt with by buyer so long as they comprise any single item on the shipment. If claim is made on, say, a bill of lading for 50 P. S. H. of 2 x 4, and there are five other bills of lading for 2 x 4 same price shipped, then all must be held intact so as to allow inspection of the item as a whole.

### The Basis of Prices

Prices are based on the value of 3 x 9 third and a buyer given this price knows the corresponding price of other grades and sizes. Take $26.50 as price of above, then 3 x 9 seconds are generally worth $8.50 more, 3 x 11 third $1.25 more than the base price shown. Rough boards (1 to 2 inch) are worth $3 more than the same grade and breadth in deals and battens.

Grading is not standardized, but each shipper marks his goods (Baltic usually is stencilled; White Sea hammer mark) having separate brands for each grade, and with different marks for sawn and planed goods. These marks are very valuable items; they have come to represent a constant as regards grading to which buyers have educated themselves. Goods pass from hand to hand on marks only, very often. Some marks command $1.25 to $2.50 more than other brands ostensibly of same size and grade. This difference represents the higher value the trade places on favorite stocks from careful shippers. The usual grades are:—

Baltic red 1st, 2nd, 3rd, 4th, 5th, going in many cases further to inferior 5th, Wrack, 6th, inferior 6th, and Torra.

Baltic white 1st, 2nd, 3rd, 4th, 5th, White Sea goods 1st, 2nd, 3rd, 4th and 5th, Siberian Kedr 1st, 2nd and 3rd in sawn goods. The European mills also ship huge quantities of u/s (unsorted) which answer to the middle grades in one. The bulk of the Spruce from the St. Lawrence is probably shipped u/s. Colonial (Australia and South Africa) grading is French first or mixed (mostly confined to prepared boards) analagous to the No. 2 clear and better" of this continent, 3rd, and 4th, and 5th.

### Payment Arrangements

Payment is usually four months (Baltic) from date of bill of lading, 90 days or 120 days sight (White Sea and Canada) approved acceptances to seller's drafts payable in London, or other centre. Cash at buyer's option less 2½ per cent. discount.

Prices for 1913 ruled about as follows:—

Baltic Red F. O. B. per M. Ft. B. M.

| | 1st | 2nd | 3rd | 4th | 5th |
|---|---|---|---|---|---|
| Swedish 3 x 9 in. ... ... ... | $39.00 | $35.00 | $26.50 | $24.00 | $21.00 |
| Swedish 2½ & 3 x 7 to 8 in. | 29.50 | 24.50 | 21.75 | 19.75 | 17.00 |
| 6 inch | 28.25 | 23.25 | 20.25 | 18.50 | 15.50 |
| 2 x 4 unsorted ... ... ... ... ... ... ... ... ... ... ... ... | | | | | $19.25 |

Swedish freights vary from $3 to $6 per M.

Insurance from one-third of one per cent. up to 2 per cent., according to sailing date.

| | 1st | 2nd | 3rd | |
|---|---|---|---|---|
| Petrograd 3 x 11 in. ... .... | $39.50 | $30.00 | $24.00 | |
| (Russian Baltic) 9 in. ... ... | 31.25 | 26.50 | 24.00 | |
| 2½ and 3 by 7 and 8 in. ... ... | 26.50 | 22.25 | 19.75 | |
| do White Deals, 3 x 9 ... ... | 25.00 | 23.50 | 21.50 | |
| Riga u/s White, 7 and 8 in. (packing case goods) ... ... .. | | | | $18.00 |
| Finnish u/s Red 2 x 4 to 6 in. ... ... ... ... ... ... ... ... | | | | 19.25 |
| Petrograd and Finnish u/s white 2½ and 3 x 7 and 8 in. ... | | | | 20.50 |
| Petrograd and Finnish u/s white 2½ and 3 x 6 in. ... ... ... | | | | 19.75 |

Freights and insurance about the same as Swedish.

| | 1st | 2nd | 3rd | 4th |
|---|---|---|---|---|
| White Sea 3 x 9 in. ... ... ... | $37.00 | $32.00 | $24.50 | $22.00 |
| 7 and 8 in. ... ... | 27.00 | 22.50 | 18.50 | 17.50 |

Freight ranges from $4.50 to $10.50.

Insurance from ½ of one per cent. up to 3½ per cent.

*Late of London, Eng.; Grimsby, Eng.; Carrick on Sair, Ireland; Durban, South Africa, to

| | 1st | 2nd | 3rd | 4th |
|---|---|---|---|---|
| Yellow Pine 3 x 11 in. ... ... ... | $95.00 | $65.00 | $42.50 | $30.00 |
| (Canadian White Pine) 3 x 7 to 10 in. | 73.00 | 52.50 | 32.50 | 27.50 |

Freight and insurance slightly higher than White Sea rates.

The freight and insurance rates shown are for steam tonnage. Insurance of sailing ship cargoes is, of course, much higher, ranging from the equivalent of fifteen cents per M. (on $20 per M. value) up to $1 per M. in the Baltic and White Sea risks, and even higher from Eastern Canada.

The total yearly volume of hewn and sawn softwoods European trade exceeds 8,000,000,000 ft. B. M., and the following is a close computation of the sources of supply:—

| | | | |
|---|---|---|---|
| Russia ... ... ... | 2,000,000,000 | Canada ... ... .. | 500,000,000 |
| Sweden ... ... .. | 1,950,000,000 | Norway ... ... .. | 307,000,000 |
| Finland ... ... .. | 1,700,000,000 | Germany ... ... .. | 250,000,000 |
| United States ... | 1,200,000,000 | Austro-Hungary . | 250,000,000 |

Of the European productions approximately three-fifths will be red, two-fifths white wood. The planed (dressed) goods total about 450,000,000 ft., practically all Swedish and Norwegian manufacture. Austro-Hungary has a large rail trade with interior and southern Germany, Italy, and the Eastern European States, and this territory only holds out prospects of a limited market for timbers (say 6 x 6 in. and up). At the same time some trade in other goods might be got as the (so called) Austrian whitewood is brittle, and prone to twist, warp, and shake.

### Great Britain the Largest Buyer

Great Britain is the largest buyer and in 1913 her imports of softwoods totalled 3,981,682,000 ft. B.M. sawn and planed, of which about 190,000,000 ft. were planed, 557,395,800 ft. B. M. hewn timber, which includes baulks, and roundwood, and 3,451,328 loads (600 ft. B. M. each) pit props and pitwood. The average c.i.f. (cost, insurance and freight) values, according to the official returns, were:—

| | | |
|---|---|---|
| Sawn and planed goods ... ... ... | per M. ft. B. M. | $25.35 |
| Hewn ... ... ... ... ... ... ... | per M. ft. B. M. | 37.86 |
| Pitwood and pitprops ... ... ... ... ... | per load | 6.18 |

The published figures for the Canadian trade show the pine deals average $37.00, and spruce and other deals at $20.60 per M.; planks and boards average $22.40.

Taking the London trade as a fair representation of the United Kingdom trade, the figures compiled by a leading brokerage house, which show the London import cost as averaging $25.10 per M., are interesting in that they show a steady upward movement in five years of prices equalling $3.40 per M. They also show that from 1904 to 1912 the total shipments from Russia gained 17 per cent., while Canadian and United States trade lost 8 per cent., and Scandinavian sources fell off 6 per cent. Russian goods in 1904 were 32 per cent. of the total, in 1912 were 49 per cent. Scandinavian proportions were, 1904, 33 per cent., 1912, 27 per cent., Canada and United States, 1904, 31 per cent., 1912, 23 per cent. Part of the gain in price is no doubt due to the difference in freight, as the Russian White Sea ports are dearer for tonnage than the Baltic ports, and the increased shipments have been drawn from that region. This difference will probably average $1.50 per M., and will account for that much of the seeming gain in value; a further rise in values, irrespective of the war's effects, was bound to come, as the Russian Government have not collected sufficient revenue, by stumpage or other taxes on lumber, to pay for what forestry service has been given, and an increase was under discussion before hostilities broke out. By present indications the taxes will be raised to make them as high as $3.30 per M. The above figures should be especially interesting to the British Columbia export mills as the impression seems to prevail there that Europe will take only the highest grades, and that no market can be found for something like 75 per cent. of the make because the Europena low freights will kill any chance of trade. The No. 1 common battens from the West Coast sent out for rail trade are but very little below the unsorted grade, and if the European trade is given thorough study there is not any doubt that a great deal more of the goods that now remain on hand after filling a European order can be advantageously sold there as well. Shippers also must grasp the fact that the European buyer makes his judgment on what he has seen of the goods, so if a first shipment should be exceptionally good, and subsequent shipment not so good, no amount of argument will convince buyer that he is getting what he contracted for.

### More Dressed Spruce Might be Shipped

It would appear worth the while of the Eastern Canadian spruce men to consider the advisability of making, and shipping, more dressed goods. Norway was pre-eminent in this direction for years, and her productions are still the most sought. But her shipments of planed boards have fallen off by one-third since 1906. Finland and Russia are bidding for the trade, but in view of the fact that the pulpwood industry is competing fiercely for a lot of the material suitable for either purpose it looks to be an opportune time to find out what there is in the trade for spruce. The 1913 price equalled $26.60 for unsorted White c.i.f. English Channel ports, and the St. Lawrence West Coast G. B. freight would be perhaps $1 above the freight allowed in this price. Also, the Welsh tin plate trade uses large quantities of box shooks (for casing exports, which in 1913 amounted to 290,000 tons of tin plates) and for which a deal of short lengths and waste could be utilized. The sizes are about 15 and 24 inches by ½ by 1 and 1¼ in., and tops and bottoms of ⅜th inch stuff 24 inches long to cover 15 inches wide (say one piece each 24 by 8 in. and 24 by 7 in., or 24 by 5, and 24 by 10 inch to make the lid or bottom respectively). A number of different sizes are called for in this trade, and that quoted is only to give some idea of the requirements.

This trade accepts various species, and elm, spruce, birch and beech are all featured. Ireland, and mills in the English midlands supply quantities of such goods, as the fact that shipments can be put down by liner parcels in Cardiff from the St. Lawrence at somewhere about the same rate as the combined rail and water rate from Ireland, and from there on the rate is the same, certainly warrant the expectation of getting hold of some of the trade for Canada. The Editor will be able to get names of buyers on request should any shipper be interested.

That Baltic white is advancing in value, and will continue so to do is beyond question. The pulp trade is growing enormously each year. Russia has doubled her wood pulp exports in four years; her exports to the United States in 1913 were 283,502,549 lbs. dutiable; Sweden's 6,114,768 lbs. free, 3,432,383 lbs. dutiable, and Norway 1,699,404 lbs. free, 188,252,055 lbs. dutiable, a total of 482,901,199 lbs., as against Canada's exports of 380,823,367 lbs., and 1,036,890 cords pulpwood. The diminution of suitable milling timbers, and the increased taxation are reflected in rising prices, and as this is in many cases the principal competitor of spruce, shippers should be especially active now, as any increased market secured at this time will be permanent.

### The Pitwood Trade

Much discussion has been taking place regarding supplies of pitwood, and pitprops. Props, or trees, are used to frame, and stand upright, and laterally, usually about 6 feet apart, in the mine roads. Pitwood is the lagging put between the walls and framing, and with the ends at each prop or lateral. Cogwood is used to build buttresses in the centre of a road, or chamber, where one or more props are insufficiently strong to hold the roof; is laid flat, and built up in tiers, the centre being made solid with rubbish. Sizes are sorted to half inch diameter. The props are usually 5 inch and up, pitwood 2 inch and up; lengths 6 ft. 6 in., 9 feet, and some 13 ft. Cogwood 3 ft. 3 in. and up; Imports would be about two-thirds 2½/7 inch 6 ft. 6 in., one-third 4/9 in. and up. The diameter would be about 90 per cent., averaging 5½ to 6 in., 10 per cent. 7/9 in. and up.

Of the total importation of mine timbers about forty per cent. was from France, Spain, and Portugal, 20 per cent. from White Sea ports, 5 per cent. from Norway, and the balance from Sweden, Russian Baltic (including Finland), and Canadian ports.

The United Kingdom Government interest arose from the absolute necessity of guaranteeing abundant coal supplies for the war fleets which use Welsh steam coal, and the only question was as to the timber supplies for the Welsh coal fields. The other coal districts have been working short time, or shut down, owing to restricted factory and other demand. Usually there is from three to six months imported supplies on hand in Great Britain.

The Welsh ports (Cardiff, Swansea, Newport, etc.) import 2,000,000 loads (equal to 781,250 cords 8 x 4 x 4 feet each) taking practically all the French, Spanish, and Portuguese exports, and a considerable quantity from other sources also. The French shipments should contain at least 5 per cent. of 9 ft. lengths and a good proportion of 8 inch and up diameter, which does not meet the entire demand for the larger goods, and the further need has been filled elsewhere. Of the smaller sizes, France, etc., can ship further quantities, but they are not needed. Canada can probably ship the larger size goods to advantage and get something more than the average price for them. The normal ex-ship price is about $15 per Fathom (equal to $8.90 per cord) and the freights to the Welsh ports run about:—

| | | |
|---|---|---|
| From France, Spain and Portugal ... ... | $3.00 to $7.25 | per fathom (216 cu. ft.) |
| From South Norway ... ... ... ... ... | 5.00 to 7.50 | |
| From Sweden ... ... ... ... ... ... ... | 5.50 to 7.50 | |
| From Russian Baltic (including Finland) | 6.50 to 8.00 | |
| From the White Sea ... ... ... ... ... | 8.25 to 10.80 | |

The French, etc., goods are not peeled, but a large part of the other shipments are, and any spruce shipments should be stripped of bark.

Payment is usually by sight draft in the Welsh trade, which is the one of most interest to Canada, and anyone interested should take up with the Cardiff Pitwood Importers' Syndicate of Cardiff, South Wales, and they will be able to get any details of current enquiries.

British Columbia should be able to increase materially her trade in Douglas fir by embarking on an aggressive selling campaign. It

is altogether a matter of educating the actual users as to its characteristics, as the general impression now is that it is equally as difficult to work as pitch pine, badly behaved during seasoning by liability to check and shake, refractory to creosoting or preservative treatment, and inferior in strength to longleaf pine, none of which is accurate. The leading European trade paper recently printed a reference to "Columbian pine shipped at deep water jetties in Seattle, and cut in the wonderful virgin forests of British Columbia, where trees run up as straight and true as a shaft for 300 feet or more." Taking the highest and lowest rates paid each year for freight on pitch pine the average for 7 years shows $11 per M. Douglas fir meets Southern pine competition on a 50c. rate to the middle west as against a 25c. rate of its Southern competitor—a differential of $7.50 per M., and the difference in freight to Europe should not be as much, so, reasoning from this, the market is open to assault.

Germany uses immense quantities of rough crate and packing case goods, and owing to her proximity to the Baltic export countries has the advantage of very low freights, so the prospects of increased trade seem largely confined to replacing longleaf pine by Douglas fir, and the ship-building centres of Stettin, Kiel, etc., and Hamburg in 1913 took 9,274,080 feet sawn, 30,522,171 feet lumber of longleaf pine.

Holland imports large quantities of baulks, and logs (in 1913 the totals were 82,000 and 538,000 pieces respectively) from the White Sea, the freight on which would approximate to the rate from Canada. Also her importation of sawn white wood is very heavy. Her 1913 import of pitch pine was 26,234,396 feet sawn, 79,562,916 feet lumber. The foregoing remarks on spruce vs. white, and Douglas fir vs. pitch pine apply here also, and the baulk and log trade should be taken up.

Belgium imported through Antwerp, in 1913, 419,600,000 ft. B. M., and with the goods received at her other port of Ostend her imports would approach 600,000,000 feet B. M. all told. Of this, pitch pine contributed 9,810,108 feet sawn, and 27,139,907 feet lumber. She does not offer the same chance to spruce as elsewhere, but Douglas fir sales could be increased.

France imported from Sweden 389,798,400 feet B. M. (of which 179,648,700 feet was white), from the Russian Baltic 49,399,100 feet, from the White Sea 35,899,400 feet, besides 26,234,396 feet sawn, 19,848,958 feet pitch pine, and considerable quantities from Finland. Her purchases include quantities of planchettes (sawn boards 1 x 4 and 4½ ins.) the normal price of same in white being $18.50 per M. f.o.b. The demand for lengths in metric feet is made very frequently. Canadian shippers should be able to improve their standing in this country very materially as the so-called sentimental reasons produced by the war have a real market value with the French people, and the rise in whitewood values already referred to are to the benefit of the spruce shippers.

Spain and Portugal import mostly red deals and are rather exacting in specification, seeking 3 x 8 in. and 3 x 9 in. in special lengths (14 and 16 feet) in large quantities. Pitch pine imports totalled nearly 80,000,000 feet. Conditioning needs to be more carefully looked after for shipments to these Southern European countries than for the States before mentioned, being necessary because of climatic conditions. If any chance arises to file a claim it will be heavier in damage than elsewhere.

### External Markets for Ties and Poles

The tie trade is bound to be very extensive in the near future, also the demand for poles for telegraph, and other lines, will be huge.

According to the 1914 returns the European mileage is nearly 170,000 route miles of track; with sidings, private-owned work tracks, etc., it will total more.

The British systems (about 25,000 route miles) require by the peculiar method of construction, a square tie (there called a "sleeper") 5 inches thick, 10 inches wide, 9 feet long.

The track is built up of ties, upon which a steel casting called a chair is bolted and in which the rail is lodged, and held in place by a wooden wedge (key). The chair is 7¾ ins. broad, so the tie must be 10 inches broad to give proper seating for the chair, and sufficient timber on each side to give the bolts a firm grip. About 2,000 ties are used to each mile, and about 1,500 miles have to be relaid each year, which calls for 3,168,000 ties per annum, which at 37½ feet B. B. per tie amounts to 118,800,000 feet B. M. Her imports for 1914 totalled 129,325,800 feet, averaging $24.13 per M. Prices have ranged from 60 cents to 84 cents c.i.f. cheap port, equal to $16 to $22.40 per M. on about $4 freight. Germany and Russia supplied the whole requirement hitherto, using top and irregular logs not otherwise convertible advantageously. The German and Russian Baltic supplies have been steadily decreasing, and the trade has been meeting the shortage by goods from the White Sea at increased cost. These imports have been practically all Baltic red, but of home grown goods quantities of oak, larch, and Douglas fir have been used, the last named (when home grown) is highly favored. The opinion regarding difficulty of creosoting western Douglas fir is held pretty generally in railway circles, and it is to be hoped that the recent shipments will remove this idea, and so open the market more fully than may otherwise be the case.

The Continental systems use the same track as the standard type of Canada, and are not nearly so exacting in specifications. They will take ties with 1 to 2 inches of wane on two top corners so long as base is 8¾ inches, top 6¼ inches, so as to give proper seating for 6-inch tie plates. They will also take half round ties (sawn top and bottom) 11½ inches at bottom, 6 inches at top varying, say, to 9-inch base, 8-inch top, all 5½ inches thick. In the next four years a large proportion of the French tracks will need to be relaid, as the present (oak and larch) ties have reached the age of decay, and these cannot be renewed in the two woods named, as they do not exist, so the needs must be met elsewhere.

### Export Requirement for Poles

Great Britain, France, and Belgium will make heavy requisitions for poles in the near future, and the prices paid some months ago will not fall away to the extent some other lines will. The specifications and prices are about as follows:—

Light poles 18 to 60 feet long. Length to step by 2 feet from 18 to 36 feet (i.e., 18, 20, 22 feet long, etc.) and step 5 feet from 40 to 60 feet; the smallest (18 feet) to be 5 to 5¾-inch top, and smallest diameter 5 feet from butt to be 6 inches. The longest to be 5½ to 7¾ in. top, 11 inches at 5 feet from butt. Prices range from 84 cents to $12.48 cents each delivered.

Medium poles 24 to 65 feet. To step 2 feet up to 36 feet, 5 feet beyond. Smallest 5½ to 6¾ inch top 8 inches below. Longest 7 to 9 inch top, 14 inches below. $1.80 to $20.16 delivered.

Large poles, 30 to 80 feet. To step 2 feet up to 36 feet, 5 feet beyond. Smallest 7½ to 9½ inches top, 10¾ inches below. Largest 8 to 10½ in. top, 18¾ in. below. $5.06 to $57.60 each delivered.

The longer poles should interest both Eastern and Western Canadian shippers, as it is always difficult to get ship room for these from the Baltic and White Sea, as the usual size of ships used in the trade is smaller than from Canada, and hatches and holds are smaller. Therefore most of the poles are carried as deck load, but as most of the steamers are well-deck type the largest sizes are usually carried by sailers pierced with bow ports.

Prophesy is never satisfactory, but reasoning will enable one to sum up the outlook for increasing Canada's lumber exports to Europe as very excellent; the demand is bound to be in excess of European production of such sorts as are made there, when the war ends. A large demand will have been created also for goods that cannot be made there, to replace destroyed public works, buildings, etc. European prices have been steadily rising, more markedly in white than red, and the sources of supply have changed in part to more distant points in Europe than heretofore, with a corresponding increase in freight rates. Freight conditions will right themselves soon. The trouble does not arise through direct diminution of tonnage but is on account of great congestion and delay at many ports whereby ships are only able to handle one cargo in such time as would normally suffice for two cargoes. This delay is growing less each day in most places. The tonnage that is withdrawn is only 28 per cent. of the world's total (reckoning vessels interned, or taken up by the governments as withdrawn) whereas the world's commerce has shrunk 40 per cent. since August, 1914. This shows 72 per cent. of the tonnage still available to carry 60 per cent. of the normal trade.

Finally, in those countries that buy most heavily of such goods as Canada can produce, the whole sentiment and goodwill of the merchants and people is enlisted on the side of the "Maple Leaf," so what is there to prevent trade following the flag if it is gone after properly and strenuously.

The statistics and prices shown above are for the year 1913, as it has been the writer's aim to show the trade under normal conditions, and he has therefore not used what figures are available since because they have been influenced by the war.

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The Yellowhead Pass Lumber Company held its annual meeting at Cranbrook, B.C., recently. The financial report showed the company to be in a very satisfactory conditon. Officers for the ensuing year were elected as follows:—A. Carney, President; Lester Clapp, Vice-President; Joseph Ryan, Managing Director and Secretary; Directors, Messrs. Cock, Fenwick, Louis Johnson, A. E. Watts, and Isaac Burch. An option of purchase of the company's timber limits, 48 in all, situated in the Valley of the Fraser River above Fort George was granted to a prospective purchaser from England at a figure highly satisfactory by the directors and shareholders. This option continues until July 1st. If it is not taken up an option will be given to a prominent lumber operator of North Carolina, for sufficient time to complete an examination. It is estimated that the company's holdings include about 700,000,000 feet.

# A Few of St. John, N. B's Large Lumber Producing Plants

Stetson Cutler, & Company's Mill, St. John, N. B.

F. E. Sayre & Company's Mill, St. John, N. B.

Panorama of Part of The Lumber Producing Section of St. John, N. B., showing J. R. Warner Company's Mill, and the Bridge over the Reversible Falls.

Miller Brothers' Mill, St. John, N. B.

Murray & Gregory Mill, St. John. N. B.

# Montreal Export Trade in Wood Goods

## Analysis of Shipments and Trade Conditions—The War's Effect upon Demand and Tonnage—The Pulp and Pulpwood Trade

(Contributed by our Montreal Correspondent)

FROM the export point of view, Montreal deals chiefly with the United Kingdom and the European Continent; the United States taking the next place, and South Africa the third. The port is splendidly equipped for handling the import and export of many kinds of commodities, but lumber shippers complain that they do not receive the consideration they are entitled to, and that the grain trade is given first place in the improvements that are carried out from time to time. Immense sums have been, and are being, spent to add to the facilities, and the contemplated programme will involve a further expenditure of $9,000,000. The season is from the beginning of May to the end of November, and during this period the shippers are very busy, particularly in the fall, when the date for the closing of navigation approaches.

Montreal exports to Great Britain and the European Continent have shown a declining tendency within the last few years. There are two main reasons for this—the cutting out of the best stock and the competition of Baltic lumber. The past season, of course, was exceptional in its general character, and the large falling off was almost entirely due to the war. Montreal is a pine and birch port, comparatively little spruce going to the other side. The harbor is favorably situated for the Ottawa and Ontario pine mills, and consequently the greater portion of the shipments are of that lumber. On the other hand, the mills manufacturing spruce are closer to Quebec than to Montreal, and the ancient capital controls that section of the trade. As timber limits have been depleted, lumbermen have had to go farther back to secure what is needed, and this has increased the cost of cutting and also of hauling. White pine, which forms the bulk of the exports from Montreal, maintain its own in the British markets, notwithstanding that the quantities for export tend to diminish and that the very high grade stuff is becoming more scarce; but as regards red pine another story has to be told. The enormous amount of red pine shipped from the Baltic has had its effect on the lumber sent from Montreal, the result being a steady diminution in our exports. At one time a very large quantity of spruce was shipped from Montreal, but the trade is now in the hands of Quebec firms. Owing to war conditions last season, the demand for spruce from the Old Country increased to a great extent, due in part to the shutting off of supplies from Riga, a partial stoppage of Swedish shipments, and increased consumption. These influences caused a rise in values, the upward movement being aided by the sensational advance in freights.

The following is a list of Montreal shipments from 1909, in feet B.M.:—

| Year | | Inc. or Dec. |
|---|---|---|
| 1909 | 114,872,849 | + 6,839,790 |
| 1910 | 117,806,706 | + 2,933,857 |
| 1911 | 103,473,220 | —12,882,176 |
| 1912 | 109,370,764 | + 5,897,544 |
| 1913 | 105,819,167 | — 3,551,595 |
| 1914 | 71,401,401 | —34,417,766 |

The following are the principal Montreal exporters to Great Britain and the European Continent:

Watson and Todd, Limited, with an office in Ottawa and an office and yard in Liverpool.

Robert Cox and Company, with an office in Ottawa, and an office and yard in Liverpool.

J. Burstall and Company, head office in Quebec, and a branch in London, Eng.

W. and J. Sharples, head office in Quebec, and an agency in London, Eng.

E. M. Nicholson, with agencies in Liverpool and Glasgow.

E. H. Lemay, with agencies in London, Liverpool, Glasgow and Belfast.

Graddon Lumber Company, Limited, with an agency in Glasgow, Scotland.

Cox, Long and Company, with office in London.

Thomas Mackarell and Company, head office in Ottawa.

Watson and Todd, Limited, are the largest shippers of pine deals and boards to the United Kingdom, principally white descriptions, while R. Cox and Company, E. H. Lemay, W. and J. Sharples, J. Burstall & Company, Dobell, Beckett & Company, and the Graddon Lumber Company ship red and white pine. Spruce is sent by Dobell, Beckett and Company, W. and J. Sharples, J. Burstall & Company, and E. H. Lemay. Mr. E. M. Nicholson is the principal exporter of birch; the Graddon Lumber Company, Dobell, Beckett & Company, J. Burstall & Company, W. and J. Sharples, E. H. Lemay, and R. Cox & Company, also send parcels of birch.

### The United Kingdom's Requirements

The United Kingdom takes 1st, 2nd, 3rd and 4th qualities of white pine, from 4 in. up, and from 6 to 16 feet. The red pine is mill run with the culls out, 4 in. and up, and 6 ft. and up, The spruce shipped is chiefly 4th, and better, 3 x 6 and up, 10 ft. to 16 ft.; while birch is sent in variouss qualities, 1 in. to 5 in. and 6 ft. to 16 ft. in length. A considerable quantity of birch timber is also exported. Ash, elm, birch and pine timber are shipped in fair quantities. Most of this is waney timber, with a small proportion of round and square.

The following are the steamship lines, with the ports at which they discharge lumber:—C. P. R., Liverpool, London and Avonmouth; Allan Line, Liverpool, London and Glasgow; White Star-Dominion, Liverpool and Avonmouth; Cunard, London, Plymouth and Southampton; Manchester Liners, Manchester; Thomson Line, London, Leith, Newcastle, and east coast ports; Donaldson Line, Glasgow; Elder-Dempster, Cape Town, Algoa Bay, East London, Durban, Delagoa Bay; Royal Line, Avonmouth; Furness Line, Hull.

The trade to the European Continent is not of great volume, and shows little variation from year to year. At one time a considerable amount of red pine was sent, but the closer proximity of the Baltic ports has caused this to diminish almost to the vanishing point. Havre, Rotterdam, Antwerp, and Hamburg were the principal points of destination of the goods sent last season, and birch and elm timber, white pine deals, and the better grades of red pine were the main products sent from Montreal. Prior to the war Antwerp took a considerable quantity of white pine deals.

### Shipments to South Africa

Montreal shipments to South Africa have been decreasing. In 1913 4,011,701 feet were sent to that country, but last season there was a greater call for spruce deals. The following quantities (superficial feet) of lumber were shipped through Elder-Dempster & Company, Limited, who have a direct service to South African ports:—

| | 1911 | 1912 | 1913 |
|---|---|---|---|
| White pine | 3,442,659 | 4,139,159 | 4,718,671 |
| Spruce and red pine | 4,615,905 | 3,226,622 | 3,951,387 |

A considerable portion of the exports came from United States points and also from Canadian points near Ottawa, being shipped through United States commission houses, on orders received through their South African agents. The principal shippers in Canada are Watson and Todd, Limited, for red pine, and W. and J. Sharples for spruce. There is also a fair quantity of hemlock sent.

The shutting up of the Baltic has in one way benefited the Canadian lumber industry, and is likely to lead to further developments. Owing to the impossibility of securing Baltic wood, there was a shortage of suitable lumber for match-making. Through the efforts of Elder, Dempster & Company, samples of aspen wood, a species of poplar, which had been regarded as of little value, were sent to South Africa. The results were satisfactory, and during the coming season a Quebec lumber firm will ship consignments of this wood, to be used by a match-making firm. The following Consular report upon South African trade is of interest:—

"To be successful in this trade, and this applies to all kinds of timber, it is necessary to send out the material absolutely up to specifications. The greatest care should be taken to ensure that the whole of the order is cut to the proper lengths. In fact great attention to detail is the prime factor in securing a reputation for exporters. It is a matter of complaint that some mills send out coarse grained stuff, or a part of the order will be coarse grained and part of it fine. However, it is gratifying to know that some mills, and one in particular, have already built up an excellent reputation. It will be seen that the greater part of the trade goes to the Baltic, the deals from there being said to be the best. It is stated that Canadian and United States deals do not stand this climate as well as the Baltic. If stacked for very long they are apt to split and warp. It is also said that Canadian exporters cannot supply the same variety of lengths, nearly all of theirs being 16 feet, whereas the requirements are from 10 feet to 30 feet length. Owing to the shortage of other kinds of timber, the imports of spruce are likely to increase, which will be a decided advantage to Canadian lumbermen."

A former business in Canadian doors has been discontinued, in consequence of the keen competition of United States manufacturers. Already space has been booked for a large quantity of lumber

to be shipped early this season. This will go from Three Rivers. The ruling rate of freight up to this year has been 70s. per standard, but it is certain that other consignments will have to be paid for at a much higher rate.

At one time Montreal sent a moderate quantity of lumber to New Zealand and Australia, but last season not a stick was sent through the direct service from the port.

### Changes in Shipping Methods

The export business has undergone considerable changes in the last few years. At one period it was not uncommon to send consignments of several hundred standards on one bill of lading. Now it is the practice to split up the lumber into much smaller parcels, to fill contracts, and for the British customers to take delivery, instead of the lumber being split up on the other side. The practice of sending complete cargoes has been practically abandoned. It is found that the smaller shipments are more convenient both for buyers on the other side and for the sellers. It permits greater control of the market to be obtained, and also facilitates delivery to the various firms who have purchased parcels under contract. Two of the Montreal shippers have yards in Liverpool, and in addition to sending goods on contract, stock these yards from shipments from Montreal. This is in many ways a ready means of disposing of the lower grades. The same firms hold stocks at Newcastle, Hull, and other large cities, from which they are able to supply their customers.

Lumber is transported to Montreal by two methods—rail and barge, the quantities thus sent being about equal. The cost of this shipment is considerable. The railroad rates from loading points to Montreal for export are as a rule framed on a basis of a cent per 100 lbs. below the ordinary freight charges, although from some points full rates are levied. The barge rate is, all things considered, cheaper, as the lumber can be loaded direct in the steamer, thus saving the cost of handling from railroad car to steamer, about 50 cents per 1,000 feet. The railway cars are brought right on to the harbor, the Commissioners having many lines, which of late have been extended. Port warden dues are charged at the rate of ½c. per 1,000 feet, and wharfage dues 8c. per 1,000 feet. Besides these charges, there are expenses for stencilling and checking.

Shipments to the various ports are made by freight lines, combined passenger and freight lines, and occasional tramps. The second greatly predominate in numbers, the companies having in addition to the passenger boats, which have only a limited cargo capacity, regular services of freight boats. Up to the commencement of the war, both passenger and cargo boats had regular schedules; the commandeering of vessels by the Government upset all arrangements, and from August until the end of the season it was difficult to secure space. Tramp steamers pay only a few visits to Montreal. The boats of the regular lines ensure, or did so until war was declared, a continuous service which leaves little room for the tramp so far as lumber is concerned. At the end of last year some carrying was done by this class of vessel, but then it was under special circumstances.

All the principal shippers make contracts at the beginning of the season with the steamship companies, or with such of them as they desire, a rate for a given period being agreed upon. The shippers on their part contract to send so much tonnage within that period, the rate of delivery for shipment being a matter of mutual arrangement during the season. Besides this, the steamship companies carry a considerable amount of lumber on through-shipment from inland points and also for a number of small Montreal shippers. The passenger boats generally take about ten days to reach the United Kingdom and the cargo boats fifteen days.

### Freight Rates—The War's Effects

The war caused what may be fairly termed a revolution in the freight situation, disturbing alike the steamship companies and the lumber exporters. At the beginning of last season the following were the general rates, per Petrograd standard (1980 superficial feet b.m.): Liverpool, 33s. 9d. to 35s. per standard; Hull, 40s.; London, 35s.; Glasgow, 35s.; Leith, 40s.; Newcastle, 40s. The almost immediate effect of the war was the taking off from the St. Lawrence route of a large number of vessels commandeered by the Government, making shipments of lumber slow and uncertain. As the season drew to a close the congestion became intensified, and at a time when normally the staff of every firm is working at high pressure to ship every stick before navigation closes, there was little or nothing doing. The shippers who had contracts were covered, but those who only exported small quantities, and those who shipped on through bills of lading, found freights go up against them rapidly. The regular exporters, too, who desired to ship beyond the amounts covered by contract had to pay the higher rates. In November the rate to Liverpool had jumped to 55s.; and to other ports in proportion, while as much as 60s. was paid from Montreal. This was by no means the limit, for this year as much as 135s. has been paid from St. John. As a rule, rates advance in the fall, owing to the extra insurance and the larger demand for space. The extent of the rise is also governed by the amount of cargo offering, both of lumber and general commodities.

The rates for the present season are, at the time of writing, in a very unsettled condition. The steamship companies are not sure of what tonnage will be available for the United Kingdom.

Up to this season the C. P. R. and Grand Trunk Companies issued cards giving rates from various points to the United Kingdom and the European Continent on the various classes of lumber, but this has now been withdrawn and rates can be only secured on application. The following are the varieties of lumber: Heavy—ash (black, white), beech, birch, cherry, dogwood, elm (rock), gum, hickory, lignum-vitae, maple, oak, persimmon, pine (pitch), pine (North Carolina), walnut, mahogany. Light—Basswood, butternut, cedar, chestnut, cottonwood, cypress, elm (soft), hemlock, pine (except pitch and North Carolina), poplar, spruce, sycamore, willow. By the term "lumber" is meant wood of all kinds, in the rough, including planks, boards, board-ends, scantlings, maple flooring, blocks, squares, strips, pailings, pickets, ties, poles, and on the character of wood involved the rate for heavy or light wood applies respectively.

The prospects for spruce for the coming season are excellent, provided that the shippers can secure tonnage. With the European supplies stopped, there is a splendid outlet for Canadian products, notwithstanding the increased prices inevitable under present conditions. In the belief that the United Kingdom would prove a profitable market, many mills have sold their output for that destination. The great call during the winter has been for spruce. Government requirements being a prominent factor in the situation. As to pine, the outlook is uncertain. The situation, so far as lumber shipments generally are concerned, turns on the tonnage available. During the close season in Montreal the shipping companies had more freight of every description offering than they could accommodate, and if, during the season now at hand, they can secure freight which will give better returns than lumber, it is certain that commodities like grain and flour will get the preference.

### United States Markets

Although a moderate amount of business is done with the United States by Montreal wholesalers, the port cannot be regarded as a centre for this section of the trade. Four firms, Mr. E. H. Lemay, the Campbell-MacLaurin Lumber Company, Limited, the Riordon Pulp and Paper Company, Limited, and the McLennan Lumber Company, Limited, do the chief part of the business. Several others do a fair amount of selling; while some firms in the province use the port as the medium through which to send their consignments over the border. The two first named houses have offices and representatives in New York, to which city and the immediate vicinity most of the lumber shipped through Montreal firms is consigned. Spruce is the principal wood sent, with moderate amounts of white pine, basswood, birch, ash, and elm, shingles, clapboards, and lath. The great call for spruce is 1 in., 1¼ in. and 2 in. x 9 x 13, boards and planks.

During the summer season large quantities are shipped from Ottawa points and from Quebec ports by American barges. These go via the St. Lawrence to Sorel, thence by way of the Richelieu River to Lake Champlain and down the Hudson River to New York points. The season lasts from May to November. Other lumber goes from various mills by rail, Montreal firms chiefly dealing with New York and cities and towns in the New England States.

The prospects for the present season for spruce for the United States are not bright, owing to the fact that many manufacturers, who in the past have sawn for the New York market, have sold a considerable portion of their output to be cut in 3 in. deals for the British market.

The cost of delivering lumber by rail is likely to go up, the extent depending upon how far the Dominion Board of Railway Commissioners will follow the lead of the Interstate Commerce Commission, which granted the American roads an increase of 5 per cent. The decision of the Railway Commissioners will affect both domestic and export traffic, as our railroads asked for additions to the rates for both sections of the lumber traffic. With falling receipts and higher operating costs the companies are compelled, they say, to make merchants pay more for the transportation of goods. The lumber trade, like others, is feeling the effects of the commercial depression, and the members see no reason why they should be further handicapped by the levying of additional rates for the benefit of companies which have received very substantial Government subsidies. In effect the higher rates mean the relief of railway shareholders at the expense of the general body of traders.

### Pulp and Pulpwood Exports

The growth of the pulp and paper industries in recent years has only been made possible by the development of the export trade. In this expansion the province of Quebec, with its immense resources of pulpwood and great water powers, has taken a prominent part. A large amount of capital has been invested in the construction of new mills, and many additions have been made to the older properties. As was only to be expected, certain enterprises have failed to realize

expectations, in some respects owing to the undue capitalization of the concerns; but on the whole, the results have been satisfactory. Fortunately, a halt has been called to the stock promotion propositions, and the industries are now on a more stable basis. Undoubtedly, the prohibition by the Government of the export of pulpwood cut from Crown lands has had a marked influence on the pulp and paper trades, by encouraging the erection of mills on this side of the border, instead of permitting our raw material to be shipped to United States mills.

The Government returns indicate that while Canadian ground wood exports have about held their own, there has been a very material increase in sulphite descriptions during the last two years. The exports of newsprint, too, shows a very substantial increase, the United States being a particularly good customer. Australia and South Africa also take large quantities of Canadian newsprint, much of the production going abroad by way of Montreal.

In addition to the large quantities of pulp sent by rail, thousands of tons are despatched by boat from the lower St. Lawrence ports to the North Atlantic seaboard. From points higher up, pulp goes by barge to the United States via the Niagara River. The Chicoutimi and North Gulf Pulp and Paper Company despatch considerable quantities of pulp to England.

The importance of the pulp exports can be judged by the following figures of exports:—

| | Chemically Prepared | | Mechanically Ground | |
|---|---|---|---|---|
| | Cwts. | Value | Cwts. | Value |
| 1910 | 864,606 | $1,658,846 | 5,038,850 | $3,545,751 |
| 1911 | 721,428 | 1,308,101 | 5,867,227 | 4,407,431 |
| 1912 | 835,239 | 1,587,535 | 5,023,568 | 3,506,770 |
| 1913 | 1,112,457 | 2,100,842 | 4,749,719 | 3,408,702 |
| 1914 | 1,515,633 | 2,923,083 | 4,816,170 | 3,441,741 |

The following table shows the exports of pulp to the United Kingdom, United States, and other countries:—

| | 1910 | 1911 | 1912 | 1913 | 1914 |
|---|---|---|---|---|---|
| United Kingdom | $ 931,150 | $ 496,928 | $ 674,361 | $ 828,133 | $ 167,882 |
| United States | 4,175,309 | 5,094,589 | 4,419,944 | 4,576,279 | 4,913,634 |
| Other countries | 98,138 | 124,015 | ..... | 105,132 | 283,308 |
| | 5,204,597 | 5,715,532 | 5,094,305 | 5,509,554 | 5,364,824 |

The exports of pulp wood were:—

| | Cords | Value |
|---|---|---|
| 1910 | 965,271 | $6,076,628 |
| 1911 | 936,791 | 6,092,715 |
| 1912 | 879,775 | 5,697,901 |
| 1913 | 1,003,594 | 6,806,445 |
| 1914 | 1,089,384 | 7,388,770 |

## Buying Agents for Allied Governments

The following list of purchasing agents for military purposes of the Allied Governments has been furnished by the Department of Trade and Commerce, Ottawa:—

International Purchasing Commission, India House, Kingsway, London.

**British—**

Col. A. G. Barton and Mr. F. W. Stobart, Ritz-Carlton Hotel, Montreal.

**French—**

Hudson Bay Company, 56 McGill Street, Montreal.

Capt. Lafouilloux, Hotel Brevort, New York.

Direction de l'Intendance, Ministere de la Guerre, Bordeaux, France.

**Russian—**

Messrs. S. Ruperti and Aleksieff, care Military Attache, Russian Embassy, Washington, D.C.

## European Enquiries for Pacific Coast Stock

At the first meeting of the Washington branch of the West Coast Lumber Manufacturers' Association, held in Seattle, E. J. Palmer, managing director of the Victoria Lumber & Manufacturing Company, Chemainus, B. C., volunteered probably the most interesting bit of news given out at the meeting. He said that in addition to the large inquiry from France for lumber recently received through the Canadian Government, and which has been a matter of common knowledge, another European inquiry asked what quantity of 1 and 2-inch dry lumber is at present in stock on the Pacific Coast, and his reply had been about 700,000,000 feet. These large foreign inquiries have heretofore not been very encouraging because of lack of bottoms and the high freights, but Mr. Palmer called attention to an encouraging feature of the situation. He said there are about twenty-nine German vessels interned in Australian ports and twelve of these have already been condemned by a prize court and are now ready for release, and will then be available for charters. In addition a number of German boats have been captured and are now in Chinese ports, and it is probable these may be condemned. Such a condition would remedy the great dearth of bottoms on this coast and make it possible to take some of this foreign business. The fact that the allies are demanding so much lumber even now is an indication that when the present struggle is ended there will be a tremendous demand for lumber from all of the European countries.

# Export Lumber and Timber via Montreal

**Specially Contributed by a Large Exporter**

Export conditions during the season of navigation via the port of Montreal in 1914 were, to say the least, chaotic and somewhat unprecedented. Business for the first part of the year, the world over, was extremely dull, and lumber and timber were naturally affected. The war, coming on, however, in August last, and consequent interruption to the steamship sailings, and the keen demand for ocean space on such vessels as were available, had a very far-reaching effect on the quantity exported, about 33 per cent. decrease, as shown by tables published elsewhere in this issue.

According to statistics compiled by the British Board of Trade, the timber imports into England, Ireland and Scotland for the year 1913 were approximately as follows:—

From Russia 50 per cent., from Sweden and Norway 25 per cent., from Canada and the United States 25 per cent.

Russian ports being mostly closed owing to the war, and Germany declaring lumber a contraband so far as Sweden was concerned, naturally led to a stronger demand being put on lumber from Canada and the United States, this demand, however, being almost entirely from the British Government for spruce, so far as Canada was concerned, pine not being in demand to the same extent. This demand for spruce has continued, but the high ocean freights running from 200 to 300 per cent. over those in effect in 1914 (prior to the war) has had, and will continue to have, a very serious effect on the lumber exports from Canada, these freights running from 80 to 100 per cent. and more on the cost of the lumber itself, practically a prohibitive condition.

On the cessation of hostilities, no one can accurately forecast what conditions in the lumber export trade will be, although it is within fair reasoning to say that owing to the interruption to the usual lines and the methods of trading in England, some time must elapse before conditions can readjust themselves, during which period an improvement in building and other trades into which lumber enters as a factor must be slow, to say nothing of the accumulated stocks in Sweden and Russia being then available for their usual markets. It will undoubtedly be conceded by the lumber trade, particularly in the eastern portion of Ontario, Quebec and the Lower Provinces, that the overseas lumber trade has a very considerable bearing on the entire lumber trade of Canada, for the reason that, were it not for this trade, naturally such logs as are now cut into export sizes would be cut into domestic sizes, thus adding to the available stock for consumption either in Canada or the United States, these markets now being taken care of without any such addition thereto.

The Panama Canal competition will also have a very strong bearing on the American markets, particularly so far as Canadian production is concerned, cheapening delivery from the mills on the Pacific Coast to the eastern American market and the export market, displacing, no doubt, considerable lumber which has heretofore got into these markets from Canada. Besides these features, the export market has to be provided for at least twelve months ahead and prices are consequently fixed accordingly, the domestic prices in the East being more or less regulated thereby. As one of the larger manufacturers in the East puts it, "The English market fixes the value for the domestic trade by contracting for what otherwise would likely be a surplus stock." It is usually the better end of the pine that is exported, for which there is not now a local demand, leaving the lower grades for the local and American markets, for which there is usually a steady demand, built up by this practice existing for so many years past, and being more or less the foundation for the trade enjoyed by the lumber industry as a whole.

If Canada is to increase her timber exports, this can only be done by careful study on the part of those interested in the lumber trade generally, so as to enable the exporters to meet foreign competition, including the new contemplated element entering into it—the Panama Canal. This competition has been growing steadily and stronger from year to year, resulting already in the displacement of some grades of pine entirely, which formerly were exported in large quantities, the question of price, grades, etc., of such foreign timber affecting the situation to a very great extent.

The costs incidental to exporting also enters into the marketing of our Canadian lumber to a very considerable extent, other sources of supply being nearer and consequently enjoying lower freight rates, besides which, unfortunately, the port of Montreal has been, and is

yet, apparently, being improved entirely with a view to taking care of the grain trade, while lumber and timber, which has always been a considerable factor in our Canadian exports, has been left to find practically its own facilities, there not being, as a rule, available room for the prompt discharging of cars into either the sheds or onto the docks in the vicinity of the sheds, in pracically all cases the lumber having to be teamed from the cars to the various steamship docks, piled and again re-handled before going into the steamers, whereas, had suitable tracks been provided, either into the sheds or alongside thereof, the lumber could be discharged from cars direct into the sheds or into the ships, one handling at least on the part of the exporters being obviated at a considerable saving, to say nothing of the saving by elimination of car demurrage, and the fact of the lumber reaching the foreign markets in better condition through not being exposed to the weather.

# Export Trade in Pulpwood and Pulp

## Shipments of Manufactured Article Increasing—Greater Domestic Consumption of Raw Material

A bulletin dealing with the production and consumption of pulpwood in Canada during 1914 has been prepared by the Forestry Branch of the Department of the Interior and will be published in the near future. The information contained in the bulletin was compiled from reports received from 49 firms or individuals operating pulp mills in Canada during 1914. These firms operated altogether 66 mills distributed as follows:—Quebec, 23 firms, operating 31 mills; Ontario, 15 firms, operating 21 mills; Nova Scotia, 5 firms, operating 7 mills; New Brunswick, 4 firms, operating 4 mills, and British Columbia 2 firms, operating 3 mills. Five mills operating in 1913 were idle in 1914. Four newly completed mills commenced operations in 1914 and two mills previously idle resumed operations during that year. The 66 active pulp mills in Canada during 1914 consumed altogether 1,224,376 cords of pulpwood, valued at the mill at $8,089,868. In addition to this home consumption a total quantity of 972,508 cords valued at $6,680,490 was exported in the manufactured state from Canada to the United States, making altogether a total production of pulpwood of 2,196,884 cords valued at $14,770,358.

Figures secured from the Department of Customs for the calendar years 1913 and 1914 show that there has been a steadily increasing proportion of Canadian pulpwood consumed in Canadian pulp mills. In 1910 only a little more than one-third (38.8 per cent.) of the pulpwood cut in our forests was manufactured into pulp in our own mills. In 1911 this had increased to 44.2 per cent., in 1912 to 46.9 per cent., in 1913 to 51.7 per cent., and in 1914 to 55.7 per cent. There was also a decrease in the actual quantity of raw pulpwood exported from Canada in 1914 as compared with 1913 of 62,522 cords.

The following table shows the amount of pulpwood exported unmanufactured and that manufactured in Canada during 1913 and 1914 together with the average value per cord:—

| | 1913 Cords | 1913 $ | 1913 Value per cord $ | 1914 Cords | 1914 $ | 1914 Value per cord $ |
|---|---|---|---|---|---|---|
| Production | 2,144,064 | 14,313,939 | 6.68 | 2,196,884 | 14,770,358 | 6.72 |
| Canada | | | | | | |
| Manufacture | 1,109,034 | 7,243,368 | 6.53 | 1,224,376 | 8,089,868 | 6.60 |
| Export | 1,035,030 | 7,070,571 | 6.83 | 972,508 | 6,680,490 | 6.87 |
| Quebec | | | | | | |
| Production | 1,432,594 | 9,495,165 | 6.63 | 1,323,917 | 8,882,899 | 6.71 |
| Manufacture | 629,934 | 4,107,689 | 6.52 | 636,496 | 4,148,405 | 6.52 |
| Export | 802,260 | 5,387,476 | 6.71 | 687,421 | 4,734,494 | 6.77 |
| Ontario | | | | | | |
| Production | 405,943 | 2,822,859 | 6.95 | 587,494 | 4,020,510 | 6.84 |
| Manufacture | 321,244 | 2,297,389 | 7.15 | 447,751 | 3,172,235 | 7.08 |
| Export | 84,699 | 525,470 | 6.20 | 139,743 | 848,275 | 6.07 |
| New Brunswick | | | | | | |
| Production | 194,674 | 1,449,525 | 7.45 | 193,126 | 1,382,315 | 7.16 |
| Manufacture | 53,121 | 342,243 | 6.44 | 49,339 | 296,769 | 6.01 |
| Export | 141,553 | 1,107,282 | 7.82 | 143,787 | 1,085,546 | 7.55 |
| British Columbia | | | | | | |
| Production | 84,242 | 402,428 | 4.78 | 80,013 | 426,444 | 5.33 |
| Manufacture | 84,173 | 401,218 | 4.77 | 80,013 | 426,444 | 5.33 |
| Export | 69 | 1,210 | 17.54 | ..... | ..... | .... |
| Nova Scotia | | | | | | |
| Production | 26,611 | 143,962 | 5.41 | 12,334 | 58,190 | 4.72 |
| Manufacture | 20,562 | 94,829 | 4.61 | 10,777 | 46,015 | 4.27 |
| Export | 6,049 | 49,133 | 8.12 | 1,557 | 12,175 | 7.82 |

During 1914 Canada exported 126,714 tons more of manufactured wood-pulp than in 1913, an increase of 42.5 per cent. While the increase in the exportation of ground wood was 36.4 per cent. that of chemical fibre was 63.5 per cent. This increase is partly due to the general advance of the industry in Canada and partly to the fact that while the capacity of pulp mills has increased in the last year the paper industry has not kept pace with the supply of pulp and the surplus of manufactured fibre has found a market in other countries.

The United States has been our most important purchaser of pulp in the past and the proportion of Canadian pulp exported to that country in 1914 was almost seventy per cent. of the total. Great Britain also buys large quantities of Canadian wood pulp, and these two countries together usually take the bulk of the exports from Canada. France imported Canadian pulp in 1914 for the first time since 1910. Other countries, including Belgium, Mexico, Australia, Cuba, New Zealand, and Newfoundland, have imported small quantities of wood pulp from Canada in the last five years, but the trade with these countries has varied greatly from year to year. The average price of exported wood-pulp changed very slightly. That of ground wood-pulp decreased by a few cents, and that of chemical fibre increased by about one dollar a ton.

### Pulpwood Export Regulations

In Ontario by an Order-in-Council dated January 13th, 1900, regulations were made by which the exportation of spruce and other woods suitable for pulp, cut on lands of the Crown was prohibited. Recently in severe wind storms there were blown down large quantities of pulpwood which would have been destroyed unless speedily cut and marketed, and as the market for pulpwood was more or less congested this "manufacturing condition" to which all sales and licenses had been subject was suspended for the season of 1914 and again for 1915.

In the province of Quebec an article in the regulations says that all timber cut on Crown lands in the province must be manufactured in Canada . This regulation came into force on April 26th, 1910. The regulation was changed during the last year so as to exclude mine props to be used in coal mines in Great Britain if shipped during the past season of navigation.

Similar legislation was passed in New Brunswick on April 26th, 1911, which was similarly amended with respect to pit props by an Order-in-Council dated October 15th, 1914.

There are no statutes prohibiting or regulating the export of pulpwood from the provinces of Nova Scotia or British Columbia.

The following table shows the exports of wood pulp during 1913 and 1914, their quantity, total value, and the average value:—

| | 1913 Tons | 1913 $ | 1913 Average value per ton | 1914 Tons | 1914 $ | 1914 Average value per ton |
|---|---|---|---|---|---|---|
| Wood-pulp exported aggregate | 298,169 | 5,913,560 | 19.83 | 424,883 | 8,865,436 | 20.87 |
| Total Mechanical Pulp | 230,644 | 3,317,565 | 14.38 | 314,485 | 4,509,260 | 14.34 |
| Total Chemical Pulp | 67,525 | 2,595,995 | 38.44 | 110,398 | 4,356,176 | 39.46 |
| Total to United States | 198,110 | 4,471,939 | 22.57 | 295,674 | 7,008,312 | 23.70 |
| Mechanical | 137,922 | 2,150,227 | 15.59 | 190,095 | 2,832,909 | 14.90 |
| Chemical | 60,188 | 2,321,712 | 38.57 | 105,579 | 4,175,403 | 39.55 |
| Total to Great Britain | 92,916 | 1,172,750 | 12.62 | 116,843 | 1,581,101 | 13.53 |
| Mechanical | 92,722 | 1,167,338 | 12.59 | 116,820 | 1,580,301 | 13.53 |
| Chemical | 194 | 5,412 | 27.90 | 23 | 800 | 34.78 |
| Total to France | ..... | ..... | ..... | 7,612 | 97,475 | 12.81 |
| Mechanical | ..... | ..... | ..... | 7,569 | 96,050 | 12.69 |
| Chemical | ..... | ..... | ..... | 43 | 1,425 | 33.14 |
| Total to Japan | 7,031 | 265,071 | 37.70 | 4,755 | 178,548 | 37.55 |
| Chemical | 7,031 | 265,071 | 37.70 | 4,755 | 178,548 | 37.55 |
| Total to China | 112 | 3,800 | 33.93 | ..... | ..... | ..... |
| Chemical | 112 | 3,800 | 33.93 | ..... | ..... | ..... |

### Pointers for Export Lumbermen

S. H. Cooke, 607 Cordova Street, Vancouver, B.C., in a recent letter to the press, offered a few suggestions that have been favorably commented upon by local millmen. Mr. Cooke said: "If the sawmills of British Columbia carried out a logical heart-to-heart talk with the public, relative to the 'labor-and-lumber' costs, I am positive that they could increase their production 25 per cent., which in turn would stimulate logging, which would revive hardware, revive this and that, till it passed all around, and hence, perhaps, it would be advisable for others than those interested in the lumber business to 'get busy.' Then Vancouver could win the phrase 'Vancouver has no slogan but business.'

"The lumbermen should recognize the fact that the lumber industry—served from the Baltic—in Europe, are careful to study European requirements. The dimensions and standards are entirely different from ours, and considering that we lost the Australian business through overlooking this fact, we might profit by the experience.

"It must be remembered that every piece of 'kindling' used in Great Britain is obtained from the Baltic. This is shipped in pieces 1¼ in. by 6 in. by 4 ft. It does not have to be 'clear,' dried or seasoned. This is interesting for the reason that it offers a field for a by-product of our mills, and such small pieces used to fill in with big square timbers, where space would be otherwise wasted, brings down the cost in freight.

"If you ask the average Englishman about Douglas fir, he thinks that you are talking automobiles. I am positive that, with publicity, fir would replace the pine shipped from the Baltic. For general construction, point by point, fir is far superior to Baltic pine—which is entirely different from American pine. That the Baltic have kept their trade is due entirely to their 'standard dimensions.' In this matter I speak with a knowledge of American and Continental experience in construction, and the lumber used on such work. Quality comes first in Great Britain and increased freight rates is no argument relative to that market, where lies a great field, and yet we murmur, 'hard times.'"

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The attention of our readers is called to the advertisement of Norman S. Knox, 47 Wellington Street East, Toronto. Mr. Knox is offering a line of detachable lumber trucks for saw mills, planing mills, and lumber yards, which is particularly popular with the lumber trade. Catalogs will be forwarded on request.

# St. John, N.B. Lumber Trade Conditions

## Export Market for Deals Strong—Sailing Vessels Helping the Freight Situation—Local Trade Conditions Quiet

St. John, N.B., May 18th (Special to the Canada Lumberman):—During the past winter the state of the local lumber trade has been like many other things, simply marking time. Absolutely no new work was started, and all that was doing was cleaning up the old work from last season's contracts. All the factories were running short time and there was hardly enough work to keep a small crew busy. In St. John, at the present time, no great amount of new work has been started. The only large contract in view at present is the new building to be erected for Scovil Bros. & Company, clothiers, just adjoining their old premises on King Street. During the past week business has seemed to pick up, but people lack confidence, and, under the depression are moving very cautiously, but it only needs some decisive victories at the seat of war to restore this confidence, at least to a limited degree. Many people have plans of homes, and real estate companies also have many plans for building, but are holding up the work until things brighten up, when it is felt that the building trades will again move along at a good pace.

Prices on low grade stocks are being shaded as the lumber merchants are pushing each other for business, and the factories are also making cuts here and there to try to get the work. Persons who have more or less decided to build houses would do well if they went on with the work, as contractors are doing just what the suppliers of material are: cutting close to get work. So, taking it all around, one can build cheaper this season than last, and when confidence is restored and trade moves up, wages, lumber and material of all kinds will naturally advance.

Refuse lumber of all kinds is off, from $1.00 to $1.50 per M. under last year's prices. Hemlock boards for boarding-in purposes are also easier. The market in all boards, both spruce and hemlock, is overstocked. The American market, which usually takes considerable quantities of these boards, is very much depressed, and it is not a question of price, but of getting a buyer. But it is now felt that the worst is over in the building trades here. Enquiries have been coming to hand during the past week, which goes to show that people are awakening, and much work which has been held up in the house-building line will go on. There are practically no vacant houses in St. John and builders say that if they could get the credit they could sell the houses without any trouble. East and West St. John must develop, as these two parts of the city are bound to become the residential parts of the city, especially the west side. In a month or two the only drawback will have been eliminated, that is, the car service of west and main St. John will be linked together as one line. By the finishing of the new bridge over the Falls many lots have been purchased, and there are more opportunities to buy the best of lots in the best part of the city.

In the wholesale lumber business this has been more or less of a troublesome year, the greatest drawback was the moving of the stocks which were sawn last season. These stocks of the local mills were in the hands of the exporters, viz., W. Malcolm MacKay, J. E. Moore & Company, Geo. McKean Company, and one or two others, but yet a portion of this stock remains at the mills, as the buyers could not get tonnage enough at any price to move their stocks. Freights began to rise last August after the war broke out, starting largely at 50 shillings per standard until as high as 140 shillings has been paid from St. John to British ports, the buyers could have had considerable tonnage even when it got to 100 shillings, but they thought it would ease. Instead it began to grow scarcer and to go higher, Many sailing vessels have been fixed to load at 120 to 130 shillings, and St. John is now beginning to look like old days, when square riggers were the great movers of deals. Many vessels arrived during the past few days and probably all the old deals will be cleaned up within a month. A good quantity of portable stock is now held here in scows awaiting shipment, as tonnage not being available during the winter, the portable mill stock coming in cars was forced to be unloaded into lighters and held.

At the present writing about all the cut of deals for the coming season, both here and through the province, have been sold, largely around $19.50 for a specification running 50 per cent. 7 in. and 8 in. x 3 in., balance 9 ft. x 3 in. and up. This is $2 per M. higher than ever before received, but at present not a bid is being made for any new deals for sale, as the exporters are refusing to take any chances. They claim that considerable Swedish stock is finding its way into England, much more than was anticipated, and it is said that deals are easier on the English side. Stocks are not heavy and if freights can be had, no doubt the market will absorb all the stock to be made here.

The mills are not all sawing English deals, but very little stock is being sawn for the American market. Messrs. Randolph & Baker are not sawing as yet, and it will probably be July before they do so, as they are entirely rearranging their mill with a double cutting band mill and a band resaw, all supplied by the Berlin Machine Works. They have thrown out both their old live gangs and when the mill is remodelled it should be one of the best on the River St. John. Messrs. Murray and Gregory, Limited, are sawing entirely for the English market, and J. E. Moore for the English market. Estate Chas. Miller, and Miller Moore & Company are both sawing logs for Stetson Cutler & Company, mostly for the English market, with the exception of some narrow sizes. Messrs. Stetson & Cutler are sawing English and American combined. The stock coming from Stetson Cutler & Company's mills is largely sawn from logs cut in the State of Maine and is much longer and of a broader average than that manufactured from ordinary short English deal logs.

Stocks of English deals are now fairly light at St. John, and the only excess of stock is that made through the winter by portable mills throughout the country. This is now being brought out by the rivers and will be shipped out as opportunity comes. It is of a much inferior grade, both as to lengths, widths and manufacture, but it is mixed up and sold as lower port stock, the mills at St. John being largely used to sweeten up with because of their better manufacture. This stock is coming into competition more and more each year with city cut stock and demands about as much money.

It is to be hoped that the market will keep steady, so that the mills will be able to operate all through the summer, for, with the mills forced to stop sawing this season would be a very hard one in St. John.

Ten millions of deals would cover all the stock, old and new, portable sawn, at St. John. On the north shore of the province about all the English stocks have been shipped either last fall or during the winter.

Laths are keeping fairly well in pace with deals and have not weakened to any extent. Stocks are very low and are bringing about $2.75 to $2.80 on wharves at St. John. A few old laths still remain but these are now being loaded on vessels for shipment.

The shingle market remains very unsteady and it is very hard to sell the extras and clears at any price. The 2nd clears and Ex. No. 1 are pretty well taken up, but no heavy demand is being felt, and any excess of stock on the market will make it almost impossible to do anything. Prices locally are: extras about $3.25, clears $2.85, 2nd clears $2.50, Ex. No. 1 $1.70.

The box business is in a state similar to all other classes of wood goods, and it is hard to find business, but the worst of the box season is now over.

The logs in the St. John River have just begun to run; it is too early to forecast whether all the drives will get in. Yesterday it was said that unless more rain came the drives which are in the upper St. John corporation would not reach the booms this year. This will mean a hang up of at least thirty million feet, which will materially decrease the stock to be manufactured at St. John, but it is hoped this will not occur. The cut this year for St. John would total, if all were in, about seventy million feet.

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### New Brunswick Export Trade

The exports of lumber from St. John, N.B., to transatlantic ports last year amounted to 84,027,826 superficial feet of spruce, and 7,651,-181 superficial feet of birch plank with 1,411 tons birch timber, compared with 80,714,861 superficial feet spruce, 5,823,761 superficial feet birch plank, and 2,307 tons birch timber in 1913.

The following table gives the shipments from New Brunswick ports during the last three years.

| Port | 1912. Ft. | 1913. Ft. | 1914. Ft. |
|---|---|---|---|
| St. John | 76,846,726 | 80,714,861 | 84,027,826 |
| Dalhousie | 15,909,671 | 16,000,000 | 12,000,000 |
| Bathurst | 7,615,378 | ..... | ..... |
| Newcastle | 33,494,529 | 22,103,758 | 26,126,424 |
| Chatham | 45,623,040 | 52,384,955 | 35,945,187 |
| Richibucto | ..... | 1,594,990 | ..... |
| Buctouche | 287,556 | ..... | 253,354 |
| Campbellton | 35,152,226 | 54,351,943 | 37,370,151 |
| Out Ports of Sackville. | ..... | 8,527,876 | ..... |
| Sackville | ..... | ..... | 392,198 |
| Albert | ..... | 15,669,408 | ..... |
| Shediac | ..... | 3,792,069 | ..... |

Four years ago the total exports from the Province to trans-Atlantic ports amounted to over 280,000,000 feet, compared with less than 200,000,000 feet this year. The names of the shippers from St.

John last year, with the amounts of spruce lumber shipped were as follows:—

| | 1913. | 1914. |
|---|---|---|
| W. Malcolm MacKay | 32,668,873 | 37,703,517 |
| J. E. Moore & Co. | 22,868,067 | 19,548,966 |
| George McKean | 17,943,693 | 22,417,059 |
| Other shippers | 7,234,228 | 4,358,284 |

The exports of lumber, pulp and pulpwood to the United States last year showed a slight decline in value over those for 1913. The statement by quarters follows:—

| | | |
|---|---|---|
| First quarter | $ 297,539.34 | $ 195,255.95 |
| Second quarter | 452,141.61 | 531,509.33 |
| Third quarter | 405,647.40 | 539,876.41 |
| Last quarter | 370,140.24 | 203,388.41 |
| Totals | $1,525,468.59 | $1,470,030.10 |

# Cooperage Stock in Export Markets

## Requirements of Other Countries—Important Trade for Canadian Goods in Many Foreign Markets

**Contributed specially to the Canada Lumberman by J. Innes**

The market for cooperage stock abroad is a very important one, but is practically in the hands of a few manufacturers who cater to the specifications required by foreign countries, which are not generally the standard specifications on this continent. Metrical measurements are used in a great many cases. In others the English standard is used, so that the export business is confined to manufacturers who are willing to specialize in this trade. The war has affected shipments seriously. The demand is good, but freight room is hard to secure. Freight rates have trebled, quadrupled and in some cases are even worse than this.

The German, Austrian, and in fact the whole of the Baltic markets are practically closed, and these markets consumed a lot of tight barrel stock. On the other hand, the demand for Mediterranean ports has increased as these ports drew their principal supplies from Austria and Russia, in the former case slack barrel and in the latter case, tight barrel stock; while a large quantity of slack barrel stock was imported from Norway and Sweden and these countries find difficulty in getting freight room.

Canada and the United States ship large quantities of tight barrel stock to nearly every foreign country, France, Germany and Italy being the largest consumers.

Slack barrel stock is exported principally to the United Kingdom, Jamaica, Cuba, South America and Mediterranean ports, other countries only buying in small quantities, occasional car loads principally.

Staves and heading exported are for oil, syrup, wine, spirit, herring, olives and all kinds of liquids, being made from white and red oak, ash and gum, and for flour, sugar, bottling, cement, lime and all other kinds of slack packages, made from elm maple, birch and poplar. Hoops made from elm.

Most foreign buyers prefer to deal with Canadian firms as they know the export demand and keep strictly to the standards required in the different countries, and do not try to substitute something "just as good" or to have the foreign buyers conform to their own ideas, but give them what they want.

The chief export markets for Canadian cooperage stock are Great Britain and Ireland, France, Italy, Holland, Germany, South America, West Indies, Australia and South Africa.

In Great Britain and Ireland there is a demand for our slack barrel, white oak pipe, hogshead barrel and keg staves, red oak hogshead staves, both rough and dressed; also flat dressed heading. Some shipments of oil and glucose staves and heading are also made to these markets.

France takes white oak claret staves principally, some rough hogshead and barrel staves and heading.

Italy takes wine staves principally 34 to 36 x 1-in., oil, pipe and hogshead staves and heading for olive and vegetable oils.

Holland and Germany have in the past been markets for pipe hogshead and herring staves, mostly in the rough. Large quantities of oil staves and heading are also used in Germany.

South America takes tight barrel shooks, slack barrel shooks and staves and heading of various dimensions for all kinds of packages, which are made up locally.

The West Indies takes rum, molasses and sugar shooks, in white and red oak, orange and pineapple shooks, and slack barrel stock. Very little dressed or rough staves are used in the West Indies.

Australia takes principally dressed white oak staves and heading. Some red oak stock is also used.

South Africa takes rough white oak staves and heading, but more dressed white oak staves and heading.

Business customs in connection with the cooperage export trade are as follows:—

Credits are usually opened by buyers in London, New York or Montreal so that drafts may be drawn on bankers at these ports on approved credits at 30, 60 or 90 days. All drafts are attached to bills of lading, invoices, inspection certificates and insurance policies where goods are sold cost, freight and insurance. If sold cost and freight only, insurance is left to the buyers or their agents.

Freight rates are governed by other goods being shipped. Dunnage rates are sometimes secured especially for rough and dressed tight barrel staves and heading, but shippers must be careful if shipping at dunnage rates (which are nominal) to specify that they are guaranteed against damage by lubricating or other oils or anything else which will spoil the stock.

Insurance rates (except in war times) are low on liners; being one-eighth of 1 per cent. and sometimes even lower. On tramp steamers and sailing vessels rates are higher, one-quarter of 1 per cent. to 1 per cent. being demanded according to the class of vessel.

The trade in slack barrel stock meets with competition from Norway and Austria, which are the principal countries looking for export markets. Germany produces 25 per cent. of its own requirements.

Russia is our largest competitor in tight barrel stock; then Austria and to a small extent Germany. The United States produces more tight barrel and slack barrel stock than all other countries combined, and Canada comes next.

The export trade is a large one and is growing. Canada unfortunately has wasted millions of feet of available timber, and is consequently unable to export much tight barrel stock, but is still in a position to meet world competition in slack barrel stock, and the manufacturers here depend on the export business to a very large extent.

The export market is a close one and manufacturers have to work on a small margin to compete with the United States, Norway and Russia, but the excellence of Canadian products gives them the preference and foreign buyers like to deal with Canadian houses, as invariably they endeavor to make their word as good as their bond.

### Currency and Measurements Used in Export Markets

British and Foreign currencies and measures of length with their Canadian equivalents are as follows:—

| Country | Monetary Unit | Canadian Equivalent | Measure of Length | Canadian Equivalent |
|---|---|---|---|---|
| United Kingdom | Pound or sovereign. | $4.86 2/3 | Same as Canadian | |
| British Possessions, viz:— | | | | |
| Antigua | Pound | 4.86 2/3 | Same as Canadian | |
| Australian Commonwealth | " | 4.86 2/3 | Same as Canadian | |
| Bahamas | " | 4.86 2/3 | Same as Canadian | |
| Barbados | " | 4.86 2/3 | Same as Canadian | |
| Bermuda | " | 4.86 2/3 | Same as Canadian | |
| British Guiana | " | 4.86 2/3 | Same as Canadian | |
| British S. Africa | " | 4.86 2/3 | Same as Canadian | |
| Dominica | " | 4.86 2/3 | | |
| Grenada | " | 4.86 2/3 | | |
| | | W. F. | | |
| Hong Kong | Dollar | .8701 .903 | | |
| Jamaica | Pound | $4.86 2/3 | | |
| Montserrat | " | 4.86 2/3 | | |
| Newfoundland | Dollar | 1.01388 | | |
| New Zealand | Pound | 4.86 2/3 | | |
| St. Kitts | " | 4.86 2/3 | | |
| Nevis | " | 4.86 2/3 | | |
| St. Lucia | " | 4.86 2/3 | | |
| St. Vincent | " | 4.86 2/3 | | |
| Trinidad & Tobago | " | 4.86 2/3 | | |
| Argentine Republic | Peso | 96.5 cents | Metric. | |
| Belgium | Franc | 19.3 " | " | |
| Brazil | Milreis | 54.61 " | " | |
| | | W. F. | | |
| China | Shanghai tael. | 1.20775 .885 | 10 fun = 1 tsun = | 1.41 E. in. |
| | ‡Haikwan tael. | 1.20975 1.000 | 10 tsun = 1 chek = | 14.1 " |
| | | (See note) | 10 chek = 1 ch'eung = | 141 E. in. or nearly 4 yds. |
| Columbia | Dollar | $1.00 | Metric. | |
| | | | Vara | 38.874 in. |
| Cuba | " | 100 cents | Metric. | |
| Denmark | Krone | 26.8 " | " | |
| | | | Ell | 2.06 ft. |
| France | Franc | 19.3 " | Foot | 1.03 ft. |
| German Empire | Mark | 23.8 " | Metric. | |
| Japan | Yen | 49.8 " | " | |
| | | | 10 bu = 1 sun = | 1.193 in. |
| | | | 10 sun = 1 shaku = | 11.93 in. |
| | | | 10 shaku = 1 jo. = | 119.3 in. |
| Mexico | Peso | 49.8 " | Metric. | |
| | | | Vara | 32.9 in. |
| Netherlands | Floria | 40.2 " | Metric. | |
| Norway | Krone | 26.8 " | " | |
| | | | Fot | .974 ft. |
| Russia | Rouble | 51.5 " | Sajene = 3 arshins | 7 ft. |
| | | | Arshin = 16 vershoks | 28 inches |
| | | | Russian inch | English Inch. |

Note.—The average value of the Haikwan Tael for 1908 was 65 cents; 1909, 66 cents; 1910, 69 cents; 1911, 65 cents, and for 1912, 74 cents.

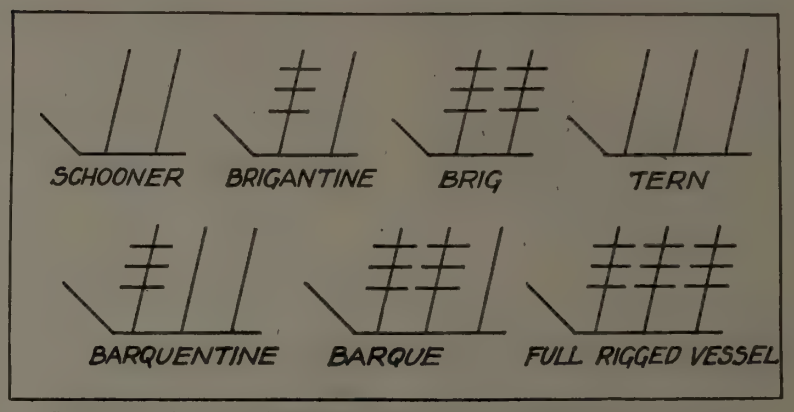
‡The values in Chinese Imperial Customs Returns are always given in Haikwan taels, which are relatively in value equal to about 1.113 Shanghai taels. The tael is in reality not a standard of value (there is no such coin), but of weight, and when used in the sense of a value it only represents its weight in gold or silver, as the case may be, the real difficulty is to establish its exact equivalent in grains.

# Nova Scotia's Export Trade in Lumber

## The Rise and Development of the Trade—Its Relation to the Shipping Industry.

Written specially for the Canada Lumberman By Elihu Woodworth

THE greater part of the lumber exported from Nova Scotia finds a market in the United Kingdom of Great Britain and Ireland. That market takes practically all the deals shipped, all the ton timber and a considerable portion of the battens and scantling. The other lumber exports, consisting chiefly of spruce and hemlock boards, laths and scantling, go to the United States, the West Indies and South America. Large shipments of piling are made to the United States from some parts of the province, and large quantities of pulp wood were formerly exported, but a home market for this class of wood has been created by the erection of pulp mills in the southern and western parts of Nova Scotia. These mills consume about 25,000 cords of pulp wood annually and turn out about 50,000 wet tons of pulp, worth $400,000. In the eastern part of the province the trees such as are elsewhere used for pulp wood are converted into pit props and find a ready and unfailing market, It is estimated that the quantity of wood used annually in the mines for props is twice as large as the quantity required to supply the pulp mills. The demand for pit props is steadily increasing, and a commission has been appointed to investigate the problem of supply, but it is believed that with proper care the supply of small spruce will continue to be equal to the demand. Among the exports are occasional shipments of lumber unlike any of the kinds already specified and somewhat difficult of measurement and classification. For instance, one firm exported last year 3,400,000 dowels, varying in length from twelve inches to four feet. Two large cargoes of maple logs have been exported from Parrsboro this season to be made into lasts, and occasionally a cargo or part of a cargo of black spruce poles is exported from Cumberland County to Boston or New York to be used for boat masts, flab poles and props for clothes lines.




Diagrams showing rigging of Ocean Going Sailing Vessels, from information furnished by F. G. Wheaton.

### Beginnings of the Export Trade

The lumber export trade of Nova Scotia began about one hundred and forty years ago, when some of the early British settlers commenced shipping ton timber—birch logs hewed square—to England. The price obtained per ton—forty cubic feet—was twenty shillings, which does not differ very materially from present quotations. The export of ton timber led to the shipment of spruce deals to the British market, and the trade thus established had a rapid development which was for a time very profitable to the exporters through the demands caused during the wars of Napoleon by the closing of the Baltic.

The growth of the export trade led directly to the development of the wooden shipbuilding industry in Nova Scotia. Lumber could not be exported without ships, and ships of any kind were not easily obtained. The lumbermen were equal to the emergency. They utilized the crooked logs, which were of little value for lumber, and built sturdy brigs, which, if not so finely finished as modern vessels, were at least staunch and seaworthy and were good carriers. As the export trade expanded, these vessels were succeeded by barks and ships, and vessels of even increasing tonnage were turned out from the numerous shipyards, until Nova Scotia had a fleet of which her people were justly proud, and Nova Scotian ships were seen on every sea. But a change came which proved somewhat disastrous to many shipowners. The Board of Trade in their praiseworthy solicitude for the safety of seamen condemned a large number of ships which had seen their best days, and thus practically put them out of commission so far as their owners were concerned. If the old ships had been destroyed they would have been replaced by newer and better vessels and the lumber trade would have suffered little interruption. But instead of that course being pursued the condemned vessels were sold for a song to the Norwegians, who fitted them up with windmills to do the required pumping, and, in many cases, changed their names. These vessels, representing a small outlay of capital, paying low wages and very cheaply outfitted, were at once placed in competition with the costly and well-found ships of the provincial fleet. Under these conditions and with no insurance to pay, it is evident that the Norwegian and other foreign owners could easily underbid their competitors and could carry lumber profitably at prices which would not pay the running expenses of the home fleet. There was little encouragement to build more ships under such conditions, and besides that, big ship-timber was less accessible than in former years. Many of the shipyards in Nova Scotia were closed and the others were chiefly devoted to the building of schooners for the coasting trade and for the fisheries. Larger vessels were built from year to year as the demand increased, until the province now owns a fine fleet of handsomely modelled and well-built three-masted schooners with an occasional four-master among them, while a large fleet of smaller craft with yacht-like lines and handsome, up-to-date rig and outfit are engaged in the fisheries.

### Entrance of the Tramp Steamers

While the reorganization or readjustment of the provincial fleet was taking place another change occurred which was destined to have a marked effect upon the export trade in lumber. Some twenty years ago a few tram steamers came to Nova Scotia looking for deal cargoes. They were able to compete with the Norwegian and other foreign sailing ships in prices, and as they could give greater dispatch and carry larger cargoes, they were better adapted to meet the requirements of the exporters. As a natural consequence they soon had entire control of the lumber trade to British markets. The Norwegian and other ships which had driven the home fleet out of the home market had, in their turn, to give way to the steamers. The triumph of steam over sail appeared to be complete, and the new condition promised to be permanent. This spring, however, another change developed. Lumber operators, who had largely increased their output on account of the advance in prices, found that owing to war conditions very few if any steamers could be obtained. Wooden ships were no longer available; the steamers which had supplanted them were employed elsewhere; lumber prices were soaring in England; freights were advancing by leaps and bounds, and the problem that confronted the lumber operators was how to find bottoms to transport their output. At this junction it was suggested that our larger schooners might be employed in carrying lumber to the British markets, but the objection was at once made that only square-rigged vessels were suitable for ocean voyages. However, as the demand became increasingly urgent, a considerable number of schooners accepted charters and commenced loading. Several of these have gone across safely, others have started on the voyage, while many others are loading or preparing to load. One schooner which was caught in a gale, lost her sails and had a rough experience generally, but she fared as well as a lumber-laden bark that was out in the same storm. In fact this vessel's experience appears to have demonstrated that, contrary to the belief that has long been generally accepted, a staunch schooner with good sails and gear will make as good a showing on an ocean voyage as any square-rigged vessel.

And now a word concerning freight charges. The rates of freight on lumber fluctuate very much as they do on other commodities. Sometimes they are very low—much too low for a living profit, as seen from the ship-owner's point of view. Sometimes they are so high that they are regarded as profit-killers from the exporter's view point. Many millions of feet have been shipped at from thirty shillings to forty shillings, and frequently the price has gone above forty shillings, so that the average rate during the last twenty years has been about thirty-eight shillings per standard. Last fall a few cargoes were shipped at a small advance on fifty shillings, but never before within the memory of man have freights soared to their present altitude, when the current rate is 130 shillings per standard. The rates

on lumber to South America have also shown a mavellous advance. A few years ago cargoes were carried at $6.75 per thousand feet, and ten dollars per thousand was, until recently, considered good business by the vessel men. Now the rate has soared to $21 per thousand, and bottoms are not easily obtained even at that price. Shipowners are reaping a rich harvest and can well afford to pay the added cost of war insurance.

### Details of the Nova Scotia Export Trade

The different kinds of wood cut in Nova Scotia for export may be divided approximately as follows: spruce 60 per cent., hemlock 20 per cent., pine 10 per cent. Spruce, in one form or another, finds a market in Great Britain, the Eastern States, the West Indies and South America. Hemlock goes chiefly to the United States and particularly to New York. The most of the pine is sent to the West Indies. Hardwood, which ranges from five per cent. to 10 per cent. of the total output, according to circumstances, goes almost exclusively to the British market in the form of deals or ton timber, but occasionally a cargo of a specified kind is shipped to the United States to order. The only exporters engaged in the ton timber business at present are Messrs. J. D. & P. A. McGregor, Limited, of New Glasgow, to whose courtesy I am indebted for information received. They have not been shipping so much timber as in former years, but they still handle some every season. Their maximum shipments in recent years have been about 2,500 tons, or 100,000 cubic feet, but their output some seasons has fallen to 500 tons. Nearly all the timber they export is made by farmers off their own lands, and very much depends upon the current prices and the kind of winter. If there happens to be much other lumbering in progress in the district where it is made very little ton timber will come out. The timber is always sold as birch, but occasionally a few pieces of maple or elm are shipped with it. The buyers, however, object very strongly to taking any beech. Most of the timber now shipped is made in the eastern part of Picton County and the western part of Antigonish and is hauled out to various points along the railway. The average size of the timber is fifteen inches, but occasional pieces are still brought out that will measure up to twenty-eight inches. The growth of hardwood is so slow that the available supply of big trees is becoming scarce, but if the proposed Guysboro railway is built, as it undoubtedly will be sooner or later, and is fairly certain to be at once, it will give access to wide tracts of virgin forest and should open up a large quantity of hardwood suitable for this trade. The chief markets are Liverpool and Glasgow with occasional shipments to London and Bristol. In the old days great quantities were shipped from Pictou in the wooden sailing ships, but now it nearly always goes forward in the Liners from Halifax, although small lots are occasionally shipped with the deal cargoes from Pictou. In the old days large quantities were shipped from various ports in the province, and old shipmasters tell marvellous tales of timber that measured up to three feet square, but the old times are departed, never to return, and while the trade in ton timber lasts it will be held exclusively by the eastern part of the province.

It is evidently of little use to attempt to forecast the outcome of the present extraordinary conditions. If it had been known six months ago that the war would continue until now without any indications whatever of a speedy ending, it is probable that more ships would have been built, although very few could have foreseen the abnormal advance in freight rates. As it is, the vessels that were being built have been rushed to completion or are being rapidly finished. Their owners will receive part of the benefit of the war prices, but some of them do not care to venture further for fear of the inevitable slump in freights which must occur when peace is restored. It is true that the demand for lumber in Europe may be even greater when the war is ended than it is at present, but the Baltic ports will then be open and will have the advantage of being comparatively near to the places where lumber will be needed. Then, too, many of the steamers now employed elsewhere will be released and will be seeking lumber freights with their old time readiness to cut prices, so that it really seems practically impossible that the present freight rates or anything near them shall continue very long after the war is over. Meanwhile the lumber operators and the fortunate owners of vessels are using every effort to take the fullest advantage of their very unusual opportunities, and are not, as a rule, taking the trouble to peer very far into the future.

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The importation of matches into the West India Islands is extensive, but Canada seems to have done nothing to share in the trade. Although there is a large match factory in British Guiana that country imported 3,586,680 boxes of matches in 1914 from the United Kingdom, Denmark, Norway and Sweden. Trinidad imported 6,240,160 boxes. Barbados imported 2,007,840 boxes from the United Kingdom and the United States. The Leeward Islands imported in 1913, 1,984,080 boxes. Thus the colonies within the preferential agreement import annually over 16,500,000 boxes of matches. Jamaica imported last year 5,861,280 boxes.

# Lumbering Industry of Nova Scotia

## Its Chief Resources and Important Markets—England Likely to be the Chief Export Market in Future

Written specially for the Canada Lumberman By O. T. Daniels, Attorney General for Nova Scotia

Hon. O. T. Daniels, Attorney General for Nova Scotia.

The value of the forests of Nova Scotia as a factor in the industrial life of the province may be determined by figures recently published by the Department of the Interior, from which we learn that during the year 1913, the last year for which approximately accurate returns are available, the quantity of lumber cut within this province represented a total of 274,722,000 superficial feet with a market value of $3,669,264.

In comparison with 1912 we find the above quantity about thirteen per cent. less than the cut of 1912, and if figures for 1914 were available we would doubtless find the cut for 1913 considerably exceeded the quantity harvested in 1914.

Various causes may be assigned for the apparently diminishing quantity produced in recent years, chief of which may be noted the suspension of lumbering operations at various points within the province by some of our larger operators.

The principal wood shipped from Nova Scotia to the United States is hemlock, although there is also a considerable quantity of spruce and pine shipped. Most of the hemlock is shipped to New York and vicinity. Nova Scotia hemlock has to compete there with American lumber which comes chiefly from Pennsylvania, New Hampshire and New York States. Our spruce is chiefly shipped to the British market. At the present time there is no difficulty in securing a market for any and all Nova Scotia lumber. The great obstacle is scarcity of tonnage. Freights are extremely high and shippers are confronted with an unusual situation. Despite the rates, however, which range at 135 shillings per standard, substantial profits are being made.

### Future of the Export Trade

The Eastern Provinces of Canada have had practically a monopoly of the American Atlantic markets, but there can be no question of doubt that the link of the two great oceans by the Panama Canal will eventually establish a new order of things. Consequently the Nova Scotia lumberman must continue to regard England as his chief customer. Present lumber conditions are, of course, abnormal in the Motherland. Nevertheless, these conditions have given our lumbermen an opportunity never before enjoyed. On a resumption of normal trading it may well be that Nova Scotia will continue to fill requirements heretofore met by dealers in Russia and the Scandinavian countries.

With the increasing local consumption of all classes of lumber due to the steady development which is taking place, and the multiplication of pulp mills in Canada, coupled with the fact that the price of pulp wood has nearly doubled within ten years, the wood lands of this province have taken on a new value. As in most of the other provinces of the Confederation, the Crown lands of Nova Scotia at the time of the Union (due to a policy it is not my present purpose to discuss) had little of real value from the lumbermen's standpoint. Like all other countries, the forests were regarded by the early settlers as an enemy, and any means that would most quickly clear the land was resorted to. Such a sentiment naturally led to a succession of fires which annually, for many years, burned over large areas. An awakened sentiment as to the value and possibilities of that part of our forest lands still owned by the Government resulted in the passage of advanced legislation from time to time. These Acts were amended and consolidated in 1913 by the Forest Protection Act. This measure enlisted the sympathy and support of all classes, and its enforcement was made easy by its popularity.

### Preserving the Timber Resources

The result of this legislation has been that since 1904 we have not had any serious fires in this province and have demonstrated the popularity of controlling forest fires even under most difficult conditions. It is estimated that we have in forest area within this province about 5,000,000 acres that are not suitable for settlement, but are exceptionally qualified as a continuous forest area. With an annual growth of 100 feet per acre, a conservative estimate for our climate and location, this present forest area would produce an annual growth of 500,000,000 feet. Besides what is termed the forest area above referred to,

there are large tracts of lands previously regarded as waste, due to frequent burnings, that are now coming into forest bearing, and it is entirely possible with proper care that our regular forest area may nearly be doubled if only the forest fires can be entirely eliminated or controlled.

Such an addition to the wealth of the province would justify large expenditures and they might safely be made with the expectation that the experience of many of the European countries, which have developed their State Forests under an advanced system of forestry and are today reaping a large income from their holdings, which income is annually increasing, might be duplicated in this province.

To enumerate the value of forests in relation to agriculture and to mechanical industry and as conserving the stream flow of brooks and rivers is not my purpose, but I wish to reiterate this principle of nature—no forests, no waterways. The treeless and waterless districts of Europe furnish the proof.

The Hon. O. T. Daniels, Attorney General of Nova Scotia, whose portrait appears herewith, is a native of that province, having been born at Lawrencetown, Annapolis County, in 1860. He was educated in the public schools and at Acadia College, Wolfville. He was elected to represent Annapolis County in the Legislature Assembly in 1906 and re-elected in two subsequent provincial elections. In 1907 he was appointed a member of the Executive Council of Nova Scotia without portfolio, and in 1911 succeeded the Honourable A. K. McLean as Attorney General.

## Cargo Specification

As there does not seem to be any fixed rule for making up specifications in a uniform manner, reference to the subject will not be out of place. Some mills adopt the system of making all domestic and foreign export specifications out in feet board measure for each size and length, while others make out their specifications in lineal feet for each length and then add up their total and bring same to board measure. The latter system of making out the extensions in lineal feet should be universally adopted, as everyone who is familiar with this class of work knows that a specification with the extensions in lineal feet, and showing the totals in board measure, can be finished in a quarter the time of a specification that shows the feet board measure for each length.

Foreign buyers, especially in the British trade, use the lineal measure more extensively than any other, and when they receive specifications in feet board measure they are put to the unnecessary inconvenience of converting them to lineal feet to correspond with their tables and price lists.

### Short Method of Figuring Specifications

A very easy and short method of obtaining the board measure contents of each size and length, when required, is to halve the length and double the thickness. Simple as this rule seems, it is unknown to many experts.

Example: Find the board measure contents of the following:

| Pieces | Size | Length | Feet B. M. |
|---|---|---|---|
| 53 | 2 x 10 | 12 | 1060 |

In the above example, instead of saying twelve times fifty-three, halve the length and say six times fifty-three is three hundred and eighteen (318); now by doubling the thickness, we have the equal of 4 x 10 instead of 2 x 10; therefore, by adding a cipher to the 318 and dividing by 3, we have the board measure contents.

## To Figure Capacity of Freight Cars

Lumber:—To find the amount of rough green lumber any car will carry, cut off a cipher from the marked capacity in pounds, add 10 per cent. and multiply by 3; the result will be the limit of feet board measure the car is allowed to carry.

Example: What is the limit in feet board measure allowed a car of 80,000 pounds capacity?

8000 pounds.
800 10 per cent.

8800 x 3 equals 26,400 ft. board measure.—Answer.

Shingles:—To find approximate number of 16-inch shingles that can be loaded in a box car; ascertain cubical capacity of the car, and to the number of cubic feet add two ciphers; the result will be the number of shingles.

Mr. F. N. McCrea, M.P., has been again chosen as Liberal candidate for Sherbrooke County, P.Q. Mr. McCrea is extensively interested in lumber enterprises in the Eastern Townships district, and is a director of a large number of companies.

During the year 1914 Germany imported timber to the value of $95,778,578, of which Canada's share was $18,326. Germany's exports of timber were valued at $7,361,340, of which timber to the value of $19,516 was sent to Canada.

# Nova Scotia's Export Opportunities

### An Outline of the Foreign Trade in Forest Products and the Possibility of Increasing its Importance

In an address recently delivered before the Commercial Club of Halifax, N.S., Hon. R. M. MacGregor, of D. J. & P. A. MacGregor, Limited, New Glasgow, N.S., gave an interesting summary of the importance of the lumber industry to the province of Nova Scotia. Some of Hon. Mr. MacGregor's references to features of the industry, which are of interest from an export point of view, were as follows:—

While Nova Scotia is not a lumbering province in the same sense as British Columbia, Ontario, Quebec or New Brunswick, yet few of our own people have any idea of the magnitude of the industry even in this province.

When the first settlers came to our shores they found practically an unbroken forest right to the water's edge. This forest abounded with woods of great variety and value. Of these the pine and the oak were probably the most valuable. There were no sawmills in those early days, and the settlers set to work to hew the timber, as an immediate source of revenue and with the ultimate object of clearing the land for cultivation. For instance, we find that the famous band of Scottish pioneers, who came to Pictou in the ship "Hector" in the year 1773, a year later had hewn sufficient timber to ship a cargo to Britain. This trade rapidly developed all over the province. The prices received in those early days for hewn timber were remarkably high; birch bringing often as high as twenty shillings per ton of forty cubic feet. This is practically as much as it brings today, and having regard to the purchasing power of money in those early days, the price at that time was remarkable. During a period of about twenty years at the beginning of the nineteenth century, the timber trade in Nova Scotia flourished. It is curious and interesting how history is wont to repeat itself. The famous Berlin Decree of Napoleon Bonaparte, which closed the Baltic and the Scandinavian ports to trade with Great Britain one hundred years ago, had precisely the same effect upon the timber trade of Nova Scotia as the present great war is having upon it today. The prices of all kinds of lumber soared high and Nova Scotians profited directly as a result of the Napoleonic War.

We are wont to point back with feelings of pride to the great days of our wooden shipbuilding industry, when Nova Scotia boasted a fleet of merchantmen sailing the seven seas, and when our per capita tonnage of sea-going vessels was the greatest of any country in the world. It is interesting to remember, however, that the development of this shipbuilding industry was a direct outcome of the timber trade. I have noted how the early settlers soon began to export timber to Great Britain. It was not long until they commenced to build the vessels to carry this timber. It is true that these ships were at first crudely constructed and were generally sold with the cargo upon making a single trip across the Atlantic in the summer weather. It is none the less true, however, that it was these humble beginnings of shipbuilding that ultimately resulted in the great Nova Scotia fleets of thirty and forty years ago.

Spruce from the central and eastern portions of the province goes almost wholly to Great Britain; so also does hardwood in the form of deals, with a small quantity of hewn birch. In the western portion of Nova Scotia, however, the spruce and the pine are sent largely to South America, the West Indies and the United States. The reasons why this is the case are partly geographical and partly owing to custom.

### Importance of Nova Scotia Export Trade

The importance of the export trade to the various ports of the province is very considerable. From the port of Halifax, there was shipped last year over sixty million feet of lumber. The stevedoring of this alone would amount to a very considerable item, to say nothing of the money left in the port by the many vessels required to move this stock. The same is true to a lesser extent of Pugwash, Pictou, Bridgewater, Annapolis, Parrsboro' and the other points of export.

Dr. Fernow estimates the annual lumber production of the province at from three hundred and fifty million to four hundred million superficial feet. With the increased activity this year, owing to war prices, I would think the production for 1915 would not fall short of five hundred million superficial feet, representing a cash value of from $7,000,000 to $8,000,000. Dr. Fernow's estimate of the proportions of value of output is as follows:—

| | |
|---|---|
| Spruce | 62 per cent. |
| Hemlock | 20 per cent. |
| Pine | 10 per cent. |
| Hardwood | 4.5 per cent. |

Of the output, he considers that fully eighty per cent. is exported. He estimates the standing coniferous timber of the province at ten billion feet. This would represent about twenty-five years' supply

at the present rate of consumption, without taking into regard the new growth.

In the estimates that I have given you, I have not dealt at all with the production of pulp wood, or the making of mechanical pulp. As we have very few water powers in Nova Scotia capable of great development, our manufacture of pulp has been thus far on a limited scale. This industry is confined to the southern and western part of the province, where there are manufactured at some half dozen pulp mills about 50,000 wet tons of pulp per year. This has a value of about $400,000, and represents about twenty-five thousand cords of wood. But although there is no pulp industry in the eastern part of Nova Scotia, there is a continuously increasing demand for pit timber for our collieries. This consumes a large quantity of wood of a similar nature to that required for pulp in the western part of Nova Scotia. From the annual report of the Department of Mines, I find that for pit props, etc., there were used by the collieries of Nova Scotia last year about twenty million lineal feet, or probably forty thousand cords. At the present time an investigation is being undertaken jointly by the Conservation Commission and McGill University respecting the supply of pit wood available for our colleries, and the nature and possibilities of the various woods used for this purpose. Principal Sexton has already conducted some most interesting experiments in our own Technical College as to the relative strengths of the various pit woods. Personally I do not think that there is any possibility of a shortage of pit timber for many, many years to come. The prices paid by the collieries have always been extremely low, being sufficient merely to pay for the labor of cutting the wood, without allowing anything for the wood itself. Even with these low prices, it has always been found possible to obtain an ample supply of pit wood, and in my judgment there is no need for any anxiety for the future in this respect.

Supplementing the remarks quoted above, Hon. R. M. MacGregor, in a letter to the Canada Lumberman, says:—The spruce deals, hardwood planks and hewn timber (birch) exported from Nova Scotia are practically all shipped to Great Britain. Inch boards, both in pine and spruce, go to South America and the West Indies. A large quantity of hemlock is shipped to the United States, the greater part of it in 2-in. scantling, cut to sizes. Practically all the wood cut in the central and eastern parts of Nova Scotia goes to Great Britain, and in a large measure what is cut in the western part of the province goes to South America, the West Indies and the United States. The United States takes a considerable quantity of 2-in. spruce scantling, as well as the 2-in. hemlock. Very little has ever been done in Nova Scotia in the manufacture and export of spool wood, though a large quantity of this is always shipped from the State of Maine.

There would also seem to be a good export market for cheap furniture. One or two concerns, working in a small way and at great natural disadvantages in respect to their supply of hardwood, have made quite a success at this trade, and there would seem to be great possibilities in it. The same thing applies to the working up of our red birch and our maple, into flooring and finishing, for which there is an almost unlimited market in the United States. Since the war began, there have been numerous inquiries for pit props to Great Britain. It is probable that quite a large trade would have been done in these this winter had not such exceptionally high ocean freights prevailed. From Great Britain also, inquiries ar now coming for hemlock sleepers. There may be great possibilities in this direction.

In speaking before the Commercial Club, I may have left the impression that no use whatever was made of the slabs at our sawmills. I should have pointed out that a great quantity of laths were cut, most of which are exported to the United States. The difficulty, of course, remains that where a portable mill is sawing at any distance in the woods, it seldom pays to cut laths, and the slabs are all wasted.

## A New Montreal Export Firm

The Camwick Lumber Company, Limited, has been formed, with offices at 809 Drummond Building, Montreal, mainly for the purpose of doing an export business. Mr. Irving G. Ludwick is the president, Mr. D. R. Cameron, vice-president and general manager, and Mr. A. M. MacGregor, secertary-treasurer. Mr. Ludwick made his first visit to Canada 19 years ago, and has crossed the Atlantic twenty times. He has also travelled extensively in Australia, the United States, and other countries. He had intended to return to England by the Lusitania, but fortunately was detained in Canada. Mr. Ludwick informs us that he has been engaged on a tour of inspection of the different lumber sections of Canada and Newfoundland. During February and March he drove for six weeks through the timber areas of Nova Scotia. He also traversed on foot, attended by a native cruiser, many frozen lakes and rivers, thus obtainng first hand information regarding what he considers the finest soft wood belt in the Dominion, if not on the whole of the North American continent, the transportation and accessible shipping facilites for export trade to the British Isles and foreign markets being unexcelled.

# Canadian Commisssion Firms Need

### South African Trade Too Often Handled by U. S. Firms—Dependable Inspection Would Build Large Business

In connection with the trade in Canadian lumber in South Africa one of the most important points to consider is the manner in which the transaction is handled at the Canadian end and the manner in which the shipment is made. As on the Pacific Coast, it appears that on the Atlantic Coast also Canadians have been greatly handicapped in the export trade by the lack of commission houses to handle their stocks. Canadian stocks from British Columbia to Australia are handled very largely by San Francisco brokers and on the Atlantic Coast, New York Commission houses handle a large amount of the stock exported to South Africa. This is a great drawback to the Canadian manufacturers and one which ought to be removed at the earliest opportunity. This point is well brought out in letters received by a prominent Canadian wholesaler from the Canadian Trade Commissioner at Capetown, South Africa. In one of these letters the Trade Commissioner, referring to visits which he had paid to a number of South African lumber firms, reported that " all had expressed a desire to arrange purchases of Canadian lumber direct from Canadian dealers and through Canadian ports instead of through New York commission houses. Many of these people, " the Commissioner says, "have made efforts in the past for direct trading, but the obstacle to overcome is standard of grade. Their experience has been that a lumber dealer in one section of Canada would ship as number one, an article which another dealer would ship as number three, and very often the shipper of grade number three would, on the next shipment, send as number two or number one a board that was no better than his previous number three; whereas with an indent for Canadian lumber through New York commission houses, although more expensive, results were more satisfactory, as the New York commission houses invariably inspect all lumber that is shipped for export to South Africa, so, **if you are prepared and will establish a reputation for a fair standard grade, there is no limit to the business that you can do in twelve-inch boards at the right price.**

### A Handicap to Canadian Business

Of course, you will appreciate that the placing of orders for Canadian lumber to South Africa through American channels is a big handicap, as, very often the American commission houses will claim that they have not been able to fill indents for Canadian lumber and they ship American, or very often Canadian at a higher price, through American channels, and my object now is to overcome the New York commission business. This can be done if Canadian lumber dealers, anxious for export, will prove to the trade here that they can be depended on for standard grading.

In further reference to twelve-inch planks, I may say that while on my trip, knowing, of course, that twelve-inch was in comparison more expensive than eight inch, I tried to create a demand among these different people for a narrower board, but it seems to be an almost hopeless task, as the twelve-inch is the only one they use.

You will find also on any correspondence or orders that may come to you, that for coast consumption, they will order dressed lumber; however, for up-country, the orders will be placed for the rough board, as the railway rate of freight on rough lumber from the coast to inland towns is about half the price that it is on the dressed.

I have interviewed a couple of the people here who state that your price sounds very reasonable provided that they get a good grade of board, and there is no doubt that trade can be done in large quantities if suggestions as made are carried out.

In reply to this letter the Canadian wholesaler said that in some cases South African importers asked for delivery at St. John, N. B., and that the freight from an inland point in Ontario to St. John was too high to warrant making shipment. The Canadian Trade Commissioner at Capetown thereupon suggested that quotations might be made on shipments to Montreal instead of St. John. Continuing the Trade Commissioner said, "one of the big difficulties I have to overcome is this indenting of Canadian orders through New York houses, and it can only be overcome by establishing in Canada some export commission houses on the same lines as the Americans have established in New York and Boston. This will have to come in time, and I hope in the near future. Canada's general exports are growing to such an extent that we should be able to interest some of our financial people in establishing a house of this kind. Then, instead of being shipped for inspection in New York, it can be done under many conditions at home, say such as inspection in any one yard to which you may be prepared to ship from, or to the port where you would deliver your goods for the steamer.

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James Grafton, president of the Foreign Lumber Company, Huntington, West Va., a former resident of Aldborough Twp., Ont., paid a visit recently to West Lorne, Ont.

# Canada's Exports of Forest Products By Classes and Countries.

## Canadian Exports of Forest Products by Classes for Year Ending March 31st, 1914.

| Articles. | | Goods, the Produce of Canada. | | Goods, not the Produce of Canada. | | Total Exports. | |
|---|---|---|---|---|---|---|---|
| | | Quantity. | Value. | Quantity. | Value. | Quantity. | Value. |
| | | | $ | | $ | | $ |
| Ashes, pot and pearl | Brl. | 434 | 19,218 | | | 434 | 19,218 |
| " all other | $ | | 29,644 | | | | 29,644 |
| Total, ashes | | | 48,862 | | | | 48,862 |
| Bark for tanning | Cord | 4,833 | 25,577 | | | 4,833 | 25,577 |
| Firewood | " | 16,403 | 49,608 | | | 16,403 | 49,608 |
| Knees and futtocks | No. | 30,526 | 33,404 | | | 30,526 | 33,404 |
| Lathwood | Cord | 72 | 258 | | | 72 | 258 |
| Logs, cedar, capable of being made into shingle bolts | $ | | 376,046 | | | | 376,046 |
| " elm | $ | | 33,721 | | | | 33,721 |
| " hemlock | $ | | 11,276 | | | | 11,276 |
| " oak | $ | | 811 | | | | 811 |
| " pine | $ | | 62,743 | | | | 62,743 |
| " spruce | $ | | 95,483 | | | | 95,483 |
| " tamarac | $ | | 25,473 | | | | 25,473 |
| " all other | $ | | 212,836 | | | | 212,836 |
| Total, logs | | | 818,389 | | | | 818,389 |
| Lumber, viz.: Battens | $ | | 5,426 | | | | 5,426 |
| Basswood | M ft. | 687 | 14,992 | | | 687 | 14,992 |
| Deals, pine | St.hund | 20,375 | 1,408,709 | | | 20,375 | 1,408,709 |
| " spruce and other | " | 149,638 | 6,547,854 | | | 149,638 | 6,547,854 |
| Deal ends | " | 7,124 | 294,195 | | | 7,124 | 294,195 |
| Hickory | M ft. | 59 | 2,993 | | | 59 | 2,993 |
| Laths | M | 608,921 | 1,699,221 | | | 608,921 | 1,699,221 |
| Palings | " | 2,909 | 20,657 | | | 2,909 | 20,657 |
| Pickets | $ | | 206,573 | | | | 206,573 |
| Planks and boards | M ft. | 999,079 | 19,514,128 | 232 | 8,547 | 999,311 | 19,522,675 |
| Scantling | " | 87,233 | 1,264,881 | | | 87,233 | 1,264,881 |
| Shingles | M | 689,150 | 1,775,619 | | | 689,150 | 1,775,619 |
| Lumber, Shooks, other | $ | | 189,777 | | 1,224 | | 191,001 |
| Staves—other and headings | $ | | 70,249 | | 669 | | 70,918 |
| All other lumber, n.o.p | $ | | 257,602 | | 3,028 | | 260,630 |
| Total, lumber | | | 33,272,876 | | 13,468 | | 33,286,344 |
| Match blocks | $ | | 6,739 | | | | 6,739 |
| Masts and spars | No. | 299 | 3,499 | | | 299 | 3,499 |
| Piling | $ | | 176,959 | | | | 176,959 |
| Poles, hop, hoop, telegraph and other | $ | | 127,354 | | 84 | | 127,438 |
| Posts, sleepers and railroad ties | $ | | 247,996 | | 21,369 | | 269,365 |
| Shingle bolts, of pine or cedar | Cord | 13,582 | 47,132 | | | 13,582 | 47,132 |
| Timber, square, viz.:— | | | | | | | |
| Ash | $ | | 3,414 | | | | 3,414 |
| Birch | $ | | 133,805 | | 471 | | 134,276 |
| Elm | $ | | 78,742 | | 241,055 | | 319,797 |
| Oak | $ | | 72,479 | | 187,744 | | 260,223 |
| Pine, red | $ | | 12,150 | | 19,193 | | 31,343 |
| Pine, white | $ | | 205,106 | | 110,403 | | 315,509 |
| All other | $ | | 30,499 | | 146 | | 30,645 |
| Total, timber, square | | | 536,195 | | 559,012 | | 1,095,207 |
| Wood, blocks and other, for pulp | Cord | 1,089,384 | 7,388,770 | | | 1,089,384 | 7,388,770 |
| Other articles of the forest | $ | | 8,519 | | 17 | | 8,536 |
| Total, forest | | | 42,792,137 | | 593,950 | | 43,386,087 |

All the Pacific Coast lumber imported into Glasgow is sold as "Oregon." For this reason British Columbia does not obtain the credit due for its shipments to Glasgow. Glasgow merchants however, are desirous of giving a preference to British Columbia lumber so far as market conditions will permit. The following statistics of import are interesting:—

### Oregon Pine, Logs and Planks

| Year | Imported to Clyde. |
|---|---|
| 1911 | 253,850 cubic feet |
| 1912 | 571,050 cubic feet |
| 1913 | 360,000 cubic feet |

The undernoted are the recognized sizes used at Glasgow:—2½ x 5 full, 3 x 5 full, 20 foot and up long—average 26 to 27.

Clear lumber free from sap and all other defects. These are used largely for ships decks.

Three-inch to 6-inch and up, length 12 feet used principally by saw mills.

During the year 1913 the imports of timber into the United Kingdom were valued at $164,439,235, Canada's share of which was $18,442,124. Other important sources were as follows:—Russia, $66,866,765; United States, $25,086,946; Sweden, $22,372,431.

## Canadian Exports of Forest Products for Year Ending March 31st, 1914, Showing Destinations.

| Articles Exported. | Countries. | Goods, the Produce of Canada. | | Goods, not the Produce of Canada. | | Total Exports. | |
|---|---|---|---|---|---|---|---|
| | | Quantity. | Value. | Quantity. | Value. | Quantity. | Value. |
| | | M. ft. | $ | M. ft. | $ | M. ft. | $ |
| Planks and boards | United K'dom | 74,571 | 1,772,005 | 11 | 363 | 74,582 | 1,772,368 |
| | Australia | 5,770 | 83,902 | | | 5,770 | 83,902 |
| | Bermuda | 151 | 2,726 | | | 151 | 2,726 |
| | B. S. Africa | 16,389 | 267,038 | | | 16,389 | 267,038 |
| | B. Guiana | 2,585 | 48,945 | | | 2,585 | 48,945 |
| | B. W. Indies | 10,275 | 206,007 | | | 10,275 | 206,007 |
| | Fiji Islands | 947 | 20,884 | | | 947 | 20,884 |
| | Hong Kong | 1,372 | 17,652 | | | 1,372 | 17,652 |
| | Newfoundland | 297 | 6,842 | 2 | 140 | 299 | 6,982 |
| | New Zealand | 18 | 433 | | | 18 | 433 |
| | Alaska | 3 | 126 | | | 3 | 126 |
| | Argentina | 55,661 | 1,276,295 | | | 55,661 | 1,276,295 |
| | Azores and Madeira | 1,401 | 33,960 | | | 1,401 | 33,960 |
| | Belgium | 232 | 8,850 | | | 232 | 8,850 |
| | Brazil | 2,162 | 40,888 | | | 2,162 | 40,888 |
| | Canary Islands | 716 | 19,087 | | | 716 | 19,087 |
| | Chili | 2,955 | 42,583 | | | 2,955 | 42,583 |
| | China | 17 | 408 | | | 17 | 408 |
| | Cuba | 11,739 | 227,125 | | | 11,739 | 227,125 |
| | Denmark | 16 | 450 | | | 16 | 450 |
| | France | 333 | 9,996 | | | 333 | 9,996 |
| | French W. Indies | 253 | 7,276 | | | 253 | 7,276 |
| | Germany | 214 | 10,683 | | | 214 | 10,683 |
| | Hayti | 91 | 2,558 | | | 91 | 2,558 |
| | Holland | 106 | 2,650 | | | 106 | 2,650 |
| | Japan | 4,072 | 82,334 | | | 4,072 | 82,334 |
| | Miquelon and St. Pierre | 81 | 1,525 | | | 81 | 1,525 |
| | Porto Rico | 668 | 10,121 | | | 668 | 10,121 |
| | Portuguese Africa | 306 | 6,800 | | | 306 | 6,800 |
| | United States | 802,685 | 15,249,032 | 219 | 8,044 | 802,904 | 15,257,076 |
| | Uruguay | 2,977 | 54,547 | | | 2,977 | 54,547 |
| | Venezuela | 16 | 400 | | | 16 | 400 |
| | Total | 999,079 | 19,514,128 | 232 | 8,547 | 999,311 | 19,522,675 |
| | | M. | $ | M. | $ | M. | $ |
| Scantling | United K'dom | 27,282 | 367,335 | | | 27,282 | 367,335 |
| | Bermuda | 23 | 454 | | | 23 | 454 |
| | B. W. Indies | 573 | 1,758 | | | 573 | 1,758 |
| | Newfoundland | 4 | 68 | | | 4 | 68 |
| | Argentina | 2,704 | 47,516 | | | 2,704 | 47,516 |
| | Canary Islands | 19 | 460 | | | 19 | 460 |
| | United States | 56,628 | 847,290 | | | 56,628 | 847,290 |
| | Total | 87,233 | 1,264,881 | | | 87,233 | 1,264,881 |
| Shingles | United K'dom | 52 | 292 | | | 52 | 292 |
| | Bermuda | 31 | 98 | | | 31 | 98 |
| | B. W. Indies | 19,424 | 29,240 | | | 19,424 | 29,240 |
| | Newfoundland | 1,098 | 3,253 | | | 1,098 | 3,253 |
| | New Zealand | 883 | 2,023 | | | 883 | 2,023 |
| | Dan. W. Indies | 18 | 46 | | | 18 | 46 |
| | Miquelon and St. Pierre | 962 | 1,448 | | | 962 | 1,448 |
| | Porto Rico | 50 | 100 | | | 50 | 100 |
| | Portuguese Africa | 120 | 240 | | | 120 | 240 |
| | United States | 666,512 | 1,738,879 | | | 666,512 | 1,738,879 |
| | Total | 689,150 | 1,775,619 | | | 689,150 | 1,775,619 |

The box shook trade of Great Britain is of large dimensions and holds out promising opportunities for Canadian manufacturers. Conditions have greatly altered during the war, in favor of Canadian trade, and it is probable that proper attention to the requirements of the market will result in a greatly increased volume of trade in this line after the conclusion of the war. Previous to the war Canadian manufacturers were securing a small amount of this trade. While quotations received from Canada upon large specifications were slightly higher than the prices made by certain Baltic firms, the difference was much less than it had formerly been. Had it not been that Baltic mills, on account of scarcity of orders were willing to make special reductions in their prices, so as to keep their mills going, a large proportion of the orders would have come to Canada. Canadians have necessarily to pay higher rates for transportation than their Baltic competitors, but the difference in favor of the Baltic is considerably reduced in connection with shipments to the West Coast of Great Britain. English firms of importers of box shooks believe that, with a favorable location and concentration upon export trade, Canadian sawmills could secure a large portion of the trade.

Davison Lumber Company's Mill at Bridgewater, Nova Scotia.

# East and West—Typical Manufacturing Plants in Nova Scotia and British Columbia

Genoa Bay Lumber Company's Plant at Cowichan Bay, B. C.

# Great Britain's Consumption of Timber

## An Analysis of its Sources of Supply for Wood Goods—Canada's Share in the Trade

In the Canada Lumberman of February 1st we published an extensive discussion of the lumber markets of Great Britain and the course of trade therein during the past year. In order to publish a complete discussion of these markets in the present issue we would have to repeat the greater part of the reports in the previous issue. For this reason we ask our readers to turn up the issue of February 1st to supplement the information which appears in the present issue.

A great deal of information regarding the markets of Great Britain will also be found in special articles appearing elsewhere in this issue referring to the trade of the Maritime Provinces, and also in an article upon the general export trade, written by Mr. A. E. Trotman.

The course of the lumber trade of Great Britain, from an importing point of view, and in fact the whole situation in condensed form is very definitely set forth in the following table:—

Nearly the whole of the deficiency in the year 1914 as compared with 1913 may be accounted for by the diminished shipments from Russia, the shortage amounting to about 500,000 standards.

All imports of wood and timber into the United Kingdom are free of duty.

### Great Britain's Import Figures

No business in the United Kingdom was more definitely and directly affected by the war than the timber trade. Many sources of import were greatly interfered with and enquiry was immediately turned to Canada as an alternative source of supply, notably for railway sleepers, telegraph poles, pitwood, and structural lumber.

The imports of wood into the United Kingdom for 1914 and preceding years were as follows:—

| Kinds of wood and countries. | Quantity. | | | Value. | | |
|---|---|---|---|---|---|---|
| | 1912 | 1913 | 1914 | 1912 | 1913 | 1914 |
| Hewn (fir, oak, teak, etc.), other than pit props or pit wood: | *Loads.* | *Loads.* | *Loads.* | | | |
| British East Indies | 34,973 | 37,092 | 28,653 | $3,011,482 | $3,406,905 | $2,658,984 |
| Canada | 53,109 | 39,656 | 37,025 | 2,297,036 | 1,513,432 | 1,492,278 |
| Germany | 101,555 | 106,257 | 25,593 | 1,872,742 | 2,144,525 | 531,348 |
| Norway | 32,623 | 29,867 | 32,440 | 364,822 | 377,776 | 444,909 |
| Russia | 426,305 | 397,906 | 218,895 | 5,389,779 | 4,665,299 | 2,538,682 |
| Sweden | 32,767 | 37,907 | 43,251 | 343,973 | 412,688 | 536,429 |
| United States | 199,138 | 246,030 | 211,127 | 5,618,082 | 6,942,874 | 5,228,408 |
| Other countries | 30,111 | 34,188 | 54,810 | 1,929,565 | 1,941,694 | 2,476,586 |
| Total | 910,581 | 928,903 | 651,794 | 20,827,481 | 21,405,193 | 15,907,624 |
| Hewn, pit props or pit wood | 2,925,806 | 3,451,328 | 2,476,854 | 17,813,278 | 21,631,913 | 15,861,608 |
| Total hewn | 3,836,387 | 4,380,231 | 3,128,648 | 38,649,759 | 43,037,106 | 31,769,232 |
| Sawn or split, planed or dressed: | | | | | | |
| Canada | 895,496 | 961,539 | ..... | 14,150,029 | 16,445,234 | ..... |
| Norway | 310,607 | 294,617 | ..... | 5,012,745 | 5,205,139 | ..... |
| Russia | 2,814,761 | 3,363,344 | ..... | 37,768,799 | 47,534,504 | ..... |
| Sweden | 1,221,535 | 1,370,468 | ..... | 15,941,388 | 18,658,394 | ..... |
| United States | 436,909 | 510,593 | ..... | 9,862,648 | 11,888,654 | ..... |
| Other countries | 89,908 | 136,046 | ..... | 1,659,263 | 2,635,126 | ..... |
| Total | 5,769,216 | 6,636,607 | ..... | 84,394,872 | 102,365,051 | ..... |
| Sawn or split fir: | | | | | | |
| Canada | ..... | ..... | 785,289 | ..... | ..... | 12,555,530 |
| Norway | ..... | ..... | 123,288 | ..... | ..... | 2,280,587 |
| Russia | ..... | ..... | 1,707,030 | ..... | ..... | 24,357,961 |
| Sweden | ..... | ..... | 1,045,038 | ..... | ..... | 15,034,545 |
| United States | ..... | ..... | 360,072 | ..... | ..... | 6,898,136 |
| Other countries | ..... | ..... | 29,145 | ..... | ..... | 611,776 |
| Total | ..... | ..... | 4,049,862 | ..... | ..... | 61,738,535 |
| Planed or dressed fir: | | | | | | |
| Norway | ..... | ..... | 138,780 | ..... | ..... | 2,693,052 |
| Sweden | ..... | ..... | 281,715 | ..... | ..... | 5,286,163 |
| Other countries | ..... | ..... | 38,717 | ..... | ..... | 711,954 |
| Total | ..... | ..... | 459,212 | ..... | ..... | 8,691,169 |
| Sawn or split, planed or dressed, unenumerated: | | | | | | |
| Canada | ..... | ..... | 62,091 | ..... | ..... | 1,132,025 |
| United States | ..... | ..... | 16,912 | ..... | ..... | 594,132 |
| Other countries | ..... | ..... | 36,958 | ..... | ..... | 607,301 |
| Total | ..... | ..... | 115,961 | ..... | ..... | 2,333,458 |
| Total sawn or split, planed or dressed | 5,769,216 | 6,636,607 | 4,625,035 | 84,394,872 | 102,365,051 | 72,763,162 |
| Sleepers, all kinds | ..... | ..... | 215,543 | ..... | ..... | 3,192,424 |
| Staves, all dimensions | 169,295 | 182,128 | 93,439 | 4,681,290 | 4,866,733 | 2,706,095 |
| Furniture woods, hardwoods, and veneers: | *Tons.* | *Tons.* | *Tons.* | | | |
| Mahogany | 112,075 | 141,801 | 143,432 | 4,461,368 | 5,965,739 | 5,531,672 |
| Unenumerated | 172,889 | 249,411 | 226,449 | 5,821,818 | 8,198,966 | 7,341,146 |
| Total | 284,964 | 391,212 | 369,881 | 10,283,186 | 14,164,705 | 12,872,818 |
| Grand total | ..... | ..... | ..... | 138,000,107 | 164,433,595 | 123,303,731 |

While the reports for 1914 show a falling off as compared with 1913, the result is good when it is considered that 1913 imports constituted a record. Canadians have been especially interested in the diminished shipments from Russia the shortage amounting to about 500,000 standards, nearly 90 per cent. of the total decrease in Great Britain's imports. According to a report issued by Foy, Morgan & Company the imports into Great Britain during recent years have been divided according to their origin as follows:—

| | 1914 | 1912 | 1910 | 1908 | 1906 | 1904 |
|---|---|---|---|---|---|---|
| | p.c. | p.c. | p.c. | p.c. | p.c. | p.c. |
| Russian goods | 35 | 49 | 47 | 42 | 35 | 32 |
| Scandinavian goods | 33 | 27 | 26 | 29 | 33 | 33 |
| Canada and United States | 25 | 23 | 25 | 26 | 29 | 31 |

The average import cost per standard for timber shipped to Great Britain has been increasing year by year, particularly during the past three years. Figures since 1906 are as follows:—

| | £ | s. | d. |
|---|---|---|---|
| 1914 | 10 | 13 | 0 |
| 1913 | 10 | 9 | 3 |
| 1912 | 9 | 18 | 3 |
| 1911 | 9 | 9 | 0 |
| 1910 | 9 | 9 | 3 |
| 1909 | 9 | 0 | 3 |
| 1908 | 8 | 16 | 6 |
| 1907 | 9 | 11 | 0 |
| 1906 | 9 | 4 | 9 |

### Liverpool Prices of Imports

The staple soft wood markets at Liverpool have shown a phenomenally steady rise in values since last summer, occasioned more by freights than by consumption. The following table, furnished by Smith & Tyrer, Limited, gives an interesting recapitulation of the spruce market during the past ten years:—

| | Spruce Stock | | Spruce Consumption | | Price | | Freight | |
|---|---|---|---|---|---|---|---|---|
| | Highest | Lowest | Highest | Lowest | Highest | Lowest | Highest | Lowest |
| | Stds. | Stds. | Stds. | Stds. | £ s. d. | £ s. d. | | |
| 1914 | 25,270 | 11,950 | 10,930 | 4,470 | 14 10 0 | 8 10 0 | 80/- | 35/- |
| 1913 | 36,030 | 7,970 | 9,430 | 3,640 | 10 15 0 | 9 7 6 | 60/- | 40/- |
| 1912 | 27,320 | 8,210 | 11,400 | 4,500 | 10 15 0 | 8 7 6 | 70/- | 45/- |
| 1911 | 29,320 | 9,080 | 10,830 | 5,500 | 8 7 6 | 7 17 6 | 45/- | 32/- |
| 1910 | 31,520 | 11,840 | 11,750 | 5,000 | 8 7 6 | 8 0 0 | 37/6 | 30/- |
| 1909 | 25,360 | 11,600 | 14,460 | 4,500 | 8 2 6 | 7 12 6 | 37/6 | 30/- |
| 1908 | 31,640 | 9,700 | 11,250 | 5,100 | 7 15 0 | 7 7 6 | 37/6 | 27/6 |
| 1907 | 43,100 | 18,700 | 15,340 | 6,350 | 8 5 0 | 7 2 6 | 41/3 | 35/- |
| 1906 | 41,390 | 8,670 | 11,620 | 5,540 | 8 5 0 | 7 7 6 | .... | .... |
| 1905 | 29,290 | 11,000 | 12,600 | 5,000 | 8 5 0 | 6 10 0 | .... | .... |
| 1904 | 32,080 | 21,420 | 13,000 | 5,000 | 7 12 6 | 6 0 0 | .... | .... |
| Average for 11 years | 32,029 | 11,831 | 12,055 | 4,973 | 9 3 8 | 7 12 11 | .... | .... |

At the beginning of last year the market for New Brunswick and Nova Scotia spruce deals was depressed as stocks of Liverpool and neighboring ports were heavy. Parcels of the usual specification, about 50 to 60 per cent. of 3 x 7 and 8-in. were bringing about £9 5s. per standard c.i.f. The market weakened until the end of April when the lowest price of the year was reached, namely, £8 10s. per standard c.i.f. A slight improvement occurred until July when the freight market commenced to stiffen and spruce deals advanced until the end of the year when they reached £14 10s. and £15 per standard c.i.f.

### Canadian Stocks at The Clyde

The Clyde Timber Brokers' Association report that Canadian stocks at the various Clyde markets on March 31, 1915 and 1914, were as follows:—

| | Stock at March 31, 1914. | | Stock at March 31, 1915. | |
|---|---|---|---|---|
| | Pieces | Cubic Ft. | Pieces | Cubic Ft. |
| Quebec square yellow pine | 2,169 | 143,342 | 1,009 | 67,196 |
| Quebec elm | 1,524 | 56,050 | 1,682 | 61,582 |
| Quebec oak | 881 | 33,053 | 1,720 | 84,653 |
| Ash | 594 | 8,602 | 72 | 1,325 |
| Birch logs | 7,639 | 103,309 | 917 | 8,790 |
| Hickory | 1,856 | 30,209 | 1,136 | 15,344 |
| Maple | 35 | 891 | 27 | 525 |
| | St. | Pet. Std. | St. | Pet. Std. |
| 1st pine deals | 2,656 | 62 | 7,266 | 54 |
| 2nd pine deals | 5,033 | 84 | 4,143 | 69 |
| 3rd pine deals | 11,336 | 235 | 9,873 | 168 |
| 4th pine deals | 10,989 | 221 | 2,258 | 42 |
| 1st pine ends | 1,648 | 5 | 2,052 | 9 |
| Unassorted pine ends, planks and boards | 78,746 | 702 | 37,149 | 360 |
| Red pine, etc. | 1,170 | 25 | 4,310 | 83 |
| Quebec spruce deals and boards | 92,655 | 1,073 | 169,204 | 1,992 |
| Lower port spruce | 117,983 | 1,271 | 328,169 | 3,328 |
| Lower port pine | 2,558 | 38 | 7,385 | 84 |
| | | Cubic Ft. | | Cubic Ft. |
| Birch and maple planks and boards | 84,196 | 127,888 | 38,114 | 59,543 |
| Ash planks and boards | 21,523 | 15,054 | 16,956 | 8,953 |
| Pacific pine | 281 | 4,215 | 345 | 2,684 |
| Maple flooring | 29,970 | ..... | 10,537 | 1,342 |
| Elm planks | 3,842 | 2,359 | 840 | 1,089 |
| Hemlock deals | ..... | ..... | 861 | 1,408 |

## Imports into Manchester Canal

Timber imports into all sections of the Manchester Canal for the twelve months ending December 31, 1914 and 1913, totalled 442,681 loads and 594,249 loads respectively. During 1914 the consumption exceeded the import by about 10,000 standards, but was 14,766 standards less than during 1913. Quebec pine deals, etc., imported reached 5,692 standards, and the consumption was 7,002 standards. The quantity received was about 1,000 standards less than during 1913, but the consumption showed an increase of about 700 standards. Stocks therefore were seriously depleted at the close of the year and amounted to only 974 standards. Spruce values at the beginning of 1914 were as follows:—

| | Per std. | | | | Per std. | | |
|---|---|---|---|---|---|---|---|
| 3 x 7 and 8 at | £10 | 7 | 6 | 4 x 9 at | £13 | 0 | 0 |
| 3 x 9 and 10 at | 11 | 10 | 0 | 4 x 11 at | 13 | 10 | 0 |
| 3 x 11 at | 12 | 5 | 0 | 3 x 6 at | 10 | 0 | 0 |
| 2½ x 7 at | 11 | 0 | 0 | 3 x 4 and 5 at | 9 | 15 | 0 |
| 4 x 7 at | 10 | 10 | 0 | | | | |

At the end of the year they had passed all previous records and stood as follows:—

| | Per std. | | | | Per std. | | |
|---|---|---|---|---|---|---|---|
| 3 x 7 at | £15 | 0 | 0 | 3 x 11 at | £17 | 0 | 0 |
| 3 x 9 at | 16 | 0 | 0 | 3 x 4 to 6 at | 14 | 10 | 0 |

Imports of Quebec board pine during 1914 amounted to 6,549 logs, as compared with 1,841 during 1913. Deliveries amounted to 4,203 logs, a decrease of over 1,500. The stock carried over amounted to 5,885 logs, which it was expected would be seriously depleted very shortly. The quantity of birch logs imported was 5,215, and the consumption was 4,489, which showed increases of 1,509 and 485 logs respectively. The stock on hand at the beginning of the year was about 1,500 logs. Birch planks were imported to the amount of 1,425 standards, as compared with 903 standards during 1913. The deliveries were 1,366 standards as compared with 870 standards during 1913. At the close of the year the stock amounted to 631 standards.

Spruce imports during 1914 amounted to 41,097 standards, or 15,661 standards less than during 1913, and 7,569 standards less than during 1912. The consumption during the year amounted to 51,506 standards as compared with 46,536 standards during 1913. The increased demand is to a great extent the result of the shortage in shipments of white wood from Riga and Petrograd.

Imports of Quebec square elm logs have steadily increased during recent years. Last year's import was 1,379 logs and the consumption was 1,277 logs as compared with 1,182 and 1,031 logs respectively during 1913.

## London's Imports of Wood Goods

London's imports of sawn wood, or deals, battens, boards and ends in pieces, from Canada during the past three years were as follows:—1914, 2,738,000; 1913, 3,339,000; 1912, 2,797,000. The imports of timber, spars, sleepers, etc., in loads were as follows:—1914, 1,430; 1913, 5,400; 1912, 2,820.

The following table is a summary of the wood imported into London from Canada during the last four years:—

| | 1911. Pieces. | 1912. Pieces. | 1913. Pieces. | 1914. Pieces. |
|---|---|---|---|---|
| Pine Deals, etc., from the St. Lawrence | 400,000 | 590,000 | 508,000 | 249,000 |
| Spruce Deals, etc., from the St. Lawrence | 970,000 | 804,000 | 1,155,000 | 1,084,000 |
| Birch Deals, etc., from the St. Lawrence | 320,000 | 342,000 | 303,000 | 185,000 |
| Spruce Deals, etc., from New Brunswick, etc. | 436,000 | 490,000 | 468,000 | 835,000 |
| Birch Deals, etc., from New Brunswick, etc. | 249,000 | 400,000 | 373,000 | 385,000 |
| | Timber 1911. Loads. | 1912. Loads. | 1913. Loads. | 1914. Loads. |
| Yellow Pine from Quebec | ..... | ..... | 420 | ..... |
| Red Pine from Quebec | 27 | 154 | 15 | ..... |
| Elm from Quebec | 1,718 | 1,059 | 2,952 | 601 |
| Ash from Quebec | 16 | 69 | 52 | ..... |
| Oak from Quebec | 108 | 34 | 210 | ..... |
| Birch from Quebec | 1,619 | 1,246 | 1,761 | 806 |
| Birch Nova Scotian, etc. | 138 | 225 | ..... | 30 |

## British Government's Demand for Wood Goods

Although the business of last year was unequal, the dullness of the first half being succeeded by a sequence of interruptions and dislocations, surprises and uncertainties, unexampled in the previous experience of the trade, authorities consider that 1914 was a most favourable year for importers, because in spite of anxieties and disorganization, the steady upward movement of prices since the end of August has enabled them to secure a scale of profit which has rarely, if ever, been surpassed.

The main factor in the creation of this situation has been the phenomenal demand by the Government for timber of many kinds for purposes connected with the campaign, which has caused values of all kinds to rise to a level which in ordinary times would be regarded as hazardous.

The year 1914 ended with no relaxation in the demand, and as practically no contracts had been concluded concerning shipments from Scandinavia and Russia for 1915, the trade and future outlook were almost wholly controlled by the duration of the war.

## A Large Trade Possible in Creosoted Blocks

Great Britain imports annually many millions of wood blocks for street paving, chiefly from Australia. Municipalities invite tenders periodically and Canadian firms interested should communicate with the surveyors of the larger cities and towns. The blocks are cut in various sizes from hardwoods susceptible to creosote. Canadian manufacturers intending to seek this trade will probably have to make arrangements with creosoting works at English ports to despatch the blocks to their destination after creosoting. If the timber submitted and the prices are satisfactory, sales in Great Britain are large enough to warrant the appointment of a resident agent. Information will be furnished by the Canadian Trade Commissioner at Birmingham, Mr. J. E. Ray, concerning cost of creosoting and inland freight charges.

The following are details of a specification issued by one municipality, which may be taken as an average sample of most of the specifications:—Unless otherwise arranged the blocks are to measure exactly 3 in. wide, 6 in. to 9 in. long and 5 in. deep, and to be cut perfectly die square and true to these dimensions. All the blocks are to be of the very best quality of red wood, fine grain, fair weight, with no waney edges, free from sap, large or dead knots, shakes and all other defects, and thoroughly well seasoned. Before the order is given, the contractor shall submit a fair sample, say six or more blocks of each kind required, uncreosoted. If these are approved by the borough surveyor, the sample shall be taken to represent the bulk of the blocks intended to be supplied and shall be strictly adhered to.

The best redwood blocks shall be creosoted in either of the following manners:—

(1) The timber to be thoroughly well dried and seasoned, and placed in the creosoting tank and subjected to a vacuum of 3 to 5 pounds per square inch for half an hour. The creosote oil at a temperature of not less than 100 degrees Fahr. is then to be forced into the tank at a pressure of not less than 150 pounds per square inch, until the timber has absorbed 1 gallon of creosote oil per cube foot, and is thoroughly saturated with oil to the heart of the block; or

(2) The timber as above to be thoroughly well dried and seasoned and placed in large tanks of creosote oil heated to a temperature of not less than 100 degrees Fahr. for a period of not less than eight hours, until the timber has become thoroughly saturated with oil to the heart of the block.

The whole of the blocks before being creosoted shall be inspected in bulk and approved by the borough surveyor or his inspector.

The Canadian High Commissioner, 17 Victoria Street, London, S.W., recently forwarded to the Department of Trade and Commerce, Ottawa, a report to the effect that the Westminster city engineer and surveyor had made enquiry regarding the supply of timber from Canada for street paving. The city of Westminster uses about two or three million blocks every year and there are also 28 Metropolitan districts that are large users. The specifications provide roughly for blocks to be creosoted 10 lbs. to the cubic foot; no block to contain more than 10 per cent. of sap wood; to be die square; no waney edges and no large loose or unsound knots. The deals are to be dead true in thickness. Prices which were being asked in January last were £12 per 1,000 for 9 in. x 3 in. x 5 in. blocks, creosote 10 lbs. to the cubic foot, and delivered in London. Nine months ago the normal price for these blocks was £9 10s. per 1,000. Contracts now being entered into call for six months supplies and for deliveries of a definite amount during the six months. This is an important trade and several city engineers in Great Britain have expressed the opinion that it will repay Canadians to establish an agency in the United Kingdom so that a permanent business may be built up.

## United States Report on Wood Block Export Trade

Crosoted wood block when properly treated and laid will fill all requirements expected of the best paving material, when final cost and comfort are considered. It is noiseless and smooth. It does not crumble away like other pavements, but under heavy traffic compresses and becomes more compact. It is the easiest kind of road upon which to draw a load. It is not slippery, and as it is laid with the end grain up it cannot splinter. Being impregnated with creosote it is highly antiseptic and sanitary and is easily cleaned on account of its smooth surface. When repairs are necessary, or if it is taken up to lay conduits, sewers, etc., the blocks can easily be removed and a large percentage of the material replaced.

Wood block make an ideal pavement for automobiles. There are so many reasons for favoring creosoted wood block pavement that its use is certain to be far greater in the future than it has been in the past. The heaviest block manufactured, 4 in. deep, such as is used for the most severe traffic, weighs only 188 lbs. to the square yard, as against 400 lbs. for brick and 900 lbs. to 1,000 lbs. for granite block, possessing less durability. This is a fact of special interest in connection with the selection of material for bridge floors. By laying a thoroughly treated plank floor with wood block placed directly thereon, an enormous saving can be realized in the construction of bridges.

This form of construction is being adopted on some of the most important and expensive bridges in the Eastern States.

Wood blocks when used for bridge and road pavements, factory, warehouse or stable floors are laid with the grain showing the natural rings up to the surface. In size they are usually as follows:—depth parallel to the fibre, 3 in., 3½ in. or 4 in.; width not less than 3 in. or more than 4 in.; length not less than 6 in. or more than 10 in. Blocks should be all of sound timber free from bark, wane, shakes, loose or rotten knots or other defects, detrimental to the life of the block. In depth and width they should not vary more than one-eighth of an inch from dimensions specified in the contract. A small proportion of bright sap should be allowed because when creosoted the sap wood has been shown to be as strong as the heart wood. A still more suitable grade could be obtained by excluding blocks of exceptionally coarse grain.

In Europe natural seasoning is used almost entirely with excellent results, but in the United States steam and vacuum pumps are used to remove the moisture from the sap and heart wood. The creosoting oil is forced into the blocks under pressure of from 125 to 150 lbs. per square inch, varying from 12 to 20 lbs. per cubic foot (the whole treatment taking from 8 to 10 hours). The blocks are then removed and after drying, are ready for use.

Definite efforts should be made by Canadian lumbermen to promote the use of creosoted blocks for pavement purposes in the chief export markets in which they are interested. There is no question but that such a course will bring good results, probably in a shorter time than any other line of export effort.

## Miscellaneous Opportunities for Trade in Great Britain

**Small Woodware:**—The British market for small woodware covers a lengthy list of articles, many of which are interesting to Canadian woodworkers. Among the articles required are the following: Wheelbarrows, cheap cricket bats and croquet sets, skipping rope handles, bowls, tool boxes, pencil cases, rulers, writing and other cabinets, pipe racks, wooden brackets of all kinds, fretwork of all kinds, clock cases, wooden clogs and sabots, walking sticks, billiard cues, golf sticks, fancy boxes and small cabinet ware, writing desks, slates and school fittings, draughts and chess sets, ninepins, brush backs and ware, clothes pegs, wooden handles and knobs of all kinds, spokes, hammer and pick handles, gun stocks, boot lasts, brooms and brushes, broom handles, cornice poles and rings, wooden platters, spoons and butter prints, wooden hoops, spades, wickets, table and chair legs, balusters, bungs and spile pegs, wood wool, wooden pipe lighters, veneers, tree-nails, railway kegs, dowel pegs, wooden boot heels, mangle rollers, saddle trees, hubs, felloes, and cart and carriage ware, prepared woodwork for casks, bentwood furniture, parquet flooring, blind and builders' laths, electric light casements and fittings, wickerwork, chip boxes, jewel cases, tea chests, writing desks, pen holders, wood screws, phohographic cameras and stands, serviette rings, paint brushes and handles, large quantities of cheap picture frames and mouldings.

**Veneer Wood:**—The Department of Trade and Commerce at Ottawa, have recently secured and placed on file names of firms in Glasgow who are in the market for veneer wood. These firms are desirous of knowing what Canadians can offer. One firm writing to the Department says, "We stock 3-ply wood in thicknesses 4 to 9 m/m, various sizes. Our chief requirements consist of birch, both in veneer and log timber, and any information you can give us respecting supplies will be greatly esteemed. The stock must be 3 equal ply, 4½/4¾ m/m thick, cemented together with waterproof cement (not glue), and the principal sizes required are about 24 in. x 18½ in. and 18½ in. x 18½ in. We shall be glad to hear from you if this material can be brought over from Canada, and the probable price."

**Butter Cask Staves:**—A firm of produce dealers of London, England, recently reported to the Canadian Trade Commissioner that they wished to secure supplies of staves for butter casks, sufficient for 10,000 casks per month. The stock is for a large butter producing and shipping organization in Siberia. Beechwood is usually employed for making these casks, but other kinds of wood may be used if without smell and taste. Douglas fir, to be suitable, the Trade Commissioner reports, would probably require deodorizing. The approximate measurements and other specifications of the staves required are as follows:—

Length, 1 foot 11 inches.

Width, from 2 inches to 3½ inches in centre, tapering off to ½ inch less at ends.

Thickness, ¼ inch.

One-sixteenth inch groove, ¾ inch from each end.

One end to be tapered from groove to end down to ½ inch thick.

The wood to be planed smooth.

Lids of casks, 14 inches diameter.

Quotations would probably have to be made f.o.b. steamer, Canadian ports. The firm making the above enquiry wish to receive quotations from Canadian shoppers for staves, both of beech and Douglas fir. The name and address of the firm may be had from the Department of Trade and Commerce, Ottawa, if readers will ask for information regarding trade enquiry 579.

**Mouldings:**—Consumers of mouldings, comprising composite, polished and natural woods, bronze, gilt, gilt slips and picture mouldings in Great Britain have several times advised the Canadian Trade Commissioner at Glasgow that there is an opening for such goods from Canada. Importers are desirous of receiving Canadian samples. Quotations should be made in a very definite manner so that importers may arrive at an estimate of what the goods will cost laid down in Great Britain. The usual manner of quotations seems to be 100 feet in 9-foot lengths. Careful packing is of great importance. Italian manufacturers are already looking after the Glasgow market in composite goods. Canadians, however, would be given every opportunity for competing. Imports of mouldings into Great Britain during recent years were valued as follows:—

| Country whence consigned. | Value. 1909. £ | 1910. £ | 1911. £ | 1912. £ | 1913. £ |
|---|---|---|---|---|---|
| Norway | 3,573 | 5,547 | 4,908 | 2,273 | 4,316 |
| Germany | 157,285 | 149,466 | 155,678 | 147,630 | 171,569 |
| Netherlands | 14,883 | 11,612 | 17,112 | 16,881 | 21,765 |
| Belgium | 4,818 | 5,953 | 7,415 | 4,833 | 3,950 |
| United States of America. | 10,207 | 11,096 | 8,583 | 7,528 | 7,922 |
| Other Foreign Countries. | 1,874 | 1,611 | 3,879 | 4,718 | 10,896 |
| Total from Foreign Countries | 193,640 | 185,285 | 197,575 | 184,363 | 220,418 |
| Total from British Possessions | 169 | 18 | 58 | ..... | |
| Total | 193,809 | 185,303 | 197,633 | 174,363 | 220,418 |

**Broom handles:**—A number of enquiries have recently been received by the Canadian Trade Commissioner at London, England, regarding supplies of broom handles from Canada. A leading London firm states that the following were current quotations in April of the present year:—

| | | |
|---|---|---|
| 1st quality | 50 in. x 1 in. at 17s. | per gross. |
| 2nd quality | 50 in. x 1 in. at 14s. | per gross. |
| 1st quality | 50 in. x 1⅛ in. at 22s. | per gross. |
| 2nd quality | 50 in. x 1⅛ in. at 18s. 6d. | per gross. |
| 1st quality | 50 in. x 1¼ in. at 30s. | per gross. |
| 2nd quality | 50 in. x 1¼ in. at 25s. | per gross. |

They state that these values are abnormal and are about double those of a year ago.

## Useful Knowledge for Exporters—Standards

One of the most essential factors in successful export lumber trading is an intimate knowledge of methods of measurement, and familiarity with the conversion of one country's measure into that of another. For the following material we are indebted to Mr. Bernard Brereton's interesting book entitled "The Practical Lumberman," a third edition of which has just been issued.

### Standards of Various Countries

The "St. Petersburg Standard" is used in Great Britain, almost to the entire exclusion of all other standards.

The wholesale trade as a rule sells boards, battens, deals, planks, etc., by the Standard.

### Composition of Standards

| | Pcs. | Size. Inches | Leugth Feet | Contents B. M. | Cu. Ft. |
|---|---|---|---|---|---|
| St. Petersburg | 120 | 3 x 11 | 6 | 1980 | 165 |
| Irish or London | 120 | 3 x 9 | 12 | 3240 | 270 |
| Christiania | 120 | 1¼ x 9 | 11 | 1237½ | 103⅛ |
| Drammen | 120 | 2½ x 6½ | 9 | 1462½ | 121⅞ |
| Quebec | 100 | 2½ x 11 | 12 | 2750 | 229 |

The Drontheim Standard varies for different kinds of lumber. It contains:

2376 feet B. M. of Sawn Deals.
2160 feet B. M. Square Timber.
1728 feet B. M. of Round Timber.

The Wyburg Standard contains:

2160 feet B. M. of Sawn Deals.
1963 2/3 feet B. M. of Square Timber.
1560 feet B. M. of Round Timber.
100 St. Petersburg Standard Deals equal 60 Quebec Deals.

The Riga "Last" contains 960 feet B. M. of Sawn Deals of Square Timber.

A load contains 600 ft. B. M.

One ton of timber contains 480 feet B. M.

A cubic fathom of lathwood is 6 ft. x 6 ft. x 6 ft. and contains 216 cubic feet or 2592 feet B. M.

A gross hundred (120 pieces) makes a standard hundred.

A Typical Nova Scotia Plant—Mill at Lake Jolly, N. S., Owned by Messrs. Clarke Bros. & W. E. Miller.

Large New Brunswick Operators—The Bathurst Lumber Company's Mill, Bathurst, N. B.

Shipping Scene at J. B. Snowball Company's Plant. Chatham, N. B.

Calumet, Que., Plant of the Riordon Pulp and Paper Company.

# Ontario's Export Lumber Trade

Written Specially for the Canada Lumberman by Hon. G. Howard Ferguson, Minister of Lands, Forest and Mines.

Hon. G. Howard Ferguson, in charge of Ontario Forests.

It is always interesting to know who your customers are for what you have to sell and where your markets lie. In this connection the Canada Lumberman has asked me to say a few words about Canada's export of forest products, distinguishing Ontario's contribution thereto.

The total export from Canada of the products of the forest in the year 1912 was valued at $40,892,674. Of this $25,483,532 went to the United States; $10,950,840 to the United Kingdom, and $4,458,302 to all other countries. Of the $25,483,532 that went from Canada to the United States $9,351,813 went from Ontario.

The total export from Canada of the products of the forest in the year 1913 was valued at $43,255,060. Of this $29,951,880 went to the United States; $10,103,469 to the United Kingdom, and $3,199,711 to all other countries. Of the $29,951,880 that went from Canada to the United States, $8,388,239 went from the Province of Ontario.

The total export from Canada of the products of the forest in the year 1914 was valued at $42,792,137. Of this $29,304,546 went to the United States; $10,647,123 to the United Kingdom, and $2,840,468 to all other countries. Of the $29,304,546 that went from Canada to the United States, $9,236,031 went from the Province of Ontario.

The heaviest export of forest products from Canada to the United States was in the year 1910, when $31,835,326 worth of lumber went to that market. The next largest year was in 1913 when $29,951,880 worth of lumber went to the market. 1914 comes third with only a few hundred thousand dollars less than 1913—viz. $29,304,546 worth of lumber exported to that market.

It will thus be seen that the total export of lumber from Canada in the three years 1912, 1913, and 1914, was $126,939,871. Of this $84,739,958 went to the United States; $31,701,432 to the United Kingdom, and $10,498,481 to all other countries. Of the $84,739,958 that went from Canada to the United States, $26,976,083 went from the Province of Ontario.

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Hon. George Howard Ferguson, K.C., B.A., LL.B., M.P.P., Minister of Lands, Forests and Mines for the province of Ontario, was born at Kemptville, Ont., on June 18th, 1870. He inherited his taste for politics from his father Chas. Frederick Ferguson, M.D., who represented North Leeds and Grenville in the House of Commons from 1873 to 1896. Hon. Mr. Ferguson was educated at the Kemptville High School, Toronto University and Osgoode Hall. He was called to the bar in 1894, and was created a K.C. in 1905. His political career commenced when he was elected to the Imperial Legislature in 1905. He was re-elected in 1908-11, and 14, and in the latter year was appointed Minister of Lands, Forests and Mines. Previous to his election to the Legislature, Hon. Mr. Ferguson had been a Councillor for Kemptville for three years and had occupied the position of reeve for three years.

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The Canadian Trade Commissioner at Bristol reports that he has frequently found complaints of carelessness in the manufacture of Canadian deals, especially those from New Brunswick. It is very important, he says, that absolute accuracy in measurements be maintained, otherwise loss will occur in cutting up in Great Britain. Canadian deals, he says, too often have waney edges, while Baltic deals are entirely free of this.

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The forests of New York produce about 200 board feet per acre per year, or about 525,000,000 board feet per year. The annual consumption is nearly 2,000,000,000, or over three times as much as is grown.

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Mr. Alex. Baird, who, for many years, was Superintendent of the Cowan & Company, Limited, of Galt, has accepted a position with the Canada Machinery Corporation, Limited, as Superintendent of their Hespeler factory. The company will resume operations in this plant at an early date.

## Georgian Bay's North Shore Trade

The north shore of the Georgian Bay, that is to say, the district lying between Sault Ste. Marie and Little Current, practically depends upon the United States markets for the consumption of its lumber output. Operators along the lower parts of the Georgian Bay are in closer touch with Ontario markets and have better freight rates and better facilities for shipping their lumber throughout Ontario than the North Shore firms. Without the United States market, there would probably be comparatively little production on the North Shore, until the demand runs far in excess of the supply from other sources. As it is, however, the industry upon the North Shore of the Georgian Bay is one of considerable extent and of much importance. From information which has been secured by a lumber manufacturer in one of the largest North Shore mills, the following outline of the present manufacturing and trade situation has been prepared:—

During the past winter there has been about 250,000,000 feet of saw logs taken out on the North Shore, or more properly speaking in the district between Sault Ste. Marie and Sudbury. This, of course, is more or less in the nature of an estimate, as the Crown timber agents have not yet received complete reports. Probably, when these reports are all in, and when the logs have been converted into lumber, it will be found that the total is closer to 300,000,000 feet.

The production of the North Shore mills is largely in the form of rough lumber. This is shipped to the United States markets by vessel, the cost of making shipment varying according to the distance of the point of destination. Lumber being shipped say to Saginaw, Detroit, Cleveland and similar points would cost $2 per thousand feet for freight rate. To put it into Buffalo, Pittsburgh, Boston and New York markets from Saginaw, Detroit and the other points mentioned would cost, for instance, from Saginaw to New York, $5.50 per thousand feet, to Boston $6 per thousand feet, to Pittsburgh, $3.70 per thousand feet, and to Philadelphia $5. This, of course, would be in addition to the vessel rate to Saginaw of $2 per thousand feet.

Yard men in these United States cities, who purchase the rough lumber from the North Shore, are dressing the white pine and selling it on a basis of $30 per thousand feet. The lower grades of white pine, such as 4, 5 and 6 in. strips do not bring as high a price, but better grades bring more than $30 per thousand feet. The basis of $30, however, is used today for figuring cost under present market conditions. Purchasers of stock on the North Shore today are reporting that the lumber market in the consuming districts is a great deal less active than a year ago and that prices are correspondingly lower. There is no extensive amount of buying going on and the export trade to foreign countries is apparently very quiet. Therefore, today, all the lumber markets that are of interest to the Georgian Bay operators are those of the Eastern States and Old Ontario.

So far as the Ontario market is concerned the lower Georgian Bay lumbermen, being so much nearer to the chief points of consumption obtain a very large percentage of the trade. Moreover, the lower Georgian Bay firms in most cases have the Grand Trunk and Canadian Pacific railways in competition and can get much better freight rates than the firms on the North Shore, who are dependent solely upon the C. P. R. Therefore, the probability is that less than 10 per cent. of the lumber manufactured on the North Shore has been shipped by rail to many points in Canada. Absolutely none goes by rail into the United States.

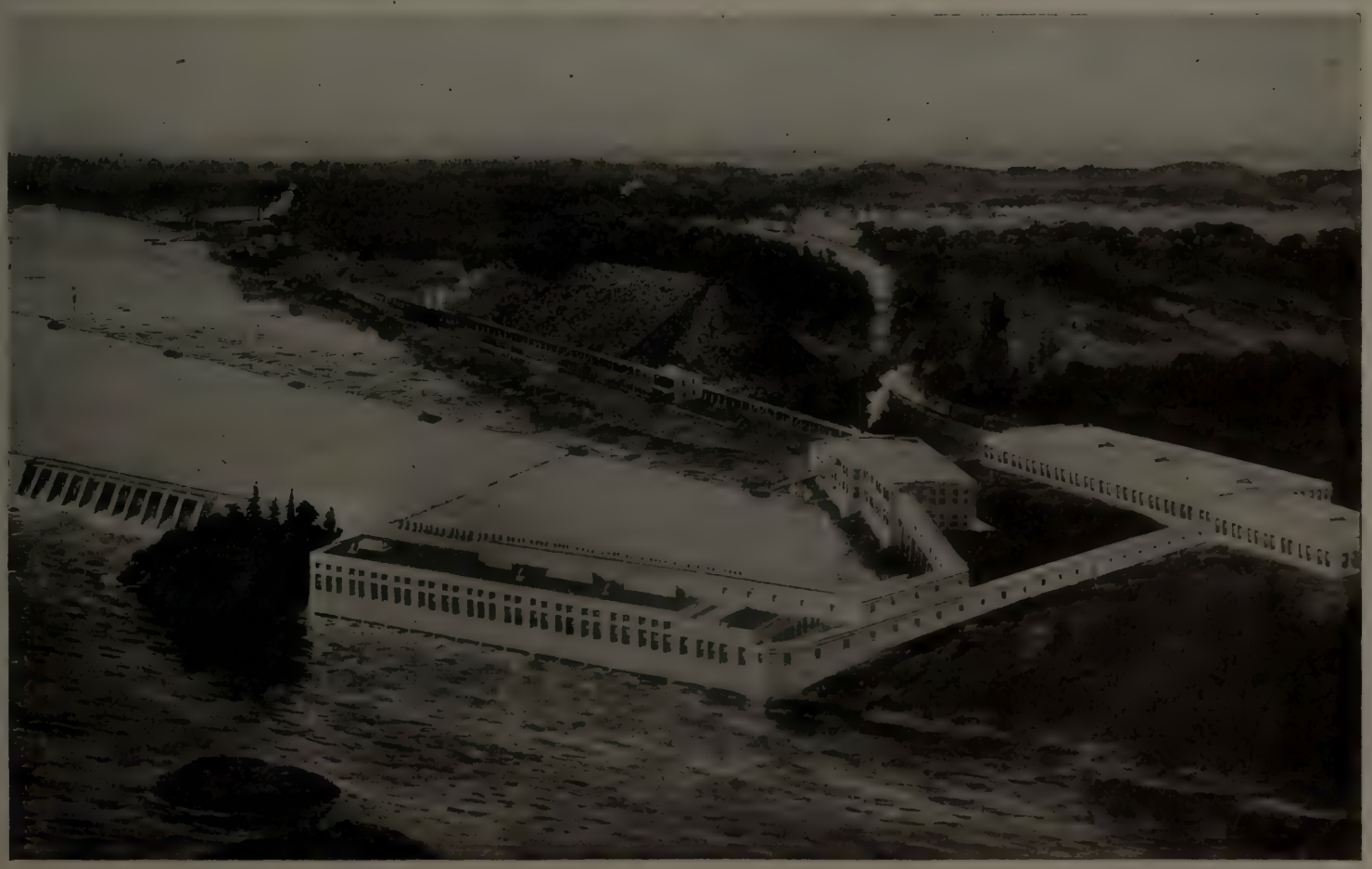
Estimating the output of logs on the North Shore during the past winter at 300,000,000 feet, it is quite a question still whether all of these logs will get to the mills this year, as many of the drives were practically hung up, according to the latest reports. One prominent firm reports the probability that out of its cut of 20,000,000 feet, about 3,000,000 feet will be hung up.

Referring to general market conditions, the report given us by the lumberman above referred to is to the effect that the lumber business on the North Shore was never in just such a state as at present. The lumbermen of the Southern States, he says, are in a position to put their southern pine on the market much cheaper than the Norway pine from the North Shore can be put there, so that the Norway market is practically gone. At one time this Norway was bringing $20 to $22. Today it is difficult to get an offer of $15. Firms which have been holding their Norway for $18 report that they have no present expectation of securing this price and that they have decided not to offer it for sale, but to hold it over in the log. Most of the mills on the North Shore had started operations early in May.

Although the market conditions referred to above are not as encouraging as one would wish, there is good reason for feeling some measure of satisfaction because the output of the North Shore for the present season has practically all been sold for export to the United States. It is certain, therefore that none of this stock will be unmarketed, or will be shipped into Ontario markets at a possible loss. The prices secured have not been so good as in former years, but all of the stock will ultimately find its way to United States markets.

# Ontario Pulp and Paper Plants

Spanish River Pulp and Paper Mills, Espanola, Ont.—General View of Plant.



Abitibi Pulp and Paper Company's, Plant—Iroquois Falls, Ont.

# Government Aid in Marketing Lumber

By The Hon. William R. Ross, Minister of Lands, British Columbia

Hon. W. Ross, Minister of Lands, Victoria, B. C.

The enormous quantity of merchantable timber in the province, the fact that lumbering is our premier industry, the importance of our forest revenue—all these considerations combine to make the marketing of British Columbia lumber a matter that demands the closest co-operation of the Provincial Government.

Therefore, since it became evident that the existing markets for our forest products were hopelessly insufficient, one of the main duties of the Government has been to discover the reasons why, and to set to work in a practical way to remedy conditions as far as possible.

Investigation showed the need for tariff reciprocity with Australia. It revealed the grip which the shipping companies of San Francisco and the Pacific States had gained, by organization, upon the sea-borne lumber trade, so that British Columbia was almost excluded from markets within the Empire that should be naturally hers. It showed how little was known in foreign countries concerning a mysterious wood described as Douglas fir. The most grotesque misconceptions about our timber were found to be prevalent among some foreign buyers. Thus two things were clearly revealed—firstly, that a general advertising campaign to stimulate the demand for British Columbia lumber must be carried on in every accessible foreign market; secondly, definite action must be taken to supply the shipping without which the commercial expansion of our lumbering industry is impossible. With 350 billion feet of standing timber and a mill capacity of 2½ billion feet a year, stagnation will continue to be inevitable unless adequate ocean transportation is provided, for only thus can we relieve our coast and interior mills from ruinous competition with each other in the restricted Western Canadian market.

There is so much useful work that can be done by governmental agency at the present time that I do not feel that we can claim to have made more than a promising beginning at the task confronting us in British Columbia. The Dominion Government is negotiation with Australia for a tariff preference that would secure to British Columbia her proper share of a lumber and paper business running into twenty million dollars yearly, while the despatch of a Special Trade Commissioner to study foreign markets throughout the world will benefit Western as well as Eastern manufacturers. Sixty thousand dollars has been voted this year by British Columbia for the dual purpose of encouraging the sea-borne lumber trade and conducting an educational campaign directed at the consumer in the Prairie Provinces, and the user of construction timbers, finish and shingles in Eastern Canada. We want Canadians to buy Canadian material whenever possible, instead of importing pine from the Southern States. And, finally, all over the world, government departments, railroad boards, large and small importers and the timber trade generally are being given systematic and persistent information, accompanied by exhibits, concerning every way in which our British Columbia timbers may suit their needs, the stocks available and the range of prices. Australia, India, New Zealand, South Africa, China, Japan are our natural markets, while the United Kingdom and Europe generally are capable of taking from us certain products in far greater quantity than hitherto. Already we have been encouraged by new business offerings from these countries, and though, through lack of shipping, our operators have not been able to take advantage of all these opportunities, I fully anticipate that the shipping plans now being considered will effectually remove this obstacle.

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The chief difficulty in connection with extending the market for British Columbia timber at Bristol in the past has been the cost and length of time required for shipment. Timber from Russia and Sweden has had a great advantage in this regard. It is expected that the opening of the Panama Canal will soon show that British Columbia timber can be marketed profitably at Bristol and that the demand will increase.

# A World-Wide Export Timber Trade

By H. R. MacMillan, Chief Forester for British Columbia

H. R. MacMillan, Chief Forester, Victoria, B. C.

The present war has profoundly affected the general attitude of Canadians towards economics. Many who had previously not given the situation a thought now realize the necessity of paying for our importations and for our interest charges, with exports of our produce.

The proportion of forest land in Canada is, and always has been so great, that for three hundred years, from the earliest of trading days, Canadians have paid their foreign debts with the produce of the forest. This produce has shifted from fir to pine, and now is shifting from pine to spruce, pulp and paper, Douglas fir and manufactured wooden articles. Though the proportion of forest products in our exports has decreased—it is still greater than any other country—the Western Hemisphere being $45,000 in 1913, or 1212 per cent. of our total exports. This total would be still greater if there were included in it all exports of manufactured wooden articles, the total quantity of which cannot be ascertained. The exports of forest products in Canada equal $5.97 per capita per annum. In the United States the total is only $1.37 per capita per annum. The reason for this is to be found in the fact that Canada is naturally a forest country, a condition which Canadians are prone to overlook. Of the whole of Canada only 25.9 per cent. is agricultural. The remainder of the country will produce no crop but a crop of timber. The forest is therefore our greatest resource. It is a resource so wide in area it should always, if well managed, assist Canadians in maintaining a world-wide export trade in timber products.

The future of Canada in the export timber trade may possibly be judged from the present condition of Sweden. Sweden is a country somewhat similar in forest wealth to New Brunswick, Quebec, and Ontario, only it is no greater in area than a portion of the forest regions of Ontario and Quebec. Yet Sweden, so small in area, supports an export trade in timber products of $60,000,000 per year, greater than the whole trade of Canada. Sweden has at present a great advantage over Canada, cheap transportation and the densely populated countries of Europe. The situation of Canada with regard to markets is, however, yearly improving; on the east the dense populations of the United States, Europe, the West Indies and South America are each year increasing their demands. Concurrently Canada's chief competitors, American spruce and southern yellow pine, are diminishing in quantity and competitive ability. Before the lumbermen of Eastern Canada there is opening out each year a wider export market.

On the west coast development is slower owing to the great quantities of competing timber in the North Western States. There are however, great markets in right for the Douglas fir regions, a portion of which will be supplied from British Columbia. Chief amongst the purchasers will be the densely populated countries of Asia, which are increasing each year in purchasing ability and timber requirements; Australia, South Africa and the west Coast of South America, countries which are developing in the same manner as are the Canadian prairies. The West Coast will, while not competing with Eastern Canada, ship to the Eastern States and to Europe timbers of special grades which are not produced in the east.

### Export of Finished Products Should Increase

A natural development of the export trade both in the east and the west will be a gradual increase in the proportion of more highly manufactured material shipped. Timbers and rough lumber should decrease, while pulp and paper, pulp products, doors, wood finish and trim and manufactured wooden articles should increase. Canada should consequently be always in a position to compete favorably with manufactured forest products where she can compete with any manufactured articles. Three-quarters of the country will produce timber only. Canada cannot be a great trading or commercial country unless that three-quarters of the area is productive, supporting timber industries, effective forest fire protection is therefore essen-

tial throughout every province of Canada. Forest fire protection is not more effective in Canada and already in eastern Canada no permanent extension of the export timber trade is possible for the reason that the forest has not been protected from fire and reckless exploitation.

# First Fruits of the Export Campaign

### B.C. Government Announces Good Order for Dimension Lumber—June and July Shipment for British Admiralty

Victoria, B.C., May 18th (Special to the Canada Lumberman): Hon. W. R. Ross has announced that the British Admiralty is placing an order with British Coumbia mills for 10,000,000 feet of dimension lumber for shipments in June and July. The Provincial Government was informed of its successful efforts on behalf of the export lumber trade by cable from Sir Richard McBride. Hitherto, British Columbia firms whether bidding on private or British Government orders have been able to deal only with American brokers through whom it has been the custom to place such orders. The order now secured is the first instance in which direct dealing between the Old Country and this portion of the Empire has been formally recognized as the proper method. In future, all British Government enquiries for Pacific Coast lumber will be addressed direct to British Columbia as a result of the representations made by the Provincial Government to the Home authorities. British Columbia lumbermen have also been handicapped by the control of available shipping secured by American brokers and American shipping companies which deal in lumber as well as carrying it to foreign markets. This feature was one of the main reasons for the despatch of Mr. H. R. MacMillan as Special Trade Commissioner to the United Kingdom, under instructions from Sir George Foster, whose energetic co-operation in this matter has been invaluable.

Furthermore, it was known that shipping engaged by the Admiralty was being used in the Pacific. With this in mind the Hon. W. R. Ross cabled Sir Richard McBride and the Agent General in London, and through their efforts it has been possible to secure the use of a number of British bottoms as lumber carriers from this Province on the return voyage. In the case of the 10,000,000 feet order now obtained the British Admiralty will itself make all arrangements for the necessary tonnage, thus making shipment a certainty.

The Minister of Lands, in an interview, laid much emphasis upon the success of the Province in securing this initial order. The Hon. W. J. Bowser also referred to the action of the Dominion Government through Sir George Foster, whose far-sighted work on behalf of the lumbering industry of British Columbia was very highly appreciated in this Province.

At the instance of the Hon. W. R. Ross, the Commissoner of Commerce at Ottawa, has written to every sawmill and shingle mill operator in the Province offering to supply free of charge future numbers of the Weekly Report issued by the Department of Trade and Commerce upon application.

This publication contains the various reports from the Canadian Trade Commissioners throughout the world, information on overseas markets, and a list of openings for Canadian manufacturers. From time to time there will be included the reports received from Mr. H. R. MacMillan, who is now investigating conditions in the principal markets on behalf of the Canadian timber trade in his capacity as Special Trade Commissioner. So keen is the interest shown in the States in such matters that it is necessary to print the publications corresponding to the above daily instead of weekly. It is, therefore, hoped that every British Columbia operator will take advantage of the offer, and so keep in touch with the movement for wider markets.

[Editor's note—Similarly it would be to the definite advantage of every lumber manufacturer in the other provinces of Canada to receive regular copies of the Weekly Report of the Department of Trade and Commerce, which, we understand, may be had free of charge, upon application.]

**Woodenware Coat Hangers:**—The trade in wooden coat hangers has been greatly affected by the war. These have been sent to Great Britain in large quantities in the past from Germany. These hangers should be made of hardwood and they are chiefly sold in two or three designs. For the usual circular shaped hanger which can be bought by the public at as cheap as 2c. each, German manufacturers have quoted a c.i.f. price to the importer of $1.08 per gross. Thousands of these hangers are sold in Great Britain and there are a number of firms who purchase in fifty gross lots. One Leeds firm reporting to Mr. Claude Dyer, Canadian Trade Commissioner, at Leeds, is prepared to undertake the purchase and sale of these goods for Canadian firms seeking to capture the trade.

# The Shipping Situation on the Pacific

### B.C. Firms Handicapped by Higher Costs of Production—Brokers of U.S. in Closer Touch with Trade

**From information furnished by C. Gardner, Johnson and Company, Ship Brokers, Vancouver, B.C.**

THE most important factor in connection with the export lumber trade of British Columbia today is unquestionably that of shipping facilities. There are abundant shipping facilities from British Columbia ports to trans-Pacific markets, that is to say, when conditions are normal, but it is quite certain that the bulk of the shipping business in connection with the export of lumber goes to the Sound ports, as lumber manufacturers using those ports seem to be in a better position to accept lower prices than the British Columbia mill owners. From British Columbia ports to the Orient the following lines of vessels run regularly:—Osaka Shosen Kaisha, Blue Funnel Line, Royal Mail Line, Canadian Pacific Steamships and the Russian Volunteer Fleet (to Vladivostock). In normal times the O. S. K. and the C. P. R. each run a fortnightly service and the other lines a monthly service, but on account of the war and the number of vessels commandeered by the Government, the above services are very much curtailed at present with the exception of the O. S. K. (which has continued a very fine fortnightly service from British Columbia and Sound ports to Japan, China, Manilla and India) and the Blue Funnel which is continuing its monthly service to Japan and China. In addition to these lines there are also the Nippon Yusen Kaisha, and Great Northern Steamships, which run monthly vessels from Seattle and Tacoma to the Orient. The rates on all these lines on lumber are from $10 per thousand feet B.M., according to lengths and sizes, to Japan, and $12 upwards to China, and Manilla. These liners, however, look upon lumber as an objectionable cargo and will only take it when other cargo is not obtainable, on account of the extra length of time required for handling lumber both at the loading and the discharging ports. Most of the lumber business, therefore, is handled by brokers who, from time to time charter special tonnage and ship full cargoes of lumber to various points in the Orient. The rates of freight on such charters vary from time to time in accordance with the freight market, and it is therefore quite impossible to give a reliable average rate.

#### Cost of Production Favors U. S. Mills

The shipping facilities in British Columbia are as good as those ruling at the United States Pacific ports as regards the rapidity of handling lumber and the cost, but there is no doubt that the lumber mills on the Pacific Coast of the United States have reduced their cost of production lower than have the British Columbia mills. They are therefore able to quote lower prices and secure the bulk of the business. Another important reason why so large an amount of the export trade is secured and shipped from United States Pacific ports is that practically all the lumber merchants are located there and are regularly in touch with their mills, so that, when an opportunity offers they buy a cargo, and charter tonnage to lift it, from practically their home port. One might naturally ask why they do not buy from British Columbia mills. The answer is, first, because they are Americans, and naturally give their own mills the preference on equal terms, and secondly, if they were able to secure an equal offer from a British Columbia mill they would have to take into consideration the extra cost of getting the steamer to British Columbia and back, which would mean at least a loss of three days and the extra cost of steaming the distance both ways. This is a very strong factor in preventing the British Columbia mills from getting their share of the export business. There are also lumber merchants on the Sound who control their own steamers or sailing vessels, as the case may be, and so are better able to sell lumber cargoes at a c.i.f. price, and transport these cargoes on their own vessels at whatever rate of freight the business will stand.

Practically all of the lumber export business to Australia, Japan, China and South Africa from this coast is done, as indicated above, by merchants, through the medium of chartered tonnage. Rates of freight to Australia during normal times run about 45s. per thousand superficial feet, board measure, and to South Africa about 65s., but at the present time, on account of the scarcity of tonnage occasioned by the war, it is almost impossible to make shipment. The rates which owners are asking for such business are in the vicinity of 90s. and 115s. respectively.

#### The Ship-owner and the Broker

The opening of the Panama Canal has caused quite a large enquiry on this market, as well as at the United States Sound ports, for lumber and shingles for New York, Boston, Philadelphia and other United States Atlantic ports, as well as for the St. Lawrence. A large business has already been done in this direction, but in every case lumber merchants who control tonnage have secured the business. The following firms are all in the lumber business:—W. R.

Grace & Company, Hind Rolph & Company, and the Robert Dollar Company. As each of these firms have steamers running regularly through the canal to the Atlantic, they are able to sell lumber c.i.f. and carry the lumber and shingles on their own boats. It can naturally be understood therefore, that they are always willing to give others room on their boats for parcels of lumber, but at rates which are higher than what they are charging for carrying their own lumber. This prevents the shipper who does not control tonnage from competing. Consequently these three firms have, up to the present, been able to secure most of the Atlantic lumber business. As there are no steamers running from British Columbia ports to the Atlantic Seaboard, our shippers are bound to go to the expense of shipping their lumber parcels to Seattle and trans-shipping, which expense prevents them from competing with United States Sound ports.

There is a very fine opening in this trade for an independent line of steamers, the owners of which should be ship-owners only and should give every shipper an equal chance of doing business, so long as they are willing to pay $12 per thousand feet B. M. for lumber, $1 per thousand for shingles, and about 40c. per hundred pounds, weight or measurement on general cargo. Other rates would be in proportion, and there is any amount of cargo securable both ways for a line giving monthly sailing.

There are practically no shipping facilities for carrying lumber between British Columbia and San Francisco, as the small coasting vessels that come to British Columbia have to trans-ship at Seattle. This at once prevents the British Columbia manufacturer from competing with United States coast mills, where the cheaper transportation gets them the business every time.

### B. C. Brokers Not Strong Enough Financially

There are quite a number of lumber brokers in British Columbia, but although they get the lumber enquiries for export business from time to time, they are not able to conclude transactions of any consequence, on account of the United States brokers having more direct and personal connections with the different markets, and more especially because they do not, or cannot control tonnage, as the United States brokers do. The United States broker is usually a firm of standing and strong financial position, whereas the British Columbia broker, from our experience, is not able to undertake the financial risk which his United States neighbor will shoulder. Moreover, the United States broker will, in nearly every case, control transportation in some way, either directly or indirectly. All this goes to show why most of the export business goes to the Sound, whereas, if the British Columbia lumber people would get down to a bona fide basis and show a disposition to compete with the Sound, there is no reason why they should not secure at least their share of export orders.

The above statements are made from personal experience. Take for instance an enquiry which we had a short time ago for 3,000,000 feet of square timbers for the United Kingdom for special friends of our own. We made great efforts to secure this order, but the very best price we could secure from mills in British Columbia was $9 G. list, which is looked upon as a very low cut. We felt sure that we could then secure the order. Very much to our surprise, however, our friends replied that as they had a 15 per cent. cheaper offer from one of the Sound mills they were unable to consider our offer. After receiving this information we made a further effort to get our lumber people to reduce their price, but they could not do so, as they said that the price quoted was just the bare cost of production. In view of this we think we are right in saying that the British Columbia mills must get down in their cost of production in order to compete adequately with their neighbors over the border.

Lumber is shipped from the Pacific Coast to Australia and South Africa at rates based upon the thousand superficial feet board measure. This is the only basis on which shipments are made from this coast. One thousand feet B.M. (or in other words, one mille) is practically two tons.

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Timber sales completed by the Forest Branch of the Department of Lands for British Columbia during the month of March totalled 13,543,550 feet B.M. and 121,200 lineal feet, the estimated value being $21,900. During the month of March there was scaled in all districts of British Columbia a total of 36,322,698 feet B.M. of saw logs, 378,-853 lineal feet of piles and poles and 17,575 cords of railway ties, shingle bolts, fence posts and cordwood. The total quantity of saw logs exported from all districts in the province during March was 7,307,897 feet B.M., and the exports of piles and poles amounted to 82,890 lineal feet.

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The imports of timber into Austria-Hungary, and the exports therefrom for the year ending December 31st, 1913, amounted in value to $5,681,609 for imports and $54,011,589 for exports. Canada's share in this trade was infinitesimal, amounting to $665 worth of timber sent to Austria.

# Trans-Pacific Trade of the West Coast

## Business Controlled by the Shippers Who Do the Least Towards the Joint Result

**Written specially for the Canada Lumberman by Niel Nielsen, Australian Commissioner to the Panama-Pacific Exposition**

THE present and future trade in lumber between the West Coast of North America and Australia is governed by several important factors. They are as follows:—

THE TIMBER ITSELF: Douglas fir has so many special qualifications that it is difficult to secure a substitute for it in any part of the world, once its uses have been made known. Its great strength, coupled with its lightness, are qualifications which stand out prominently wherever it has been introduced and secures for it a stable market.

THE FORESTS: In the first place Douglas fir grows in dense forests which contain enormous numbers of trees per acre. Secondly, these forests very often contain a remarkable proportion of trees of the same age and quality. Thirdly, it grows near the coast where water transportation may readily be used in all the earlier stages of manufacture; and then when manufactured it may be loaded directly into the deep-sea ships which take it to its destination. These two factors Nature has provided and has provided them in such a way that they could not well be more advantageous than they are.

The next factor is supplied by the manufacturers. It is

CHEAPNESS OF MANUFACTURE: This includes several sections principally

1. Scientific and systematic logging.
2. Provision of the most efficient machinery.
3. Organization and efficiency in handling.

So far Nature and the manufacturers have worked hand in hand and the result is that the manufactured lumber is produced at a remarkably small cost in proportion to the real intrinsic value of the lumber itself in use.

FREIGHT: This unfortunately is neither in the control of the lumber manufacturer nor the lumber user and therein lies the cause of the whole trouble. This fact throws the trade into the hands of the middleman, leaving the lumber industry to be controlled, not by the cost of production, not by the value in use, but by the cost of carriage from its point of production to its point of consumption.

The millers who produce the lumber have sunk too much of their money in their mills, their forests, and their machinery, trusting to luck to provide them with freight and luck has not always stood by them. Almost exactly the opposite has been the case. **In spite of the enormous amounts of capital invested by the mill owners, in spite of the energy displayed by the users, the trade is controlled by the shippers who do the least towards the joint result, yet in most cases make the most profit, and in every case control the trade, while taking the fewest risks and providing the merest trifle of the total amount of capital invested in the industry.**

Has this state of affairs been brought about by the fact that the trade is based upon an unstable foundation? I think not. True it is that the forests will not last for ever unless renewed, but there is still at hand countless square miles of virgin forest country yet to be logged, sufficient to provide for the requirements of the trade until the logged-off lands can be re-forested. The instability, if any, is therefore not in the production of the lumber. Is it in the consumption? Again I say no, emphatically no.

Australia is the largest oversea customer, the others being China, Japan, South America and South Africa. Are any of these countries likely to reduce their present consumption? Again I answer in the negative. None of these countries produce any timber that is of equal value in use consistent with its cheapness. Therefore as time goes on, the consumption will be greater instead of less. In the countries which are at present populous, the use of this class of lumber will increase because of the increased needs of the existing population, and in those countries where at present the population is scarce the consumption will increase with the increase of the population.

We have therefore stable conditions governing both production and consumption to a degree which practically puts the trade upon a permanent footing. **We therefore have but one link to add, namely, stability in the carrying trade. This can be secured if the producers and consumers act in co-operation and only by this means, and until this connecting link is supplied to the chain, the instability of the trade will continue while the controllers of the freights will fatten at the expense of both the producer and consumer.**

How are the producers and consumers to secure control of this connecting link? There are only two possible means. The first is by providing their own ships, and the second is by securing a reciprocal trade which will keep the ships constantly going back and forth from the point of supply to the point of consumption. To do this, rests upon one word—back-loading—therefore **the future stability of the trade rests upon one factor only and that is the equalization of the balance**

**of trade between the lumber producing countries and those which consume it.**

By balancing up the trade, the boats could be constantly kept upon the one run. The country that produces the lumber must not only arrange to sell its product in the lumber consuming country, but must see to it that it buys from the lumber-consuming country a sufficient quantity of the commodities it produces to fill the lumber ships on their return journey.

This needs, first, an investigation scientifically conducted of the commodities produced in the lumber-consuming countries which are required by the people in the lumber-producing countries; then a consistent agitation to remove all bars to the entry of those commodities whether such bars consist of unscientific customs tariffs or of the absence of the means of using the productions of the lumber-buying countries.

For instance taking Australia as an example. We produce many of the commodities which you require much cheaper than you can; we also produce other commodities which you require but which you cannot produce at all.

In the first category are, say, fresh meats, preserved meats, wool, hides and skins, oleo stearine, and other by-products of the pastoral industry, butter, hardwood and furniture timbers.

In the second category are, say, copra, cocoanut oil, tin ingots, gem stones, wines, pearls and pearl shell, all kinds of fresh fruits in the opposite seasons to yours, and tropical fruits and products of all descriptions, etc.

Surely a trade could be worked up in these which would fill the lumber ships on their return journey and so keep them on the run constantly and independent of outside freights.

The only other alternative is for each mill to assist in providing a lumber fleet by each owning at least one ship.

# Export Trade from the Pacific Coast

## Co-operation by Government and Banks Required to Place B.C. Exporters on a Level With Their United States Competitors

**Specially written for the Canada Lumberman by A. C. Flummerfelt**

Six years ago, when the Forestry Commission of British Columbia was appointed to make searching investigation into the lumber problem upon which the business development of the Province so largely depends, the lumbering industry of the west was enjoying a period of great activity. The early days which had witnessed the growth of a small export and domestic trade in lumber products, in which the export of seventy million a year formed a comparatively heavy proportion of the total business done, had passed away.

A great influx of population to the Canadian prairie had revolutionized the industry, and every effort of our lumbermen was concentrated upon supplying the sudden demand for building materials thus created. Eight and a half million acres of standing timber had been taken up under license during the years 1905, 1906 and 1907. Sawmills were being built at every strategic point and sending their output to the prairie markets which had at that time become more profitable than the export trade, and there was a heavy investment of British, American and eastern capital. Thus in 1910 when the Commission, of which I had the honor to be a member, was conducting its investigations, the lumber cut of the province for the year had jumped somewhat suddenly to 1,028 million feet. No less than 640 million of this total was shipped to the Prairies, less than 70 million going foreign.

This fact shows how completely the export trade had become eclipsed by the attraction of the home market, and the situation became intensified in the following years. In 1911 there was a cut of 1,200 million, prairie shipments being 760 million, and the water-borne trade being 47 million feet only. Business for the years 1912 and 1913 was similarly distributed. Hence when the building boom on the Prairies came to an end, British Columbia was left with limited markets, in consequence of which the Coast lumbermen began to turn their attention to the overseas trade, only to find that their neighbors to the south had meanwhile secured a firm grip on foreign countries. Then came the outbreak of war, followed by the scarcity of tonnage and the complete disorganization of freight rates.

Now, if we analyze the mill situation in the province, we find that out of the aggregate capacity of 2½ billion feet per annum, no less than one billion feet, or 40 per cent., is the capacity of Interior mills, whose chief market lies in the prairie provinces. During the recent past, to which I have above referred, over 60 per cent. of British Columbia's cut was sold prairie-wise. Hence the problem from both the Interior and Coast millmen's point of view is to divert as much as possible—of the Coast cut—seawards, so that Coast mills will not be obliged to compete in the limited prairie markets whose wants can be very largely supplied by the large capacity of the Interior mills. Overseas markets have therefore regained the importance which they never should have lost in the eyes of our Coast manufacturers.

In turning our attention to the overseas trade, we find that notable alterations have taken place in conditions. While, on account of war conditions, we have not as yet felt the benefit of the opening of the Panama Canal, it is obvious that that event is fore-ordained to effect radical changes in the world's lumber trade. In the first place, the canal will provide a new outlet for common lumber. If, as at present, eastern American cities can pay $20 to $25 for common grades of British Columbia lumber which sell for $8 to $12—and on which a freight rate of about $8 through the Canal can be anticipated,—will unquestionably be able to secure a large portion of this trade. The entry of this new material into the Atlantic Coast markets comes at a very opportune time, for supplies from the northeastern States are shrinking rapidly and the cut of the South has passed its zenith. My conviction is borne out by the U. S. Treasury reports, which state that the average price of Douglas fir exported in 1912 was $12.28, while that of long-leafed pine averaged as high at $20.91. Needless to say, there is no single factor which could have a more potent influence upon the export business than a wider sale for common lumber and the smaller sizes cut from sidings yielding high grades. With the added enormous demand which Europe is about to make upon the lumber producing centres of the world, British Columbia should, and in my opinion will, participate more largely in the world lumber markets than ever before.

This business, however, is absolutely dependent upon adequate shipping facilities. In early days the export trade in Douglas fir was carried on by means of sailing ships. At that time mills doing an export business chartered on speculation, often a year ahead, and were thus in a position to quote c.i.f. prices. This situation was entirely changed by the entry of tramp steamers into the trade. Large merchandising and shipping companies centering in San Francisco gradually gathered large fleets on time charters and established connections in foreign countries which enabled them to obtain return cargoes. The unorganized individual manufacturing concerns of British Columbia were unable to compete with these extensive organizations in making c.i.f. quotations. Similar commercial developments did not occur in British Columbia, because, as I have said before, the tempting prairie trade absorbed our manufacturers' attention. The result is that the lack of shipping from British Columbia ports has now become the main obstacle to the re-entry of our province into its natural overseas markets. In addition to this, the chaotic condition of the shipping business throughout the world, due to the war, creates a temporary situation that is unprecedented. Thus, for example, rates per M. on shipments to the United Kingdom have advanced since the war began from 68 to 70 shillings to 130-150 shillings, and even at these prices very limited tonnage is available. Thus for the time being we are powerless to take advantage of the abnormal demand.

But although one can see little that can be done (unless interned German steamers can be secured from the Imperial Government) that will immediately lift this temporary incubus upon our trade, it is apparent to any business man that some unusual steps must be taken at once or some plan devised to enable the British Columbia manufacture to take advantage of the business offering as soon as present abnormal conditions have passed away.

**In my opinion the following are requisite and essential:**

**1. The organization of a single selling association managed by the export mills, business being distributed pro-rata to members of the association according to their mill capacity.**

**2. Active support from the Provincial and Dominion Governments in pushing the sale of British Columbia lumber in every market.** I am glad to recognize how much the timely and energetic action of the Honourable W. R. Ross has already demonstrated the effectiveness of Government action, looking toward the securing of such definite changes as reciprocity with Australia, which would probably bring about as great an increase as experienced in the South African trade—in the last ten years from 17 to 64 per cent.

**3. Co-operation by the Bankers' Association of Canada, so that the financing of bills of exchange should be shared among the banks, just as the export of lumber would be shared among the mills.**

**4. The establishment by the Government of some system of royalty rebates or ship subsidies so as to guarantee the necessary minimum supply of shipping** which will secure the progressive, continuous growth of a solid export trade for British Columbia lumber.

# Australia and the Orient

**Written Specially for the Canada Lumberman by a Lumberman with wide Export Experience**

**An Analysis of the Market Situation from the British Columbia Point of View.**

IN analyzing the export trade to Australia, and seeking the reasons for British Columbia falling off in shipments there for the past few years, the fact stands out that any useful deductions require the trade to the Orient and Antipodes to be considered together.

Lumbering in every part of the world is in the same position in regard to inability to manufacture solely the market requirements. One has to make whatever the logs yield, and not what any one market calls for entirely. Consequently the art of marketing consists, not in selling the plums for which buyers will always compete, but in quitting the lemons to the best possible advantage. European mill men have got this down to a fine point, and will not sell their popular goods except in combination with others of a less saleable character.

Australia requires the highest grade goods of any market in the world, and probably not more than 30 per cent. of the average B. C mill product is now disposed of there. The remaining 70 per cent. constitutes the factor that must have an outlet found for it, and this is the direction in which B. C. enterprise should be applied. Australia will take all that the Coast mills can make of suitable goods, and that she cannot get all she requires from that source of supply is shown by the details of Swedish and Norwegian goods that are imported, which figures are given later.

The U. S. A. Department of Commerce shows the following figures of lumber exports for the past three years:—

| | 1912 | | 1913 | | 1914 | |
|---|---|---|---|---|---|---|
| To | M. Ft. | Value | M. Ft. | Value | M. Ft. | Value |
| Australia ... | 241,919 | $3,934,221 | 289,207 | $4,860,854 | 260,395 | $4,218,719 |
| (Average values $16.26 per M.) | | | | $16.80 | | $16.20 |
| China ... .. | 38,719 | $404,854 | 95,537 | $1,060,318 | 107,506 | $1,098,149 |
| (Average value $10.46 per M.) | | | | $11.07 | | $10.21 |

These Government figures show that the U. S. A. increased her Australian exports in 1913 by 20 per cent. of the 1912 total, and while 1914 shows a loss as regards the preceding year, the figures still show a gain of about 10 per cent. in 1914 as against 1912. There is no doubt that the increase would have continued at the higher rate if war had not upset shipping movements.

The China exports show a gain of 150 per cent. in 1913 over the trade of 1912, and a further gain of 12½ per cent. in 1914 over the preceding year; in other words the China market took over 2½ times the quantity in 1914 that was shipped there in 1912.

### The Chinese Market An Important Factor

Bearing in mind the relative values of goods taken by these two countries (Australian average for the three years is $16.42, and for China $10.58—the 1913 high average for China was probably due to shipment to Hong Kong for special purposes, of goods higher valued than usual, which raised the average). Two facts stand out, namely, the stability of prices realized, and the great help that ability to use the China market affords in securing the Australian trade.

The same facts are apparent in the Siberian trade through Vladivostock, Harbin, etc. The timber stands in that country are anywhere from 500 to 1,500 miles from mills, and shipping ports. The trees are over-mature, rotten, and coarse, to such an extent that one is quite conservative in stating that not 50 per cent. of them would be taken if one had any option in the matter. Yet in 4 years the trade grew from nothing in 1909 to 42,000,000 ft. B.M. to Australia, and 8,000,000 ft. to the United Kingdom in 1912, and at very attractive prices as the "broads" (3 x 12/20) fetch up to $50 per M., being sizes not usually made by the European mills, and which have hitherto been shipped by Canada and the U. S. A. No exact figures are available as to what China takes from this territory, but it will probably be about 80 per cent. of the cut, and without this outlet for a large proportion of the make in common goods it is a fair inference that not a foot could be exported, or in fact operations carried on at all. China can be exploited to an indefinite extent, as one is warranted in saying that educational work in the matter of lumber will create a demand unthought of by those not familiar with conditions there, but it is association work that must create the demand, as no individual exporter can possibly cover the ground properly.

### Comparative Figures of West Coast Exports

The feeble showing of B. C. in the China trade probably arose from the fact that up to early 1913 the local and rail trade took care of a much greater part of the lower grade goods than has since been the case.

The following statistics show the exports from the West by states and destinations (except for 1911 where separate figures for China and Japan are not available):—

| | | Australia and New Zealand ft. B. M. | China ft. B. M. | Japan ft. B. M. |
|---|---|---|---|---|
| British Columbia | 1911 ... ... ... | 26,665,409 | 2,966,101 | |
| | 1912 ... ... ... | 25,788,248 | 5,400 | 2,705,283 |
| | 1913 ... ... ... | 10,750,629 | 452,412 | 4,723,745 |
| | 1914 ... ... ... | 8,746,065 | 1,290,139 | 2,082,327 |
| Washington | 1911 ... ... ... | 114,695,869 | 27,832,314 | |
| | 1912 ... ... ... | 115,294,033 | 18,366,900 | 4,109,462 |
| | 1913 ... ... ... | 133,095,368 | 39,140,717 | 9,175,183 |
| | 1914 ... ... ... | 147,407,568 | 45,281,774 | 6,633,423 |
| Oregon | 1911 ... ... ... | 33,536,541 | 50,998,868 | |
| | 1912 ... ... ... | 67,560,860 | 42,493,027 | 9,175,183 |
| | 1913 ... ... ... | 103,539,470 | 66,836,447 | 6,633,423 |
| | 1914 ... ... ... | 49,661,547 | 78,362,450 | 4,744,347 |

Japan has a bearing on the questions under discussion, not so much in the matter of lumber as in the adjustment of trade in general. Her lumber purchases from the U. S. A. were:—

| 1912 | | 1913 | |
|---|---|---|---|
| Feet | Value | Feet | Value |
| 14,533,000 | $190,723 | 14,499,000 | $208,083 |
| (Average value $13.12) | | (Average value $14.35) | |

### The Balance of Trade

Taking the total values of all goods exchanged between the U. S. A. and the countries named the figures show as follows:—

| To | 1912 | 1913 | From | 1912 | 1913 |
|---|---|---|---|---|---|
| China ... .. | $36,743,322 | $34,241,569 | China ... .. | $33,797,619 | $43,780,323 |
| Japan ... .. | 53,478,046 | 57,741,815 | Japan ... .. | 80,607,469 | 91,633,240 |
| Australia ... | 47,365,867 | 52,708,168 | Australia ... | 12,137,299 | 15,450,442 |
| | $137,587,235 | $144,619,552 | | $126,542,387 | $150,864,005 |

The writer has not the necessary figures relating to the trade between the countries cited (Japan and China to Australia, and vice versa) to prove the axiom that commodities pay for commodities (imports pay for exports) but feels little doubt that it applies, and the net balance of trade (of six millions odd in 1913) shown by above figures is adjusted through Great Britain, probably at a cost of double exchange. Any action on the part of the Canadian Government whereby exchange of trade, in any commodity, is faciltated with any of the above countries must have a beneficial effect, indirectly but surely, on the lumber industry.

Our friends to the south have consistently cultivated the China trade as is shown by the figures for the past ten years:—

| | | | | |
|---|---|---|---|---|
| 1905 ... ... ... ... | 13,910,784 | 4,838,004 | 49,460,945 | 80,285,114 |
| 1906 ... ... ... ... | 23,937,218 | 4,595,753 | 86,338,765 | 101,299,343 |
| 1907 ... ... ... ... | 24,336,690 | 5,617,248 | 91,151,263 | 92,246,093 |
| 1908 ... ... ... ... | 20,538,674 | 3,806,283 | 77,461,857 | 88,386,956 |
| 1909 ... ... ... ... | 27,703,054 | 9,883,480 | 58,855,283 | 70,481,705 |
| 1910 ... ... ... ... | 34,254,050 | 2,948,729 | 100,946,445 | 109,244,082 |
| 1911 ... ... ... ... | 26,665,409 | 2,966,101 | 148,232,410 | 78,831,174 |
| 1912 ... ... ... ... | 25,406,046 | 2,710,683 | 173,668,279 | 74,820,467 |
| 1913 ... ... ... ... | 10,100,036 | 5,176,157 | 228,673,576 | 122,442,362 |
| 1914 ... ... ... ... | 7,535,776 | 3,372,466 | 185,217,630 | 132,498,033 |
| Totals for 10 years. | 214,387,737 | 45,914,904 | 1,200,006,453 | 950,535,329 |

These figures show that in the ten years 17¾ per cent. only of B. C. shipments to the Orient, etc., went to China and Japan, against 44 per cent. of the U. S. A. movement. Furthermore if the reader will turn to the figures given previously, showing China and Japan separately, and recall the fact that Japan takes higher grade goods than China, he will find that B. C. has exported considerably more to Japan than China, whereas the U. S. A. sends only a comparatively negligible quantity to Japan when compared with her China trade. And those conversant with both trades are of the opinion that Australia would take a considerable part of the goods that go to Japan and pay better prices.

### United States Now Reaping Its Reward

The U. S. A. is now reaping the benefit of cultivating the trade in the way she has, by having a very firm hold of the market, and is also fully alive to the possibilities of further expansion. The Government has had for some months a representative there in the interests of the industry, and also one of the most successful and prominent shipowner lumber exporters has been down recently with a view to strengthening his hold on the trade, and his past success safely assures the fact that his visit will have definite and practical results.

The Pacific Coast stands geographically as the natural source of supply for wood goods to the countries under discussion. The timber

is there; the mills are in existence to take care of the demand; prices for the past few years would seem to compel the trade to come that way. Freights are lower than from competing points of supply, being normally about $12 as against $15 from Europe. Loss of interest, and chance of depreciation, are less by reason of the shorter time in transit. Yet Sweden and Norway figure very largely in the Australian trade—and they are exactly in the same position as B. C. in respect to only having a limited output of goods suitable for the market. Australia stands as Europe's second heaviest buyer of planed goods, being outranked only by Great Britain, and her imports from Scandinavian countries were 95 per cent. floorings, matchings, and other dressed material. The remaining 5 per cent. is very largely 3 x 9 x 11 red deal. It is not a question of price that enables the European mills to retain a firm hold on the market, and also considerably extend their trade there each year. The secret of their success lies in their careful study of the trade and its requirements and attention in detail to the local needs. The statistics for 1912 and 1913 were as follows:—

**FROM SWEDEN**

| | SAWN GOODS | | | | | | | PLANED GOODS | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 9" and up Broad. | | 6 to 8 inches. | | Under 6 inches. | | | 9" and up Broad. | | 6 to 8 inches. | | Under 6 inches. | | |
| | Red | White | Red | White | Red | White | Total | Red | White | Red | White | Red | White | Total |
| 1912—Ft. B.M.— | 1,702,560 | 103,020 | 1,381,680 | 69,600 | 224,220 | ..... | 6,472,080 | 1912—Ft. B.M.— ..... | | 22,220 | 6,326,640 | 13,723,880 | 181,800 | 2,389,660 | 22,644,20 |
| 1913— | 3,263,360 | ..... | 1,955,360 | ..... | 244,420 | ..... | 5,508,140 | 1913— | 216,140 | 1,012,020 | 7,465,920 | 20,745,400 | 1,119,080 | 3,472,380 | 34,030,940 |

| | Ft. B.M. |
|---|---|
| From Norway planed goods, 1912 ... ... ... ... | 39,082,512 |
| From Norway planed goods, 1913 ... ... ... ... | 62,625,883 |

Recapitulation of imports from Norway and Sweden:—

| 1912 | Sawn | Planed | Total |
|---|---|---|---|
| Sweden ... ... ... ... | 6,472,080 | 22,644,200 | |
| Norway ... ... ... ... | ..... | 39,082,512 | |
| Ft. B.M. ... ... ..... | 6,472,080 | 61,726,712 | 68,198,792 |
| 1913 | Sawn | Planed | Total |
| Sweden ... ... ... ... | 5,508,140 | 34,030,940 | |
| Norway ... ... ... ... | ..... | 62,625,883 | |
| Ft. B.M. ... ... ... .. | 5,508,140 | 96,656,823 | 102,164,963 |

The principal demand in sawn goods is for 3 x 9 Swedish red in 2nd (normal value about $34.75), 3rd ($27.50), and 4th ($25.25) f.o.b. respectively, sometimes with a proportion of 5th ($21.75) to cover and protect any better goods needed for deck load. Any white deals shipped will be 1st ($28.75), and 2nd ($25.00). The normal f.o.b. price for floorings will be based on 1 and 6 Colonial assortment being $25 for white, and $26.50 for red goods.

### Necessity For Exactness in Sizes and Grades

A great factor in the Scandinavian hold on the trade is the extreme care used in seasoning, or conditioning, the goods before shipment, and another important point is in manufacture being very regular. Planing to exact thicknesses is required. Both in Australia and South Africa the goods are handled on the measure they hold up, and not on the nominal (measure before planing) as in Europe. For instance a board ⅞-inch, reduced to ¾-inch in dressing, is bought and sold at the latter measure, and if it is shy or scant will only be accepted in resale as ⅝-inch. Swedish goods are dressed—taking square edged flooring for example on ⅛-inch in thickness, ¼-inch in width; t. & g. flooring same in thickness, ½-inch in width. Dressing on these measures could not be done except for the fact that goods are properly seasoned—naturally, and not kiln dried.

A description of the sort of timber being worked will probably give a practical mill man a better line on grading than any other method of description will do. In Europe the grading varies somewhat with the different mills and districts; in consequence the marks owned by the most careful mills situated so as to get the best logs command higher prices than marks from mills not so favourably placed, or in which buyers have not as great confidence.

The red is from Pinus Sylvestris (also called Northern Pine, Scots fir, Swedish yellow, etc.) is a hard pine, but with less resin contents than others of same class. It approximates to Douglas fir in respect to weight, resin, variation in number of annual rings, and proportion of summer wood. Douglas fir is rather coarser grained, slightly harder, and does not work quite as well as the Baltic red, but the variation between the products of different districts is more in the red than the variation of Douglas fir from different ports—say Alberni and Columbia River. The European trees average about 90 feet (extreme say 140 ft. by 5 ft. diameter in old trees) and of such diameters as to make it uncommon to square 15-inch sound timbers. Very little above 12-inch by 30 feet comes to market, and not much of that. Practically 3 x 11 is the largest size cut, and that in limited quantities. This tree gets rid of its branches only about one-third of the way up, whereas Douglas fir sheds them about two-thirds that height, so its greatest diameter, with this fact, sets up the inference that it should yield cleaner lumber.

The Baltic white is from spruce (Picea excelsa, Norway spruce) and grows about the same height as the red, not quite as large in diameter, and is clothed closer to the ground than the red, consequently carries a greater number of knots which makes it more difficult to work. Both the red and white are straight grained, tough, and elastic woods, neither being quite so stiff as Douglas fir under load. The red is probably inferior in strength to the fir, but not very much, while the white will be decidedly so, as is the case with any spruce. Its principal use is in joinery, prepared goods, and fir joists, and scantlings in a cheap class of buildings, but for work of any pretention red is always specified.

The intimate relationship between the command of suitable tonnage, and success in the lumber is established by the history of the Scandinavian trade and emphasized by U. S. A. records.

### Ownership of Vessels Established Norway's and Sweden's Trade

In the eighties for various reasons British shipowners sold out to the Norwegians a great deal of sail tonnage, which by class, and age, could only be employed in carrying wood, coal, and ice cargoes; some was classed sufficiently high to permit of its use in the summer season for the St. Lawrence with the cargoes specified. From 1880 to 1890 the St. Lawrence spring fleet was composed of very many vessels under the Norwegian flag, which took wood cargoes from Scandinavian ports to London, or English Channel ports, and then proceeded to the St. Lawrence in ballast. They would often do also a voyage from Scandinavia to the United Kingdom or continent in the fall. Possession of this tonnage, practically confined to lumber cargoes, placed both Sweden and Norway in an excellent strategic position to build up the trade in that commodity, and enabled Norway to take a commanding position in the industry which her timber stand resources hardly seemed to warrant. Her forest acreage was less than half that of Sweden, and probably not 3 per cent. of Russia in Europe. Even to-day she stands pre-eminent in the planed goods trade—although her exports for 1913 were only about two-thirds those of 1906. Her total exports of wood goods of all kinds are only about 60 per cent. of the 1909 volume. The statistics show that Sweden exported to Norway about 70,000,000 ft. B.M. lumber, more than half of which consisted of red and white battens and boards from 4 to 8 inches wide, most of which doubtless passed through her planing mills, and was re-exported. Norway's exports will decrease still more in the near future owing to diminution of suitable mill timber, but her hold on the trade in planed stuff, and her international reputation for these goods, is so valuable as to cause Russian exporters who have recently embarked on the prepared goods manufacture to advertise that their mills are "under Norwegian management, and with Norwegian workmen." Without the absolute assurance of stability to the trade that was given by the possession of tonnage to move their goods it is doubtful if the capital investments would have been so heavy, or the consequent high skill of her planing mill staffs developed.

### Control of Tonnage on the Pacific Coast

The establishment of a regular line of steamers, sailing monthly, from the Scandinavian ports to Australia led undoubtedly to a gain of over 10,000,000 ft. B.M. (nearly 50 per cent.) in the planed goods exported by Sweden to Australia in 1913 as against 1912. And no doubt the figures for 1914 will show a further gain, when they come to hand, as the range of loading ports has been considerably increased.

Recent events in the U. S. A. also show that tonnage controlled in the same territory as the export mills plays a big part in getting trade. In B. C. some operators state that the U. S. A. has cheaper labor. The States say that B. C., by the use of Chinese labor, has cheaper production, and that its stumpage costs less. B. C. states that supplies, machinery, etc., are higher priced. And so far as actual costs of operations are available they show but little difference between Washington, Oregon, and British Columbia, with the present cut in wages this will be wiped out, and both territories placed on a par. British Columbia has lost orders lately to her southern neighbors, and to try and deduce the reason for the U. S. A. being able to get tonnage where B. C. failed, the writer looked up the owners of 19 fixtures over the past 9 months from Washington ports to Australia, etc., and found they represented 13 owners (mostly San Francisco domicile) with 107 sailing ships, ranging from 900 T.N.R. down, of a total net register of 76,108 tons.

In several instances mill men in the U. S. A. say that certain shipping concerns that own, or have control of, steam tonnage, and also speculate by buying lumber now dominate the market and are

responsible to some extent for the low level of prices. If such is the case, as it surely appears to be, it simply upholds the foregoing statements as to the vital need for tonnage to be assured. Lumber will always have to give way to other cargoes offering if competing in the open market as it is expensive, and slow, in handling, and time is money always with steamers as with most other things.

Certain firms in Scotland, and on the east coast of England own and operate their own timber limits, saw mills, and steamers, and they are amongst the largest and most successful lumber concerns. It is difficult to estimate too highly the help that control of tonnage is to them.

### What The Situation Requires

The facts and figures presented herein warrant the assertion that strenuous efforts should be made by all concerned to extend the China trade. This would place shippers in a better position to regain their proper standing in the Australian market.

As well as sending samples of what we have to sell in lumber it would be a very useful educational effort to have on view, at the coast, exhibits of the various grades of lumber sent from Europe to Australia, South Africa, and the United Kingdom as this will clearly set up the fact that at present British Columbia is not exporting as much of the lower middle grades as the market will take, and in all probability this would lead to some alteration in the grading rules now governing export—in favour of shippers. These might also be supplemented by photographs as, while not at all satisfactory by themselves, they will convey information when used in conjunction with actual specimens. Care should be taken to get representative stocks—not the highest, or the lowest. If any one is sufficiently interested the editor will be able to give these marks in sawn and planed goods that would be best for this purpose.

The question of tonnage is most difficult to make any suggestions about. An eminent authority—as Mr. H. D. Langille, of Portland—says that B. C. using British bottoms is better off by 20 to 25 per cent. in freights in reaching the Atlantic U. S. A. markets. And where American ships are used in other trades (Sydney for instance) the same disability would seem to apply. Sweden and Norway pay a higher freight than B. C., yet these countries retain and enlarge their trade while B. C. slips back. The importance of ending the present unsatisfactory state of the lumber industry cannot be overestimated in view of the dependence of the community thereon for a great part of its living. The railways have been subsidized, agriculture has had help from the Government, a great deal of the population has been attracted by Government effort, all of which make a strong case for Government assistance either by subsidies, loans to secure the necessary tonnage, financial assistance to build them or in some other way that nature and thorough consideration shall show to be best adapted to the end in view. The general welfare is too deeply bound up with the industry to allow the situation to continue, and even if some part of the evils should be the result of excessive capitalization, and consequent over-production, no efforts should be spared to deal with the matter as it exists.

## China Customs Duty on Wood

The tariff on wood entering China includes the following:—

| | Quantity | Rate of Duty |
|---|---|---|
| Timber: | | |
| Beams—Hardwood | per cu. ft. | .02 tael |
| Softwood, including Oregon pine and California redwood, on a thickness of 1 inch | 1000 sup. ft. | 1.15 tael |
| Laths | per 1000 | .21 tael |
| Masts and spars—Hardwood | | 5% |
| Softwood | | 5% |
| Piles and piling, including Oregon pine and California redwood, on a thickness of 1 inch | 1000 sup. ft. | 1.15 tael |
| Planks, hardwood | cubic foot | .02 tael |
| Planks and flooring, softwood, including Oregon Pine and California Redwood, and allowing 10 per cent. of each shipment to be tongued and grooved; on a thickness of 1 inch | 1000 sup. ft. | 1.15 tael |
| Planks and flooring, softwood, tongued and grooved, in excess of above 10 per cent. | .... | 5% |
| Railway sleepers | .... | 5% |

Note:—Haikwan tael, is reckoned at 2s. 5/16 d. (about 49 cents).

## Japan Customs Duty on Wood

The tariff on wood entering Japan includes the following:—

Cut, sawn or split, simply:—

| | Quantity | Rates of Duty |
|---|---|---|
| Oak | .... | 5% |
| Pine and fir | .... | Free |
| Cedar not exceeding 20 centimetres in length, 7 centimetres in width and 7 millimetres in thickness | .... | Free |
| Other cedar:—not exceeding 65 millimetres in thickness | Cu. Met. | 3.1 yen |
| Other cedar | Cu. Met. | 1.8 yen |
| Picture frames and mouldings | 100 kin | 8.1 yen |

Note:—Yen = 49.8 cents. Kin = 1.3228 lbs.

# B. C. Export of Lumber and Shingles

### Shippers Have Serious Difficulties to Meet—Shingle Trade via Panama Made a Bad Start

(Contributed by our Vancouver Correspondent)

We are passing through a period of uncertainties,—a period of lack of confidence,—when people think but don't know. Such periods in the world's history are unhealthy for business. Even though the causes may differ the result is invariably the same, and it is always most keenly felt in the export trade, for the reason chiefly, that when people are spending freely they like variety, but when the purse strings are tight they can get along with the home production.

At this particular time, under the economic conditions brought about by the greatest of world disasters—**War**—unusual difficulties are placed in the way of export trade, such as high ocean freight rates and the scarcity of tonnage. So many vessels are engaged in the service of the belligerent nations that it is almost impossible to obtain tonnage for ordinary commercial purposes at any price. Lumber being a bulky and low rate commodity, is one of the greatest sufferers, and more particularly so on the Pacific Coast, on account of our greater distance from the various markets where the shortage is felt at this particular time, such as the United Kingdom, where their ordinary supply from Baltic ports is practically shut off, and also France and Belgium. The spruce deal manufacturers of Quebec and the Maritime provinces, and the yellow pine people of the South Atlantic, are better situated to serve this demand than we are, owing to the shorter distance. A tramp steamer can reach Liverpool from Eastern Canadian ports in about eight days, whereas from Vancouver it will take three times as long. It is plain, therefore, that we are at a serious disadvantage in reaching European markets; also that the higher the rate the greater our disadvantage.

For instance, suppose the rate on lumber from Halifax to Liverpool in normal times were $5 per thousand feet, and from Vancouver $12.50, we thus are at a disadvantage of $7.50 per thousand feet; but suppose the rates double—then from Halifax they are $10, and from Vancouver $25, therefore the disadvantage is $15 per thousand feet, or, in other words, the disability increases at the greater distance as rates advance. At the present time, rates have more than doubled—they have almost trebled in fact, which makes the disadvantage under which British Columbia exporters are laboring almost prohibitive. On the other hand, the manufacturers of spruce in Quebec and the Maritime Provinces are selling at higher prices than they have been able to command for years—in fact higher than many of them have ever received, as sales of spruce deals are reported at $22 per thousand feet alongside vessel, while $15 has been considered a good average price for many years past. If Douglas fir were bringing $22, mill run, alongside vessel in Burrard Inlet, there would be few idle mills in British Columbia today.

But while we are at a disadvantage in serving European markets, there are portions of the earth's surface that we are about as well situated to serve as anyone, and if our lumbermen in recent years had devoted as much money and thought to building or purchasing a few steamers or sailing vessels and establishing foreign selling connections, as they expended on real estate speculations, they might now be enjoying a much greater portion of the world's trade in forest products.

In regard to the British Columbia shingle industry the situation is different, the market for shingles being almost entirely on this continent and therefore not dependent on cargo transportation—in fact the scarcity of tonnage is no disadvantage to the shingle trade, and perhaps rather a protection. Previous to the opening of the Panama Canal very few shingles were shipped by water, and the rail trade had grown and become established right across the continent to the shores of the Atlantic. As rail rates are fixed, our manufacturers were on a par in reaching those markets, but on the opening of the Canal certain steamship companies put on lines of steamers, and instead of accepting freight at uniform rates, as the railroads do, they launched out as traders, buying from the manufacturers on the Pacific Coast and selling to the dealers on the East Coast. This plan proved to be a disturbing factor, as the transportation companies sold to the dealers at lower prices than prevailed for rail deliveries. They continued to take around unsold cargoes during the winter months, when the demand for shingles is very light on the East Coast, and as a consequence bargain prices prevailed and speculative buyers filled up with stock. Spring buying did not manifest the improvement over fall prices that is usually a feature of the market. Indeed prices were lower than they were the previous fall. Some dealers were supplied, while others hesitated to buy, expecting still greater bargains in water shipments.

When the spring retail trade started up, those who had invested in cargo shingles found that they did not have as desirable an article as they had expected. The shingles were wet and heavy. The covers

were marked with hob-nails from the trampling of the stevedores. The bunches were loose and irregular from the rough handling. The edges of the shingles were broken by the vessel's slings, and some were stained and dirty from smoke, coal dust, etc. They noted also the absence of the familiar brands that had been favorably known in that market, as the bulk of the shipments were picked up from outlying mills that were not conveniently situated to make rail shipments, and for that reason were satisfied to accept lower prices. In many cases the eastern buyers "passed up" the bargain shingles for the light, clean, symmetrical bunches bearing favorably known brands that had been shipped by rail, and in most cases cheerfully paid higher prices for them. Gradually the demand for rail shipments improved, but it is harder to move prices up than down, and as yet there has been but little recovery. The trend is upwards, however.

Just what would be the effect on the shingle industry under normal freight conditions is problematical. It is possible that with foreign bottoms offering, the manufacturers could get into the game and compete successfully with the trading companies, but the proof is already evident that the eastern dealers prefer rail shipments for several reasons, viz., that they arrive in better condition; in desirable quantities; with dependable regularity; and also that the building contractors prefer the dry shingle to the green.

The irregularity of water shipments would be partly overcome by a regular line of steamers operating between British Columbia and New York City. This would necessarily involve a Canadian customs officer being stationed at the port of New York. The matter has been mooted, but it is understood the railway interests are strongly opposing the suggestion.

# Analysis of the Export Trade of B. C.

## The Australian Market—How U. S. Firms Have Beaten us by Controlling Shipping—Other Important Factors Discussed

**Written specially for the Canada Lumberman by E. H. Newton**

CAUSE for considerable satisfaction in all circles in British Columbia has been given by the activity which is in evidence in lumber circles in the formulating of plans for re-capturing the trade which we have lost in Australia and other foreign markets, and for pursuing prospects of new markets in Europe. The loss of anything of value is not a thing of pleasant memory, and therefore not a heartsome thing to discuss, and so I trust that those who read this article will not blame me if everything contained in it is not pleasant reading. It will be my aim to hew to the line, but I have no desire to drop the ships on anybody's toes.

In looking over the lumber business of British Columbia covering the past few years, and examining it from every angle from which we are able to get a glimpse, one might at first feel inclined to ask many questions, and particularly is this so in the case of the inquiring minds of those who are not lumbermen. When we search into the depths of the mysteries though, (for that is what some people call them) they are not so great as many seem to imagine. We admit that we lost our grip on the Australian trade for the time being, but when all the circumstances are taken into consideration there is nothing about that loss that seems extraordinary. Many things for which the lumbermen cannot be held responsible, and some perhaps for which they can, contributed to that and other losses, the conceding of which brings to the fore many different opinions, but they do not alter the fact that in 1902 we supplied 33 per cent. of the total consumption of Pacific Coast forest products in Australia, while today we hold less than four per cent. of that trade. The Americans during that time have increased their trade in that market 390 per cent., while we have lost fifty per cent. of what trade we had there at that time. It must be admitted though, in explanation of this, that the American trade at home did not increase in proportion to their capacity during those years as did ours, and thus, while they had to reach out for more trade in Australia in order to keep their mills going, we had to drop some of ours, partly through want of proper connection and transportation facilities, and partly for the sake of taking care of home trade, which was more profitable. It must be remembered also that the American firms had been in business in a large way for many years prior to 1902, and had their mills built and fully equipped and were yearning for the business when it came, and have also enjoyed the heartiest co-operation and encouragement of both the government and the banking institutions of that country, while we at the same time were very poorly equipped for handling a large volume of trade, and when it did come it was in such unprecedented volume that we found we had to build mills to enable us to cope with the situation, and that was done as fast as money and the available supply of men could do it, but not in time to enable us to hold fast upon our Australian trade and at the same time guard our home market against American invasion. Therefore we were not exactly crowded out of the Australian market, but simply could not take care of it at that time.

### The Influence of the Prairie Markets

It must not be forgotten that the great Canadian West rose up, as in a day, and for a time it was a considerable undertaking to supply the demand for lumber in this market. It is also a thing of sorry rememberance that although we were obliged to pay thirty per cent. duty on the machinery for the equipment of our mills, yet the bars were left down for the free importation of American lumber into our market. This created a keen competition, and many of our then existing mills were run day and night in an effort to hold our markets against invaders, and this along with the rapid growth of the industry and the ever increasing demand upon labor from other sources left us with insufficient labor to satisfy the demand made upon it, and as a consequence wages went soaring.

At this interesting stage of the game our provincial government became an antagonistic competitor by fixing a minimum rate of $3.00 for an eight-hour day on all government, or civic works, which made it impossible for us to get the efficiency in labor at even $3.00 per day in the mills here, which the mills across the line could get at $2.50 per day, because men with sufficient intelligence and life to make good mill men could get more than the minimum fixed by the government at other work. This worked a very great hardship on the mills of British Columbia, as it not only prevented the mills here from building up and educating an intelligent and efficient staff of mill labor, which is undeniably one of the greatest secrets of success in any business, but it also automatically put up the bars between us and any business which had to be handled on a close margin of profit even under more favorable circumstances. In other words, it let the Americans in where we could not go, even into our own markets.

### The Export of Cedar Logs

I concede the point in part, that logging is perhaps more expensive in some sections in British Columbia, aside from the extra cost of labor and other impositions, than it is on the American side, owing to the rougher coast line from which the timber must be taken, but in the main, this argument does not hold good, and proof of this is found in the fact that the Americans are always ready to clean up any surplus of logs that our loggers may have in the water just as soon as the embargo is lifted, or partially lifted, as reports of shipments in the past few months show. As there is considerable risk in towing logs from here to the Sound mills, it is hardly likely that they would come over here and buy and take that risk if the logs cost them more than logs in their own market. The Americans are known to be good business men, but it is not on record that they are great philantropists in such matters as these. There is one reason, though, why they will take our surplus whenever they can get it, and that is, that it conserves their own supply just that much, or helps to make a surplus in their market, and consequently easier buying for them. But there is a greater reason than this, for it must be remembered that our American friends camp right on their job for six days in the week, and they know that when our mills are loaded up to the limit of their buying capacity, and there is a great surplus of logs in the water seeking buyers, and the Government seeking the royalty, and the teredo seeking to deprive the Government of its dues by destroying the logs, it is their move next to deprive the teredo of his prey, protect our Government against loss of revenue, and incidentally, of course, put our mills up against a stiffer market when they want to buy again, and so they make it known that they are in the market for logs. The Government, to protect the people from loss of revenue, lifts the embargo, and the Americans step up to our "bargain counter" and bid for our surplus. This is a dangerous weapon to place in their hands, because it is double acting. They have not only come into our market and bought logs under the stress of conditions for less money than ours cost us, but they are then privileged to turn round and compete with us in our own markets with the lumber from these logs, thereby being in a position to underbid us for our own business. This is why they are advertising today for British Columbia logs.

I agree too, that we are placed at some disadvantage in the purchasing of machinery for the equipment of our mills—not a very great item, perhaps, when figured against the year's operation, but still it is an item. Then, too, the class of labor which necessity has driven us to use has no conception of the importance of saving either the

material being manufactured, or the supplies or rigging which they are allowed to use. This is why it costs three times as much to lubricate machinery here as it does in the American mills, as was shown by a writer recently in these columns in a table of comparison. This is a splendid illustration of the disadvantages which we experience in every way by having to use "cheap," uneducated labor.

Lumber interests in British Columbia, instead of having been encouraged, have been ignominously dealt with by our Provincial Government in years past, a fact due, perhaps, to the inability of our legislators to grasp and understand the true status of the industry, or its importance, and they have gone on and helped every other undertaking, feeling secure in their belief that when the surplus in the treasury was dissipated they could levy upon the lumber business which still able to go alone and unaided, and which in their belief, which was based upon prospectuses issued by promoters, was making huge profits. It was not until the treasury was depleted, and they needed more money to help other dependencies that they pricked this bubble. When they found their new levy opposed they ordered an audit of our books, and it was then they found that their conception of our big profits was a myth. Neither has the Dominion Government treated us with any more consideration, as is instanced by harbor regulations and dues imposed in connection therewith; Crown grants for water frontage and what is implied therein in the shape of privileges for lumbermen ("Nothing," says the Exchequer Court); also in the coasting laws, which forbid masters of ships on the east coast navigating the west coast, and vice versa. It is stated that Nova Scotia has business to offer which we cannot reach on this account. Then, too, in the matter of protection, why should we have to pay thirty per cent. duty upon machinery with which to equip our mills, and then have to face the unfair competition of lumber manufactured by American mills being dumped into our market duty free?

The movement which is now on, in which the Governments at Ottawa and Victoria are working in conjunction, gives us renewed hopes (mingled, we admit, with some fears), that whatever may be said of the past concerning this industry following the guiding star of vainglorious superficiality can hardly be said of the future, because while calamity may not be generally recognized as a dispenser of knowledge and education, yet it is likely to act as a deterrent in future, as such a course is not likely to be encouraged much longer by either financial or moral support, and this should bring about a policy of collaboration, with knowledge and wisdom to the fore. Why, I would like to ask, should a man, or men who have not a dollar invested in the business be allowed to run away with our independence, and control our prices as is being done? Is this not a case of the tail wagging the dog? We often hear things said about the large corporations controlling in business, and crowding the smaller ones out, but this does not apply to the shingle or lumber industry, for here it is just the opposite. The large manufacturer goes into the business with a large investment upon a basis of permanency and with thoughts of legitimate profits, and after a time he finds himself surrounded by scores of competitors who have gone into the business in such a small way that they have practically nothing to lose and less to gain. They are not known in the market past the local broker, who has not only made it possible for them to begin, but who also hastens their end. He rustles the business and names the prices, and the manufacturer, who gets no reduction on his saws or anything used in the process of manufacturing, has got to come to his terms and accept his quotation. Such practises as these are what are handicapping our best mills and our best manufacturers today. We have some good mills and some that are not so good, managed by good men—as good and capable as are to be found anywhere, men who know how to conduct legitimate and successful business, but this is what they have to meet. I believe, though, that these last named, whose intentions are of the very best, are suffering from extreme modesty. They are probably ashamed that they are in the lumber business, and perhaps this is why they do not make the fact known, but prefer to remain in seclusion, while the broker before referred to makes the big noise, and attracts the attention of the prospective buyer. Modesty is alright in its place, but it should wear petticoats.

### The Governments' Co-operation

The fact that the governments have now experienced a change of heart concerning our industry, even though that change is born of necessity, shows that they recognize and acknowledge at last the importance of our industry to the well-being of the country, and will probably brush aside the obstacles which have been placed in our way, and thus be able to approach the Australian Government with clean hands. We hope that when Mr. H. R. MacMillan, the Chief Forester of British Columbia, reaches Australia, where it is proposed that he will take up the work started by Sir Geo. E. Foster, he may be able to start something moving, and that some good may be accomplished. It is a long way to Australia, though, by the trail which has been mapped out for Mr. MacMillan, and if it is assumed that this tour is going to meet our requirements, the directors of that policy are undervaluing our necessity. While I look upon the errand upon which Mr. MacMillan has gone as being a very important and necessary one, yet if we rest our case there, I fear that the only thing that will be accomplished will be the spending of that $150,000 voted for this purpose, for while we are going through with formalities, the wily American manufacturers have got their men in the field taking orders.

**Give us the Business,** is the crying need of British Columbia today. It is not so much a question of getting satisfactory prices just now, for no one hopes to realize this until the world settles down again, and transportation finds its level, but from the Government, all down through the trades and professions, as well as from the common laborers, comes the cry **give us business.** The people of this province have reached the stage where they are prepared to meet any condition which will save the situation, which to say the least, is at present deplorable. We want men in those fields where there are prospects of business who are lumbermen, and who know the business and can talk intelligently and convincingly on all topics pertaining to the business, down to the smallest detail, and the man who can do this will get more and better business than a man who may have only a superficial knowledge of the business, and is afraid of leading his customer into detail when necessary, for fear of getting lost himself. Customs and usages, as well as languages and terms of expression will be found very different to ours, and many obstacles, and perhaps even prejudice, will have to be overcome, but let us hope that this will not be approached only by the method of price competition, as is too often the case.

### Should Do Our Own Shipping

It has always seemed strange to me, too, that the lumber manufacturers of British Columbia should be satisfied to go into the Australian and other foreign markets through the agency of their competitors in the United States. What would be our position in a business way, as well as in the eyes of the world, if we had none of our transcontinental railways today, and had to depend upon American-owned and controlled railways to carry our commodities for us? This is exactly our position on the water in so far as the lumber business is concerned, incomprehensible though it may seem. We are actually depending upon people to sell and carry our lumber for us into a market which they want for themselves, and are making every effort to wrest from us. Isn't this extreme innocence? They are in that market working it for all it is worth, and no blame to them, either, and they offer us just enough business from time to time to take the curse off, hoping in this way to keep us satisfied. We know that to establish an entrance of our own which will be satisfactory, and which will meet all the requirements of the case means not only energy, but also a considerable outlay of capital, but to my mind anything short of such an entrance will not meet the needs. I know there are people even in this day of advanced thought, who think that trade will find its natural channel without any effort on their part. **Experience teaches differently,** however. It shows that it will flow just as freely, and sometimes in greater volume through diverted channels when such channels are thrown open. Any man who has had experience in stream driving knows what care is necessary at the diverging point in a stream to protect, or prevent timber from going in the wrong direction, or into what we call "lost channels." It is just as important that our channels of trade be improved and protected if we are to keep our business from running into lost channels.

It is within the bounds of possibility that lumber interests, as has been intimated by an interested and responsible party, will build and operate a line of locally-owned lumber carriers. Notwithstanding anything that may be said to the contrary, this would be the most sensible thing which the lumbermen have yet been accused of doing. British Columbia, with all her vast timber wealth, and with a market upon which she has just claim, and which is within easy reach, lying open to her, should certainly realize her importance and rise to the occasion. It is admitted by some that this is the proper mode of procedure, but, they argue, it will not meet the immediate needs! This is quite true, but as it is manifestly impossible for this project to be entered into at an earlier date than the present, or in time to relieve the present awkward situation, since we cannot turn the wheels of time backwards, it must be remembered that there will be a "present" in one year, or ten years from now just as there is now, and why should we not be prepared for it? Shall we have "a little more sleep?" "A little more slumber?" Some resent this quotation, and say that we are fully awake to our needs, and that we do not require any more light, but we are only now entering into preliminary negotiations in investigations as to how to do what our neighbors have been doing for years before our eyes.

It is obviously a waste of time and money for us to try to reclaim that market, and divert that trade which we have lost back into its natural channel again, while we are depending upon Americans to do this work for us, and therefore, now that the Government is realizing that it is a partner in all our transactions in this respect, and very much interested in the movement of our forest products, it should

if necessary, stand ready to subsidize such an undertaking by responsible parties, as I am sure such an enterprise is just as necessary to the development of the province as some of the undertakings which have received such aid, if not very much more so, because it is obvious that such is the natural route through which much of our trade must flow, and through which much of the revenue for the further development of the province must come. I would go still further than this and say that if necessary the Government should establish and operate a line of lumber carriers for the handling of this trade. I believe that if we were entering these markets by an established route of our own, and were obtaining the business in a business-like way—going in at the front door, instead of at the back door, as at present, we would find no difficulty in financing our shipments, as in time past

### An Australian Preference

If the governments of these two sister colonies can get together and arrange a basis upon which we may be favored with a preference in the tariff, then this makes our entry very much easier, or perhaps turns the barely possible into a hopeful prospect. Of the probability of such an arrangement being made, though, I have my doubts, and I think the reasons why it will not be made are so plain that they need not be given. But while I would like to see such an agreement consumated, I do not think we should throw up our hands in despair if it is not, for I believe that there are many details dealing with imports as well as exports which should be worked out if this trade is to be nurtured. With the trade assured, and transportation and financing facilities properly and satisfactorily arranged, British Columbia will adjust herself to the conditions, and will meet the competition of the American mills. If this were done, and we had our hold, perhaps the proposed preference would come later, even though it might be killed for the present.

The following figures will show the quantities of Pacific Coast lumber shipped to seven of the export markets during 1914, and also our proportion:—

| | | | |
|---|---|---|---|
| Australia | 7,535,111 | 183,216,710 | 190,751,821 |
| Japan | 2,082,327 | 8,535,751 | 10,618,078 |
| China | 1,290,139 | 121,540,939 | 122,831,078 |
| India | 344,631 | 1,614,898 | 1,959,529 |
| New Zealand | 902,289 | 11,309,062 | 12,211,351 |
| South Africa | 9,521,137 | 3,042,214 | 12,563,351 |
| South America | ..... | 85,164,067 | 85,164,067 |
| Total | 21,675,634 | 414,423,641 | 436,099,275 |

The above figures show that British Columbia has got some work to do before she gets her proper share of this trade. It will be noted that we have nothing in South America, chiefly due, I belive, to the difficulty in making satisfactory arrangements for financing shipments to that country. It will also be seen by these figures that we had in 1914 75 per cent. of the South African trade—a fact which makes for a strong argument in favor of a preferential arrangement in the tariff with Australia, such as we have with South Africa.

The following figures show the shipments of fir lumber from this coast to Australia for the past thirteen years, from which it will be seen that our percentage is astoundingly small.

| | | | |
|---|---|---|---|
| 1902 | 20,631,920 | 40,668,373 | 61,300,293 |
| 1903 | 5,155,175 | 74,577,269 | 79,732,444 |
| 1904 | 7,699,076 | 94,384,911 | 102,083,987 |
| 1905 | 13,910,784 | 49,460,945 | 63,371,729 |
| 1906 | 25,241,110 | 82,377,126 | 107,618,236 |
| 1907 | 25,281,057 | 75,652,089 | 100,933,146 |
| 1908 | 12,063,042 | 119,895,764 | 131,958,806 |
| 1909 | 31,389,803 | 55,268,439 | 86,658,242 |
| 1910 | 39,068,228 | 110,101,945 | 149,170,173 |
| 1911 | 28,788,159 | 158,476,721 | 187,264,880 |
| 1912 | 25,406,046 | 172,526,274 | 197,732,320 |
| 1913 | 10,100,036 | 228,673,576 | 238,773,612 |
| 1914 | 7,535,111 | 183,216,710 | 190,751,821 |
| | 252,269,547 | 1,445,080,142 | 1,697,349,689 |

Are we satisfied with these figures? Satisfied with less than 15 per cent. of our own natural market for all those years? Satisfied with less than 4 per cent. of that market for 1914? Satisfied to sell through American agents and ship by American-owned or controlled boats, so that they can divert the business to their own mills at a time when we need it most? Satisfied to leave our mills closed down with heavy fixed charges going on which must be met wholly from the pockets of the stockholders? Satisfied to leave our mill and camp employees in the bread line, and our merchants on the street? Satisfied to let our province go undeveloped for want of the revenue from this business for the sake of our more aggressive friends to the south of us? Satisfied to leave ourselves in the position that our shipping rates can be doubled without our being able to raise our voices in effective protest? These are some of the questions which we are called upon to answer, and who will say that they are not serious enough to demand attention?

I do not advocate reckless competition in our home markets, but when it comes to outside markets which are being supplied almost wholly by Americans is it not better that we have a share of that business even though it will not cover all the fixed charges, or as high a scale of wages as British Columbia mill and woods employees have been used to, than to have conditions as they are today, with our mills closed, and so many of our logs going out of the country to be manufactured, and the fixed charges going entirely out of pocket? It has been shown in these columns before, and will stand showing again that the annual expenditure for labor and supplies alone in the lumber business in this province amounts to the handsome sum of more than $16,000,000 when the mills are all running. Is that not worth thinking about, and even writing about? We each have a share in that, and it is up to each one to do his part to help to solve the problem. The whole community is mightily interested in this matter, whether they know it or not, for that sixteen million dollars is all liquid, as the bank magnates say, and it does not stop with the lumbermen or their employees, but finds its way into the pockets of all and sundry. Living expenses, rents, and values of every kind have tumbled in the past few months, and things generally are fast finding their level. This will enable us to reduce our costs of production considerably, not only at the mills, but also in he logging operations. It is a time of readjustment in everything, and we must conform.

Just what effect this foreign trade, if captured, will have on the mills of the interior, is hard to say, but if it takes away part of the Coast trade it relieves the pressure to that extent in the home market, and even that must help.

Of course, the amount of lumber that these markets to which we have been shipping are likely to use during the next few years is somewhat problematical at this time, as we do not know whether they will be years of expansion or retrenchemnt with them—whether their season of prosperity has passed, or is yet to come. But there is Europe yet to be figured with, and the amount required there is incalculable.

Since writing the foregoing I notice that Sir Richard McBride, in a speech at Ottawa, said that the Government of British Columbia has not the power to subsidize a line of lumber carriers, but thinks that the Dominion Government should do so. This sounds like an admission in our favor. Sir Richard did not make himself clear as to whether the British Columbia Government's lack of power is financial or legal. We know, of course, it is the latter.

## Douglas Fir Opportunities in Cuba

Since the opening of the Panama Canal, exporters on the Pacific Coast have been looking to Cuba with deep concern; especially lumber merchants who are eager to enter the Cuban market taking an advantage of the facilities that this important waterway will offer to the trade.

While Douglas fir lumber is comparatively unknown in Cuba, a leading Cuban merchant, after investigations made from data provided, expresses the opinion that it could be put to the same uses as yellow pine in a considerable number of cases, with the advantage over the latter that boards of greater length could be obtained and as the grain is not very different from that of spruce, it could enter the Cuban market as a strong competitor of yellow pine.

Considering that the annual import into Cuba of yellow pine amounts to more than 100,000,000 feet, it is evident that Cuba would open a valuable market to the lumber industry of British Columbia.

## New Zealand Customs Duty on Wood

The tariff on wood entering New Zealand includes the following:—

| | Quantity | General Tariff | Pref'tl. Tariff |
|---|---|---|---|
| Timber, hewn (square, octagonal or round) | | Free | Free |
| Ash, hickory, and beechwood; shafts, spokes, and felloes in the rough; hubs; poles, unbent and unplaned; bent wheel rims; tool handles; wooden lasts | | Free | Free |
| Palings, split | per 100 | 2s. | 2s. |
| Posts, split | per 100 | 8s. | 8s. |
| Rails, split | per 100 | 4s. | 4s. |
| Shingles and laths | per 1000 | 2s. | 2s. |
| Timber sawn:— | | | |
| Dressed | per 100 s. ft. | 4s. | 4s. |
| Rough | per 100 s. ft. | 2s. | 2s. |
| Compo-board (being timber with a backing of paper-pulp cemented to the timber) | per 100 s. ft. | 4s. | 4s. |
| Broom handles, etc.; mouldings and panels | .... | 20% | 20% |
| Doors and sashes, plain, or glazed with ornamental glass | .... | 30% | 20% |
| Mantlepieces | .... | 37½% | 25% |
| Wooden yard sticks | .... | 30% | 20% |

Note:—The preferential tariff for New Zealand applies to goods of all British countries.

# Rhodes, Curry Company, Limited

## Development of a Great Woodworking Industry with Extensive Export Trade

A. S. Curry, General Manager.

C. D. Dennis, Sec'y-Treas.

Virgin Hardwood.

Virgin Spruce.

Prominent among the great manufacturing and exporting firms of Eastern Canada is the widely-known Rhodes, Curry Company, Limited, of Amherst, N.S., whose operations have extended over a period of 38 years. Rhodes, Curry Company, Limited, was established in the year 1877. The late Mr. N. A. Rhodes, father of Mr. E. N. Rhodes, M.P., Member for Cumberland, and Mr. N. Curry, now Senator, were its founders, establishing a woodworking business in Amherst, N.S., in the summer of 1877. They continued to do a building and contracting business until the year 1893, when they absorbed the Harris Car Company of St. John, N.B., and moved it to Amherst. The combined business was operated under the name of Rhodes, Curry & Company, both as a woodworking plant and car works. Subsequently, in the year 1909, this company was merged with the Canadian Car & Foundry, Limited, of Montreal, one of the largest concerns of its kind in the Dominion of Canada.

The woodworking and contracting business is still managed under the name of Rhodes, Curry Company, Limited. The main plant is situated at Amherst, N.S., the busy hub of the Maritime Provinces; the central location of which, with rail and water facilities at its doors, is extremely advantageous for the collection of raw material and distribution of its products. In addition to the plant at Amherst, this company operates branches at Halifax, Sydney and New Glasgow, besides being owners and operators of saw mills at Athol, Wentworth, Londonderry, Mapleton and Antigonish. The products comprise building materials of every description, also church, school, bank and office furniture. The company have extended the market for this portion of their business as far as the interior of South Africa.

The company also acts as contractors for, and builders of, private and public buildings. The first contract entered into by this company was for the erection of Acadia College and Seminary Buildings at Wolfville, N.S., in the year 1878. These buildings are still standing today. The company have built, during the interim, many of the notable banks and public buildings in the Maritime Provinces, and are completing this year a handsome new Post office building for the city of St. John, New Brunswick.

As a feeder to its factories and yards, the company carry on large lumber operations yearly, being owners of very extensive spruce and hardwood timber tracts throughout Cumberland, Colchester and Antigonish counties. Thus they are able to furnish materials from the virgin forest to the home.

The flooring and sheathing manufactured from these natural woods produced from the company's limits, are unexcelled. Within the last year the woodworking factory at Amherst was extended over four hundred feet; new machinery installed; new dry kilns built with kiln capacity of six million feet per annum; additional sidings laid; steam-heated warehouses erected to take care of all finished product, and every convenience made for the handling of their increased output.

### A Live Firm of Hardwood Exporters

The advertisement on page 7 gives an outline of the business carried on by Robert Bury & Company, large exporters to Europe of Canadian and United States hardwoods. For many years this firm has been introducing Canadian hardwoods to British manufacturers. The English company, known as Robert Bury Company, England, Limited, whose office is at Bootle, Liverpool, has been established for twenty-two years. The managing director and chief shareholder is Mr. Robert Bury. Eighteen months ago the company was incor-

Rhodes, Curry Company, Limited—the plant as it appears to-day.

Rhodes, Curry Company, Limited—the plant as it appeared in 1877.

porated, and as the business was in a very flourishing condition Mr. Robert Bury decided not to allow shares to be held by any but working members of the firm, and he took into partnership Messrs. F. M. Thompson and R. Buchan, of the Toronto branch, who hold the balance of the shares of the company.

The Canadian office, known as Robert Bury & Company, 79 Spadina Avenue, Toronto, has its yard and sidings on the bay front. The business is operated as a private company partnership between Robert Bury, F. M. Thompson and R. Buchan. The Toronto business is an increasing one, and conducts all the Canadian and United States buying and shipping for the English office. It has also an extensive local connection, supplying all grades of hardwood to the important local and United States markets.

On account of the great increase in the company's business they have found it necessary to extend their yard space at Toronto by taking an additional siding and by extending the length of their original siding so as to lay down a sawmill plant. The chief object in installing this plant has been to keep up with the English demand for piano action white maple manufactured to dimension stock in quartered and plain sawn, for a trade which was held previously to a great extent by German piano action makers. In addition to turning out this special work the company have installed machinery to manufacture piano rails, flooring strips and bobbin wood. They buy and ship large quantities of these goods from mills all over Ontario, and with their new equipment are in a position to execute rush orders and orders for special sizes from their own plant.

A varied stock of half a million feet is carried in the Toronto yards, and the company have on hand at country points a similar quantity always ready for immediate shipment. The firm employ two Ontario inspectors, one Quebec and New Brunswick inspector and one resident New York inspector. These men are thoroughly experienced in their work and enable Robert Bury & Company to guarantee their customers high class grades.

## Metrical Lengths for France and Belgium

Orders from France and Belgium usually call for lengths of lumber to be cut to what is termed metrical feet. The required length is equivalent to 13⅛ inches. The thickness and width correspond to English measure.

To convert metrical to English lengths, multiply by 35 and divide by 32, or to the metrical feet add one-twelfth and one-eighth of one-twelfth. In bringing metrical to English lengths, the use of decimals will be an advantage. How many feet, board measure, are contained in the following items of 3 x 9 cut to metrical feet?

| Pcs. | Size. | Met. Ft. | Extension | |
|---|---|---|---|---|
| 60 | 3 x 9 | 12 | 720 | |
| 114 | 3 x 9 | 14 | 1,596 | |
| 112 | 3 x 9 | 16 | 1,792 | |
| 40 | 3 x 9 | 18 | 720 | |
| 60 | 3 x 9 | 20 | 1,200 | |
| 386 | | | 6,028 | Met. Lin. Ft. |
| | | | 502.33 | |
| | | | 62.79 | |
| | | | 6,593.12 | Eng. Lin. Ft. |
| | | | 2¼ | |
| | | | 13,186.24 | |
| | | | 1,648.28 | |
| | | | 14,834.52 | Ft. B. M. |

The addition of the extensions shows the number of metrical lin. feet, the line below shows that amount divided by 12, and this in turn is divided by 8.

The total thus obtained shows the English lineal feet. This is brought to board measure in the usual way by multiplying by 2¼.

## The Canadian Intelligence Service and Its Chief

Mr. R. Grigg, Commissioner of Commerce.

One of the most valuable aids in connection with the development of Canadian export trade is the work carried on by the Canadian Commerce Intelligence Service. A review of the work of the Service was recently published by Mr. R. Grigg, Commissioner of Commerce, which gives an excellent idea of its importance. In his introduction to the review Mr. Grigg outlines the extent of the service at present in existence, which includes 24 officers, serving abroad, of whom 18 are trade commissioners, stationed in the Argentine Republic, Australia, British West Indies, China, Cuba, France, Germany, Japan, Holland, Newfoundland, New Zealand, South Africa, and the United Kingdom, and six are commercial agents stationed in the British West Indies, Colombia, Norway and South Africa. In accordance with an arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, a large number of British Consols were also placed at the disposal of Canadians, who may wish to consult them in reference to trade matters. Valuable reports are continually received from these officers describing in detail the opportunities for increasing Canada's export trade in various lines. These reports are of an eminently practical nature, giving, in the great majority of cases, actual facts and figures in connection with the subject under discussion.

It is impossible to deal adequately with the value of this service in a brief reference. It would be advisable for Canadian lumbermen who are studying the export trade to get in touch with Mr. Grigg and request him to place their names upon the mailing list for the Weekly Trade & Commerce Reports. These reports contain the important reports received from the trade commissioners in foreign countries and, being published weekly, are thoroughly up-to-date. Our readers will also be well advised if they secure a copy of the annual review of the work of the Canadian Commercial Intelligence Service, referred to above.

The appointment of Mr. R. Grigg, as Commissioner of Commerce, was one which has proved to be exceptionally happy. Mr. Grigg's natural abilties are exactly suited for the handling of so important a work. Incidentally we wish to acknowledge that a great deal of the information contained in this issue of the Canada Lumberman comes from the reports of Mr. Grigg's department.

Mr. Grigg spent his early life on a farm in Ontario and later had a successful career as a manufacturer in Great Britain. During that period he was active in the press and on the platform as a mission-

Hauling to the mill—Rhodes, Curry Company, Limited, Amherst, N.S.

Ready for export or domestic market—Church furniture produced by Rhodes, Curry Company, Limited.

ary for the gospel of a great Canadian future, and the urgent need for a better understanding of that fact in the Mother country.

On retiring from business in 1905 he accepted a commission from the Imperial Government to visit Canada and report upon the economic condition of the country, having special regard to British trade. The report upon his visit attracted world-wide attention and probably enjoyed a larger circulation than any other blue book ever published. Nearly every British paper throughout the Empire dealt with it both by leaders and extracts, and long extracts were translated and appeared in foreign journals. It was stated in the Canadian press at the time that no single influence had so important a share in attracting favorable attentiona to Canada, with the resulting effect upon the money market and emigration, as this report.

In 1907 the British Government decided to appoint an officer as head of the British Commercial Intelligence Service in Canada. The appointment was offered to Mr. Grigg, and after four years' activty with headquarters in Montreal, the Canadian Government sought his services and he accepted the positon of Commissioner of Commerce with the rank of Deputy Minister. The result of his three years' work under Sir George Foster is apparent to all who avail themselves of the services of his Department as an aid to business. The Weekly Report has doubled in size and more than doubled in circulation during the last two years. Reorganization of a Department is a slow and difficult business but the energy and ability of Sir George Foster is laying the foundation of invaluable work for the Dominion. He has raised his Department from the positon of having been the most insignificant and least effective of the Government Agencies to the very front rank, and given it the authority it should command in a country of vast natural resources and destined to be a great manufacturing and exporting country.

What is being done in this Department recalls the transformation effected by Mr. Joseph Chamberlain when he chose to represent the Colonial office in London—at that time an insignificant Department. By the application of his commanding ability and energy he raised it to the position of one of the most important British Government Agencies.

Mr. Grigg has the warm appreciation and unstinted regard of every member of the community who has been brought into contact with his work.

# Reciprocity with Australia Required

## Would Put B. C. Logging Camps and Mills in Operation and Establish Export Trade on Sound Basis

That with reciprocal treaties with the Commonwealth and better facilities for shipping, the lumber industry would be enabled to recommence its activities in British Columbia, was the substance of an interesting paper read at a recent meeting of the Victoria Board of Trade, by Mr. E. J. Palmer, managing director of the Victoria Lumber & Manufacturing Company, Limited, Chemainus.

"The price of lumber in foreign countries," said Mr. Palmer, "is dominated by the ship brokers of San Francisco. As an example: Mr. Niel Nielsen, Trade Commissioner for Australia, was here recently, prepared to place orders for lumber for his government, and the freight quotations were advanced from 55s. to 90s. in seventy-two hours, or $8.40 per M. Mr. Nielsen made the statement to me that, after his experience in securing tonnage he was prepared to state to his government that he thought giving Canada a preferential duty would be a good thing for Australia, and would not cost the consumer one cent more (and he thought less). The amount of lumber shipped from the Pacific Coast to Australia in the last ten years has increased 390 per cent., while the amount furnished by British Columbia mills has steadily decreased from 36 per cent. ten years ago to 3.7 per cent. in 1914. Whereas our trade with South Africa has increased from 17 per cent. to 64 per cent. since they have given us a preference of 2s. per M.

Combined shipments to all parts of the world by water for British Columbia, Washington, and Oregon for 1914, reached approximately 700,000,000. Of this 700,000,000, 52½ per cent. went to Australia, New Zealand, United Kingdom, and South Africa, while 20 per cent. went to South America, and 21½ per cent. to the Hawaiian Islands and the Philippines and miscellaneous points; so that over one-half of the export trade went to the British possessions. Had we received but one-half of the Australian business (practically 200,000,000), it is unnecessary to say what this would have meant to the province, both in the employment of labor and the revenue to the government.

The price of lumber to the consumer is controlled by the ship brokers, and is simply a matter of manipulation of freight.

While the Allie Line was subsidized by the government, we enjoyed fully 70 per cent. of the business, while now I do not think we have over one per cent. of it.

### Co-operation Necessary

No doubt the question will be asked, "Why is it that the lumbermen have not exploited their product, and why our friends south of us enjoy so much greater a share of this trade than British Columbia?" In explanation, I would say: It would be impossible for any individual lumber manufacturer to exploit our foreign trade owing to the expense. The only way this can be done is by co-operation, or with the assistance of the government. The United States government, after their great hue and cry that there was a lumber combine, started investigations, the results of which were that their auditors, after auditing all the principal mills on the Pacific Coast, made a statement that lumber could not be produced at less than from $15 to $15.50 per M., pay 6 per cent. on the investment and allow for stumpage what the government charges for its stumpage. They then passed an appropriation, and, I think detailed some four or five men from the Department of Trade and Commerce to assist the lumbermen in exploiting their product and helped them to secure business.

The export lumber trade of the Pacific Coast commenced first in San Francisco, and it has been so long established there that it is difficult to divert it. The carrying trade is, to a large extent, in the hands of Pacific owned vessels, and their facilities for securing return cargoes enables them to time charter. For instance, I know of one firm that have three steamers under long time charter which will enable them to lay down lumber in Australia at from 27s. to 30s., against 90s. asked today; so you can see that the price of lumber cuts but little figure.

The provincial government has done everything in its power to urge reciprocity. Should we get reciprocity with Australia, it will mean the starting of all of our logging camps and every mill that can ship foreign. In making this statement, I am assuming that Australia will take as much this year as in 1914, but I hardly think this is possible owing to drought and war conditions, but this will be augmented, to a great extent, by the extra amount the government will require for its own uses in building a new city which they purpose to build.

### Use of Interned Vessels

There is another thing that will relieve the situation greatly. I understand there are some twenty-one German vessels that have been condemned in Australia. Mr. Nielsen cabled his government, while here, suggesting that enough of them be put in commission, with Australian crews, to transport material required by the government. If the Imperial government could be induced to put the balance of them in commission it would relieve the situation greatly, as there are orders for fully 50,000,000 of timbers for United Kingdom now on the market of the Pacific Coast, so anything that can be done to forward this would be of great assistance to the industry.

### Rail Business in Canada

The rail business for 1915 at the present time is anything but encouraging, and estimated volume of business for the Northwest Prairie provinces will not exceed 35 to 40 per cent. of the lumber movement to these prairie provinces the past five years. The country points should do a fair volume of business, although this will not be determined until July 1, at which time crop conditions will be the governing factor. We cannot expect any revival of building operations in the large cities on the prairies for several years until the country back of the cities has developed sufficiently to support the cities. Prices for lumber are at the lowest level in years, and should the manufacturer be able to secure full list price for his product delivered on the prairies at 40c. rate of freight (which is the minimum freight rate to his nearest market), he would not obtain an average price high enough to cover his cost of operations. The average cost of delivery to the prairies is $10 per M. The average net f.o.b. mill price for 1914 was $12.65 per M., making an average gross price received $22.65 delivered on 40c. freight rate. It cost the average Coast mill $15.50 per M. to produce their product and load on cars at the mill. Add to this the average freight of $10 per M. on the prairies and you have a gross delivered cost of $25.50 per M., showing a net loss to the producer of $2.85 per M.

Some of you present may ask why we do not increase the price of our product to at least cover the cost of production, and in answer to this I will say, the manufacturers on the American side have invaded our Canadian market to such an extent with low prices that we must either meet their prices or cease to operate. There is but one explanation to this, and that is the American mills are able to produce for less than the Canadian mills. I have before me statements of the cost of manufacturing lumber of twenty mills in Washington and Oregon, compiled from the books of these mills by a most able, certified public accountant, showing the average cost of manufacture exclusive of the cost of logs of $6.44 per M., as against our average cost of manufacture of $7.42 per M., making a difference in cost of manufacture of American mills and Canadian mills 98c. per M. Add to this the difference in the logging cost on this side of the line and the American side of the line, and you have the answer as to why we cannot advance our prices to cover the cost of our product.

Taking into account the topography of the country to be logged in the United States, together with the low cost of supplies and mach-

inery, the United States mills have a decided advantage in their favor in cost of production.

The 7½ per cent. duty recently established on all rough timber entering Canada from the United States gives Canadian lumber manufacturers very little relief from American competition, as the mills on the other side take a mill base price of $7.50 per M. from which to figure this duty. This base price is too low, and should not be less than $10 per M. mill base, which would give the Canadian manufacturers protection of 75c. per M. on all rough lumber entering Canada from the United States. This latter figure is much lower than the government figures as compiled by their committee only a year ago, showing the average cost of production to the manufacturer of $15.50 per M., and, in justice to the Canadian mills, this latter figure should form the basis from which to compute the new duty of 7½ per cent. on rough lumber.

## Australia Customs Duty on Wood

The tariff on wood entering Australia include the following:—

| | Quantity | Pref'tial. | General |
|---|---|---|---|
| Timber, viz:— | | | |
| Engravers' boxwood and engravers' maple-wood | .... | 5% | 5% |
| Hickory, undressed | .... | 5% | 5% |
| Logs, not sawn | .... | 5% | 5% |
| Spars, in the rough | .... | 5% | 5% |
| Timber, undressed, n.e.i. in sizes of 12 in. by 6 in. (or its equivalent) and over | per 100 sup. ft. | 1s. | 1s. |
| Timber, undressed, n.e.i. in sizes of 7 by 2½ in. (or its equivalent) and upwards, and less than 12 in. by 6 in. (or its equivalent.) | per 100 sup. ft. | 3s. | 3s. |
| Timber, undressed, n.e.i. in sizes less than 7 in. by 2½ in. (or its equivalent) | per 100 sup. ft. | 3s. 6d. | 3s. 6d. |
| Timber, undressed, cut to size for making boxes | per 100 sup. ft. | 5s. | 5s. |
| Timber for making boxes being cut into shape, and dressed or partly dressed | per 100 sup. ft. | 6s. | 6s. |
| Timber, bent or cut into shape, dressed or partly dressed n.e.i. | .... | 30% | 30% |
| Timber, dressed, n.e.i. | per 100 sup. ft. | 4s. | 4s. |
| Veneer, three-ply | per 100 sup. ft. | 7s. 6d. | 7s. 6d. |
| Veneers, n.e.i. | per 100 sup. ft. | 5s. | 5s. |
| Timber, viz:— | | | |
| Laths for blinds | .... | 30% | 30% |
| Laths, n.e.i. | per 1000 | 10s. | 10s. |
| Palings | per 1000 | 15s. | 15s. |
| Pickets, undressed | per 100 | 3s. 6d. | 3s. 6d. |
| Pickets, dressed | per 100 | 7s. | 7s. |
| Shingles | per 1000 | 5s. | 5s. |
| Architraves, mouldings, n.e.i., and skirtings, of any material | per 100 lin. ft. | 6s. | 6s. |
| Picture and room mouldings | .... | 30% | 35% |
| Timber, undressed, in sizes less than 7 ft. 6 in. by 10 in. by 2½ in. for door stocks | per 100 sup. ft. | 3s. | 3s. |
| Timber, for making doors being cut into shape, and dressed or partly dressed. | per 100 sup. ft. | 6s. | 6s. |
| Doors of wood, including fly doors— | | | |
| Sizes 1½ in. and under | each | 4s. 6d. | 4s. 6d. |
| Sizes over 1½ in. and under 1¾ in. | each | 6s. | 6s. |
| Sizes 1¾ in. and over | each | 8s. 6d. | 8s. 6d. |
| Staves, undressed | per 100 | 1s. | 1s. |
| Staves, dressed, or partly dressed, but not shaped | per 100 | 4s. | 4s. |

On shooks of various kinds there is a general duty ranging from 4s. 6d. to 13s. and a preferential duty for goods from Great Britain, the duty being in most cases 6d. less than under the general tariff. The duty on many lines of manufactured products is also specified in detail. The list would be much too lengthy to publish in our limited space. We will be pleased, however, to furnish any of our readers with definite information regarding any items in which they are interested.

**Box and Barrel Stock for Ceylon—Douglas Fir:**—Ceylon imports box and barrel shooks and crating which are free of duty provided they are certified at the time of export to be used for shipping Ceylon products. The only woods dutiable are finished pieces used in floorings and otherwise, which pay 5½ per cent. duty. The imports are practically all from Japan and the United Kingdom. In 1913 they were valued as follows: Japan, $500,000, United Kingdom, $400,000. Tea chests used in Ceylon are in two sizes. The full chests measure 24 in. x 19 in. x 19 in., and half chests 17 in. x 17 in. x 17 in. The full sized chests are purchased for about 26 cents, Canadian currency, c.i.f. Ceylon, and half chests for about 20 cents. The usual thickness of the wood is ½ inch. It has been suggested in Ceylon that Douglas fir could be used for vegetable-oil barrels. Box and barrel shooks are imported particularly by consumers, and to a less extent through brokers or merchants. Importers of Burma wood are granted thirty days sight. On shipments from Europe and America the usual terms cover a period of ninety days. Practically all goods imported go through the port of Ceylon. Goods from the Pacific Coast are frequently trans-shipped at Hong Kong. Shooks of all kinds are badly needed in Ceylon, but it is difficult to satisfy local merchants that such a wood as Douglas fir would be suitable. The wood must be insect proof and odorless.

# Export Trade in Hardwood Flooring

### Free Admission into the United States Assisting Our Industry—History of U. S. Tariff Changes

When, in 1913, the United States reduced the tariff on lumber, there were some lumbermen who were doubtful as to whether it would have any appreciable effect upon the volume of Canadian exports. Experience has shown that, in respect to hardwood flooring, the abolition of the duty of $2.37½ per 1,000 feet has increased our sales in the American market. The history of the placing of hardwood flooring on the free list is interesting, and the position of the wood in that category may perhaps be regarded as being unintentional. When the schedules were issued it was found that hardwood flooring was omitted from Paragraph 647 providing for the admission of certain classes of lumber free, and also from Paragraph 176, which imposed a 15 per cent. duty on certain descriptions of manufactured lumber.

In these circumstances, the United States Deputy Collectors of Customs put hardwood flooring under paragraph 176, the result being that the duty, instead of being lowered, was considerably raised—in some instances more than trebled. The Seaman, Kent Company, Limited, of Meaford, Ont., Fort William, Ont., and Montreal, Que., promptly got into communication with the authorities at New York, Boston and Washington, and Mr. Kent and Mr. J. A. Bernard, the Montreal manager, visited these points and put their case before the authorities. The case they presented was very simple—it was that the Act was intended to reduce the duties, whereas the effect of putting hardwood flooring under Paragraph 176 was to enormously increase them. The contention of the Customs authorities was that hardwood flooring without being specifically mentioned came within the definition of Paragraph 176, objection being taken to the ploughing, and matching, boring, and dressing on the back (being in fact further manufactured than planed, tongued and grooved), these constituting, it was argued, processes of manufacture which rendered hardwood flooring liable to the duty of 15 per cent. The answer to this was that if the flooring was hollow-backed and bored, it was manufactured for no further purpose than planed, tongued and grooved lumber. The boring and the hollow-backing was done to satisfy a caprice of the public, and was not a real necessity. The boring was practically never used, as the hollow-back answered only as reducing the weight of the flooring for freight and to enable to distinguish more easily the face from the back.

Considerable correspondence took place, and as a result the following decision was come to. It was contained in a letter from the Treasury Department, Washington, addressed to the Collector of Customs, Ogdensburg, N.Y.:—

### Outline or the Tariff Situation

"The Department duly received your letters of the 7th and 9th ultimo relative to the proper classification of the lumber described in the list enclosed in your last mentioned communication, consisting of pieces of novelty siding, stair rails, base molding, sash rail, sash mortice, etc., samples of which lumber you forwarded under separate cover. As paragraph 647 provides for the free entry of sawed boards, plank, deals, and other lumber not further manufactured than sawed, planed, tongued and grooved, you inquire whether any of the samples submitted represent lumber further advanced than planed, tongued and grooved. The Board, in Abs. 13267 (T. D. 27685), held that certain so-called novelty siding which has been so shaped that one board overlapped the other, was not subject to additional duty provided in paragraph 195 of the tariff Act 1897 for tonguing and grooving. In a later decision G. A. 5441 (T. D. 24719) the Board had before it for decision the proper classification of pieces of board ⅛ inch in thickness, and varying in width from 4 to 10 inches, and in length from 26 to 39 inches, the boards having been printed to represent cedar.

"The boards were assessed with duty as manufactures of wood under paragraph 208 of the Tariff Act of 1897. The Board held that the operation of printing did not constitute a manufacture of wood, for the reason that the boards had not been given a new name, character or use, but still remained wood, and as there was not provision for the importers that the wood was dutiable as sawed lumber under paragraph 195 of the said Act.

"The United States Circuit Court of Appeals for the second Circuit in T. D. 27385 affirmed that the decision of the Board of U. S. General Appraisers that ordinary sawed lumber which had been subject to the fireproofing process which greatly increased its value, was not, by reason of the process, removed from the provision in paragraph 195 of the Tariff Act 1897 for sawed lumber.

"It will be noted, from the decision cited, that lumber may be advanced in value and conditions beyond that of lumber, planed, sawed, tongued and grooved, and yet not be a manufacture of wood.

"While it is difficult to establish a well defined line of demarcation between lumber that is dutiable as manufactures of wood under paragraph 176 of the Tariff Act, and lumber which falls within the

provisions of paragraph 647 of the said Act, the Department is of the opinion, in view of the decisions cited, and giving due consideration to the purpose of the present Tariff Act, which is to reduce duties, that flooring, although in addition to being planed and tongued and grooved, is ploughed on the under side to ensure a perfect fit to the board as flooring, is not excluded from the classification under paragraph 647. The Department is also of the opinion that the ordinary novelty siding, ordinary window parting strips, outside baseboards, ordinary siding, and other articles which are not molded or beaded, are entitled to admission free of duty under paragraph 647.

"Articles such as sash rail, stair rail, crown molding, signboard molding, and similar articles, when beaded or molded, are, in the opinion of the Department, properly dutiable as manufactures of wood at the rate of 15 per centum ad volorem under paragraph 176 of the Tariff Act."

Prior to the tariff revision of 1913 Canadian manufacturers had been sending a fair quantity of hardwood flooring into the Eastern States, being able to compete, in times of good trade, owing to the favorable railway rates due to the geographical position of our mills. The great bulk of the American hardwood flooring comes from Michigan, and the long railway haul to the Eastern States was a handicap when competing with Canadian mills. The imposition of the 15 per cent. duty would have more than counterbalanced any advantage we held owing to close proximity to markets, and would, in fact, have killed our export business. The placing on the free list, on the other hand, is a decided advantage, and has tended to increase the trade.

There are a few mills in the Eastern States manufacturing hardwood flooring. These buy considerable quantities of lumber in Canada, and of course are able to import it free of duty. But in face of this, Canadian firms are able to compete successfully. The demand from over the border is not as brisk as it was, say a year ago. It is, however, still fairly good, the placing on the free list helping our exports.

## South Africa Market—What It Requires

The importance of the lumber trade of South Africa will be recognized when it is stated that in 1913, by no means the largest year of import, 187½ millions of feet B.M. were imported into the country, of which almost 115 million feet was pine; and 47½ million feet consisted of flooring and ceiling boards, manufactured for the most part out of the same raw material. The first thing that strikes one is the low grade of the importations, the great bulk being common, which is brought in for the most part as deals, boards, flooring and ceiling. By common is meant the grade known as such on the Pacific Coast; or lumber which has knots which are sound, but which is otherwise of good quality. The difference between one grade and another being that in some cases there are not quite so many knots or they are a little smaller, or that the material is a little better manufactured. Of the great bulk of lumber imported which is pine, practically all of it is common.

### Imports From Canada

As regards the trade from Canada, apart from comparatively small consignments, it is made up for the most part of cargoes per sailing ship from Vancouver or Vancouver Island ports. This timber is mostly for the South African Government railways, and consists of baulks running from 12 x 12 to 18 x 18, and deals 3 x 9 and 4 x 12. The railways also require from time to time consignments of clear pine, averaging about 200,000 feet a year; and they also buy shelving grade. There has been forwarded to the Department of Trade and Commerce, Ottawa, a specimen Tender Form, together with the conditions of timber contracts, which will be of service to those who may wish to enter the trade and deal direct with the Government.

There is no doubt that there is a large market in South Africa for Canadian lumber, and the Baltic is the competitive trade with which Canada must reckon. The sizes, which are based on 3 x 9 planks, are what the whole of the building trade is accustomed to and the architects specify. Provision should be made also for the smaller buyers to be able to get the quantities they want.

### Grades of Lumber Required

In deals, boards, and dimension lumber generally there is only one grade, common and often worse. The same applies to ceiling and skirting, which are nearly all OG in pattern. Bull nose and other casing are unknown, the simple non-dust-collecting lumber for interior finish not having been introduced. Flooring is also worse than No. 2 flooring as understood on the Pacific Coast. It is ordinary common lumber, grooved and tongued. The town hall at Durban, which cost over a million and a half dollars, is floored with material full of small knots, and the same fault applies to the best of Baltic flooring, the knots being often not even sound. There is little sentiment in business here, but if Canada can give a better article for the same price than can be had now, there is a large market. There will, however, be competition here from firms which are bound up to a certain extent with Swedish mills. People will need to know that Canadian lumber is better, can be procured as required, and that there will be regular sailings on which they can depend. From the east coast there is already a monthly service, but from the west coast there comes a full cargo only three or maybe four times a year.

## South Africa Customs Duty on Wood

The tariff on wood entering South Africa includes the following:—

| | General Tariff | Pref'tl. Tariff |
|---|---|---|
| Wood unmanufactured:—Ceiling and flooring boards, planed, tongued and grooved; materials for use in construction of telegraph and telephone lines; posts, gates, hurdles, and other materials ordinarily used for agricultural or railway fencing; railway or tramway sleepers; saddle trees; hubs, rims, spokes, felloes, shafts, tent-bows and poles, cut or fashioned, not finished, except when for wagons and carts | 3% | Free |
| Finished parts of carriages, carts, coaches and wagons | 25% | 22% |
| Cooperage, viz:—staves in the rough and vats for the manufacture of wine | Free | Free |
| Wood and timber not included in any other item. | 20% | 17% |

Note:—The preferential tariff for South Africa applies to goods of all British Countries.

## A Sample South African Box Shook Enquiry

**Box Shooks.**—The Canadian Trade Commissioner at Cape Town, South Africa, reports an enquiry for box shooks, of which 100,000 sets are wanted. The first lot of 50,000 sets is to be made up as follows:—

| | | | |
|---|---|---|---|
| Lot 1—Sides | 2 Pieces | 15½" x 5¼" x 5/16" |
| Ends | 2 Pieces | 9" x 5¼" x ⅝" |
| Tops and Bottoms | 2 Pieces | 15½" x 5¼" x 5/16" |
| Lot 2—Sides | 2 Pieces | 15½" x 6¼" x 5/16" |
| Ends | 2 Pieces | 9" x 6¼" x ⅝" |
| Tops and Bottoms | 2 Pieces | 15½" x 9⅝" x 5/16" |
| Lot 3—Sides | 2 Pieces | 15½" x 8" x 5/16" |
| Ends | 2 Pieces | 9" x 8" x ⅝" |
| Tops and Bottoms | 2 Pieces | 15½" x 9⅝" x 5/16" |
| Lot 4—Sides | 2 Pieces | 11½" x 4 9/16" x ¼" |
| Ends | 2 Pieces | 9¼" x 4 9/16" x ½" |
| Tops and Bottoms | 2 Pieces | 11½" x 6⅝" x ¼" |

These are about equally divided in quantity and the delivery should be regular throughout the year.

The second lot are in the following sizes:—

| | | |
|---|---|---|
| Lot 1a—Sides | 2 Pieces | 11" x 3½" x 3/16" |
| Ends | 2 Pieces | 5" x 3½" x ½" |
| Tops and Bottoms | 2 Pieces | 11" x 5¼" x 3/16" |
| Lot 2a—Sides | 2 Pieces | 11½" x 5" x ¼" |
| Ends | 2 Pieces | 6¼" x 5" x ½" |
| Tops and Bottoms | 2 Pieces | 11½" x 6½" x ¼" |
| Lot 3a—Sides | 2 Pieces | 15½" x 5¾" x ¼" |
| Ends | 2 Pieces | 9" x 5¾" x ⅝" |
| Tops and Bottoms | 2 Pieces | 15½" x 9½" x ¼" |

Delivery to be in September, 1915, and while the present demand is for 50,000 sets only, if the price is right the possibilities are for not less than 500,000 sets.

It will be noted that the demand is not for clear white pine; shooks made from the same wood as is used in the shipment of spruce deals to South Africa will be satisfactory. Prices should be quoted c.i.f. Cape Town.

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New York uses over 470,000,000 board feet of wood for boxes and crating alone. This is equivalent to about three-fifths of the total amount of lumber cut in the State. Over 1,850,000,000 board feet of wood are used in New York every year.

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During 1913 Belgium imported timber to the value of $24,065,120 and exports to the value of $791,108. In these totals the imports include timber to the value of $11,194 from Canada and the exports include timber to the value of $8,106 sent to Canada.

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During 1912 Norway imported timber to the value of $3,256,066 and exported timber to the value of $8,646,350. Canada does not figure in this trade at all.

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The Northern Hemlock and Hardwood Manufacturers' Association, which formerly had its head office at Wausau, Wis., has moved to Oshkosh, Wis.

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During 1911 Sweden exported timber to the value of $44,858,832 and imported timber to the value of $3,543,603. Canada does not figure in this trade.

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During the year 1913 France imported timber to the value of $41,470,276, Canada's share of which was $72,375.

Getting out B. C. Timbers—Fallers at work.

Getting out B. C. Timbers—Barking a Fir Log.

## France Customs Duty on Wood

The tariff on wood entering France includes the following:—

| | Quantity Kilogs | General Tariff Francs | Treaty Tariff Francs |
|---|---|---|---|
| Logs, rough, not squared, any length not exceeding 60 centimetres in diameter at the thick- | | | |
| Wood, sawn or squared, 80 millimetres in thickest end | 100 | 1 | .65 |
| ness and above | 100 | 1.5 | 1 |
| Wood, squared or sawn, exceeding 35 millimetres but less than 80 millimetres in thickness | 100 | 1.75 | 1.25 |
| Wood, sawn 35 millimetres in thickness or less. | 100 | 2.5 | 1.75 |
| Paving blocks | 100 | 2.5 | 1.75 |
| Stave wood | 100 | 1.25 | .75 |
| Splints | 100 | 2 | 1.5 |
| Hoop wood and prepared poles | 100 | 2.5 | 1.75 |
| Perches, poles and staffs, rough, exceeding 1 metre 10 centimetres in length, and of a maximum circumference of 60 centimetres at the thickest end | 100 | .45 | .3 |
| Woods, saturated, or having undergone any form of chemical preparation. | | | |
| The duties on all saturated woods, or on those which have undergone any form of chemical preparation, shall be increased by 20 per cent. (This increase shall not apply to the surtaxes of origin or for warehousing). | | | |
| Wood, planed, grooved, and (or) tongued, planks, strips, or veneers for flooring, planed, grooved, and (or) tongued: | | | |
| Of oak or hardwood | 100 | 7.5 | 5 |
| Of firwood or softwood | 100 | 5.25 | 3.5 |
| Doors, windows, Venetian blinds, Venetian shutters, roll shutters, roller blinds, wood panelling, and joiners' wares, put together or not: | | | |
| Of hardwood, including articles made partly of hard and partly of softwood | 100 | 30 | 20 |
| Of softwood | 100 | 19 | 12.5 |
| Painted, varnished or lacquered of a uniform color | 100 | 45 | 30 |
| Carved or ornamental in relief or hollow carved, gilt or decorated with designs imitating the grain of wood or with other designs | 100 | 75 | 50 |

The duty on many lines of manufactured products is also specified in detail. The list would be much too lengthy to publish in our limited space. We will be pleased, however, to furnish any of our readers with definite information regarding any items in which they are interested.

Note:—The franc = 19.3c. The treaty rates quoted apply to Canadian goods.

## Creosoted Blocks—A Promising Export Trade

One of the lines of lumber products for which there is a very promising future in the export trade, as well as in the domestic trade, is that of wood blocks for pavement purposes. Creosoted wood blocks laid under modern conditions are superior in wearing qualities to macadam, brick, asphalt, granite or sandstone. As far back as 1901 the Metropolitan Street Railway Company of New York City made an experiment with creosoted wooden blocks for pavement between its tracks. A small area was laid, the wood being flanked at either end with granite, the material formerly used. The wood selected was long leaf yellow pine. There was a heavy truck traffic at the place where the experiment was made. At the part of the road where the trucks run with one wheel just outside the car rail the stresses on the pavement were very great and the granite showed a rut in six months, requiring renewal almost annually. At the end of four years, the wood, although showing a heavy rut, was still sound in position and good for at least one more year. The granite on either side had been renewed three times during the four years. The facts of this experiment are reported in United States Forest Circular No. 141.

Getting out B. C. Timbers—A 5080 ft. Butt.

Getting out B. C. Timbers—Same Log at the Mill.

# WANTED & FOR SALE DEPARTMENT

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 15 cents per agate line (14 agate lines make one inch.) ($2.10 per inch) each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word net. Cash must accompany the order. Minimum charge 50 cents.

Advertisement must be received not later than the 10th and 26th of each month to insure insertion in the subsequent issue.

## Wanted–Lumber

### Wanted to Buy

Inch Cedar suitable for boats. Box 184, Canada Lumberman, Toronto. 9-12

### Basswood Wanted

No. 2 Common and Mill Cull. Winter cut preferred. Apply Firstbrook Brothers, Ltd., Toronto, Ont. 7-tf

### Wanted

Three hundred thousand feet of one inch and two inch spruce, and three hundred thousand feet of one inch and two inch No. 1 Hemlock, advise stating prices, lengths and widths. Box 202, Canada Lumberman, Toronto. 11-12

### Wanted–Rock Elm

250,000 to 350,000 feet of 10/4 No. 1 common and better, standard lengths, 6 ins. and wider. Will take the stock green or dry. Address American Lumber & Manufacturing Company, Pittsburg, Pa.

## For Sale–Lumber

### Lumber For Sale

200 Pieces 1 x 15 and up 22 ft. Cypress.
375 Pieces 1 x 15 and up 24 ft. Cypress.
Clear for boat building, in stock at Montreal.

GEO. C. GOODFELLOW,
c Montreal, Que.

### For Sale

PILING, any length in Spruce, Red, White and Jack Pine or Hardwood.
Telegraph Poles, Ties and Fence Posts. Square Cedar and Hemlock up to 12 in. x 12. Correspondence solicited.

ANGUS PRENTICE & SON,
189 Arthur Street,
9-14 Toronto, Ontario.

### FOR SALE
### Norway and Jack Pine—Mill Run

| | |
|---|---|
| 1 x 4/5 x 10/16 ft. | 1,000,000 ft. |
| 1 x 6 | 500,000 ft. |
| 1 x 8 | 85,000 ft. |
| 1 x 10 | 14,000 ft. |
| 2 x 4 | 165,000 ft. |
| 2 x 6 | 220,000 ft. |
| 2 x 8 | 320,000 ft. |
| 2 x 10 | 218,000 ft. |
| 2 x 12 | 65,000 ft. |
| Norway Pine Culls | |
| 1 x 4 and up x 10/16 ft. | 1,500,000 ft. |

DEVON LUMBER CO.,
5t.f. Ottawa, Ont.

### We Have a Full Stock

of Hardwood, Hemlock and White and Norway Pine Lumber, Norway and White Pine Piling, up to 60 ft. Keenan Bros., Limited, Owen Sound, Ont. 3t.f.

## For Sale–Machinery

### Machinery for Sale

One Double Surface Planer.
Power-Feed Rip Saw.
12-in. Moulder.
Heavy Flooring Machine.
Vertical Boring Machine.

A. J. LINDSAY,
11-13 92 Pembroke Street, Toronto.

### Woodworking Machinery For Sale

1 No. 51 Crescent universal woodworker; 2 24-in. planers and matchers; 3 12-in. buzz planers; 1 12-in. four-side moulder; 1 No. 802 Canada Machinery Corporation shaper; 5 30-in. Ideal pedestal bandsaws; 2 No. 619 Canada Machinery Corporation saw tables; 1 36-in. double drum sander; 1 20-in. American wood scraper.

H. W. PETRIE, LTD., Toronto.

### Rebuilt Veneer Machines

We have the following rebuilt veneer machines ready for immediate shipment.
1 Coe Lathe, 50-in. swing, 88-in. knife, 6-in. spindles.
1 Coe Lathe, 50-in. swing, 64-in. knife, 5-in. spindles.
1 Coe Lathe, 50-in. swing, 76-in. knife, 6-in. spindles.
1 Coe Lathe, 42-in. swing, 60-in. knife, 3⅜-in. spindles.
1 Coe 100-in. Power Clipper.
1 Coe 54-in. Power Clipper.
1 Coe Type A. Stamper.

These machines are decided bargains and carry the same guarantee as we give our new ones. Prices on application.

THE COE MFG. COMPANY,
Painesville, Ohio.

## Wanted–Machinery

### Wanted

A second-hand House or Koval Filing Machine in good repair. Address, Herron Brothers, Limited, McKinnon Building, Toronto. 10

## Wanted–Employment

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra.
Minimum charge 25 cents

Band and saw filer wants position. Strictly reliable, steady and up-to-date. Thoroughly dependable. Best references. Box 181, Canada Lumberman, Toronto. 8-11

Band Saw Filer wants Position. A1 reference; fifteen years' experience. State what you have in first letter. Address A. W. Woodward, 57 Kirkwood Street, Akron, Ohio. 9-12

WANTED—Position by experienced Band Sawyer. Sober. First-class reference. Address Frank Weston, P. O. Box 59, Odanah, Ashland County, Wis. 9-12

### Position Wanted

Band sawyer wants position. Single or double cut. Best of references. Used to fast rigs. Can come at once. Box 204, Canada Lumberman, 119 Board of Trade, Montreal. 11-14

## Business Chances

### For Exchange

A splendid manufacturing plant in central New York State representing an investment of $160,000. Sixteen years standing. No bonded indebtedness. Wish to exchange for timber interests or a going operation. Best of reasons for wanting to exchange. Address, J. W. Powell, Canisteo, N.Y. 11

### Timber Limits For Sale

Can be quickly and profitably disposed of by advertising them on this page. This is where buyers of timber property look for opportunities to invest. If your "ad" is here the investor will see it. Canada Lumberman, Toronto, Ont. tf

## Miscellaneous

### Saw Mill Machinery For Sale

Sawmill near Sellwood, Ontario, daily capacity 60,000 feet. All machinery including:—Log Ladder, Bullwheel, Steam Kicker, Log Loader, Stationary Steam Nigger, 42-in. Steel Carriage, 10-in. Steam Feed, 8 ft. Double Cutting Bandmill, Cast Iron Lumber Table, 5-Saw Slab Slasher, 48-in. Big Champion Edger, Trimmer, Transfers to Edger and Trimmer Tables, Sorting Tables, etc. Also, Independent Lathmill, Filing Room Outfit and Power Plant complete. This machinery is of the latest design, practically new and in excellent condition. Offers will be accepted for all or any part of this machinery, where it stands or F.O.B. cars Sellwood.

The Waterous Engine Works Company,
22-t.f. Brantford, Canada.

### For Sale

Copies of "The Preservation of Structural Timber," by Howard F. Weiss. Published in 1915 by McGraw-Hill Book Company. 312 pages, illustrated. Price $3.00. Canada Lumberman, 347 Adelaide Street West, Toronto.

### Do You Want to Buy or Sell?

If you wish to purchase or dispose of a particular stock of lumber or logs, a mill property or timber limit, or some second-hand machinery, the CANADA LUMBERMAN AND WOODWORKER will bring quick returns. Use our "Wanted and For Sale Department."

### Lumber to England

In view of the fact that it has been generally supposed that the lumber exporting of Canada and the United States has been hard hit by the European war, a recent circular issued by Farnworth & Jardine, of Liverpool, contains some interesting information. As compared with last year, the report shows a material decrease in number of items, but in others, the figures of imports during January and February are surprisingly near normal, and in some cases they are greater than they were a year ago. In the item of British Columbia and Oregon pine, logs and planks, the imports at Liverpool, Birkenhead and Garston amounted to 160,000 cubic feet as compared with only 33,000 last year. Pitch pine planks received at the same ports during the two months, amounted to 247,000 cubic feet, as compared with 124,000 cubic feet during the same months of 1914. Canadian and American oak plank importations totalled 182,000 cubic feet as compared with 252,000 last year. Importations of ash amounted to 73,000 cubic feet as compared with 63,000 cubic feet last year. The imports of pitch pine railroad ties were 9,500 pieces, against none in January and February of last year. Spruce and pine deals from New Brunswick and Nova Scotia totalled 4,530 standards, as compared with 3,200 last year, and 21,000 cubic feet of birch planks were imported as compared with 32,000 cubic feet a year ago.

### Opening for Wood Pulp in Spain

The Department of Trade and Commerce has received a communication from Bilbao, Spain, which states that present conditions are favorable for the introduction of Canadian wood pulp on the Spanish market. It is written by the managing director of a company having excellent business connections with the large paper manufacturers of the Peninsula, and who desires to obtain the representation for the Spanish Peninsula of a large producer or a group of Canadian producers of wood pulp. Owing to the difficulties occasioned by the war, in the importation of wood pulp of Scandinavian origin, as practised in former years, the question of raw material has become an important consideration to the Spanish paper manufacturers.

The following figures of the imports of pulp into Spain will give some idea as to the importance of the market:—

| | 1912 Tons | 1913 Tons |
|---|---|---|
| Norway .. .. .. | 6,200 | 6,370 |
| Baltic Russia .. . | 1,890 | 1,390 |
| Sweden .. .. .. | 18,025 | 34,257 |

If the Canadian producers of wood pulp can quote prices to compete with the Scandinavians, Spain should present a good opening for their product. Those interested should communicate with the Department of Trade and Commerce, Ottawa, for the name and address of the writer of the communication referred to, as he is desirous of being brought into touch with one or several large Canadian producers of wood pulp. (Refer File No. A. 1107).

### Customary Irish Lines of Lumber

The preferred size of board in Ireland is 12 feet long and 3 by 9 inches in depth and width, and

so common are these dimensions that there exists a so-called "Irish standard" comprised of 120 pieces of the size specified. This standard is not infrequently used in Ireland, and should not be confused with the St. Petersburg standard. Pacific Coast mills prefer not to cut pieces as small as the Irish deal, and have always charged extra millage for the work of cutting lumber to this specification. It is a specification, however, which is conveniently suited to the size of timber cut by the Scandinavian mills.

As distinguished from the deal just mentioned, there is the scantling from 5½ down to 3 inches in width from 4 to 1½ inches thick. This grade has been much used in the erection of huts and camp shelters for military purposes both in England and in Ireland; but the grades of lumber used for this class of work have been too diverse for any general statement.

A very heavy trade in Ireland has always been done in pine timber either 10 by 10 inches or 20 by 20 inches in thickness and from 40 to 60 feet in length. This timber has been of Canadian spruce or of Baltic pine, while pitch pine timber of equal thickness but in shorter lengths has been drawn from Mobile and New Orleans. Since the commencement of the European war some shipments of Oregon pine in these sizes have reached Ireland, and they are regarded as a passable substitute for the wood to which Irish dealers and workmen are accustomed. In fact, aside from the conservatism of the dealers and workmen, it seems clear that the Pacific Coast wood is fully equal to the Scandinavian and Canadian wood previously used.

An analogous line in which shipments from the Pacific Coast have been taken for the first time during the past few months is that of railway ties. In one case an order for 20,000,000 feet of Pacific ties was placed by a single Liverpool firm. The dimensions are 9 feet in length by 10 by 5 inches cross-section, and the United Kingdom price is about $68 per standard, of which nearly $50 represents cost of transportation from America.

"Clear" spruce lumber from the Pacific Coast has been reaching Ireland in some quantities since last August, the dimensions being from 1 to 2 inches in thickness and from 8 inches up in width, the average being about 13 inches, while the length ranges from 15 to 32 feet. This lumber is known in Ireland as silver pine or silver spruce, the Pacific Coast term "clear" not being current. The wood is used for high-class joinery (carpentry) and for the making of patterns in the machine shops at Belfast, Dublin, and Cork. The Admiralty dockyard at Haulbowline (Queenstown) uses this wood for patterns, buying it through Cork dealers, who are in turn supplied from Liverpool or London. This is the silver spruce utilized by all nations in the frames of dirigible and heavier-than-air flying machines.

Pacific Coast "merchantable" spruce lumber is another grade which is being tried out in Ireland at present. It is cut in the popular dimensions, 9 or 11 inches by 3 inches cross-section, with a length of 16 to 32 feet. The sources of boards of these specifications have hitherto been the Gulf of Bothnia and the St. Lawrence Basin.

Russia is by far the heaviest supplier of timber and boards to Ireland in time of peace, as it is to the entire United Kingdom. While the Irish import statistics do not indicate sources of imports, it is probable that Russia furnishes almost one-half of the aggregate wood purchases, while Norway and Sweden combined come second, Canada third, and the United States fourth.

On the whole there is no doubt that Canadian timber exporters, especially those on the Pacific Coast, have now an exceptionally favorable opportunity to make their lines familiar to Irish lumber merchants and artisans—an opportunity which in so conservative a market is not likely to recur for another generation.

There are large quantities of sawn (soft) lumber imported into Ireland annually, as is shown by the following statistics: In the calendar year 1913 there were 211,415 loads of boards and deals imported, valued at $4,629,631; in 1912, 228,380 loads, valued at $4,584,573; in 1911, 826,900 loads, valued at $4,024,108. In addition, there were 11,956 loads of sawn timber (value, $392,741) imported in 1913, 7,946 loads (value $251,349) in 1912, and 12,003 (value, $372,379) in 1911. For the port of Dublin alone the same classification is not followed. For the two half years ended June 30, 1913, and June 30, 1914, there were 11,463 loads and 4,105 loads, respectively, of timber imported.

Statistics showing quantities and values from all countries into Ireland are not available. It is the consensus of opinion that of the countries exporting to Dublin Canada leads, Sweden is second, Russia third, Norway fourth, and the United States fifth. Russia is rapidly forging to the front.

The sizes most used here are 3 by 6 inch, 3 by 7 inch, 3 by 8 inch, 3 by 9 inch, 10 to 20 feet average. Spruce for deals is by far the most popular. The largest importer here states that for a cargo of 1,000 to 1,200 St. Petersburg standards coming from Canada (St. Johns or Campbelltown) consisting of 10 per cent. of 11 by 3 inch, 35 to 40 per cent. of 7 and 8 inch by 3 inch, 50 to 55 per cent. of 9 by 3 inch, 10 to 15 linear feet, the c.i.f. Dublin prices before the war were from £10 10s. ($51.10) to £11 ($53.53) per standard. Now they range from £14 10s. ($70.56) to £16 ($77.86). The Russian prices are practically the same. Swedish flooring boards 7 by 12 inches are practically the same. Swedish flooring boards 7 by 12 inches by 10 to 24 feet, white pine, were £11 10s. ($55.96) to £12 ($58.40) per nominal standard (boards measured in the rough) c.i.f. Dublin. Those of red pine were about £1 ($4.87) more per St. Petersburg standard. Of the white spruce scantlings, 2 by 4½ inch, 1½ by 4½ inch, 4½ by 3 inch, 10 to 24 feet, the price before the war was £9 10s. ($46.23) to £10 ($48.67) a standard. For the 10 by 10 inch up to 16 by 16 inch, in cargoes of 1,200 to 1,500 loads of 50 cubic feet (logs averaging 30 cubic feet and 28 linear feet), prices were 67s. 2d. ($16.42) per load. On January 21, 1915, the exporters refused 92s. ($22.38). Another firm states that there will be few sales here now except at the rate of from £10 10s. ($51.10) to £12 ($58.40) per St. Petersburg standard of 9 x 3 ins. x 12 ft. If possible all quotations should be given c.i.f. Dublin and in English currency.

The cheaper deals are used principally in common roofing, floor joists, common framing, fences, etc. The better ones, such as the red from Archangel and Sweden, are used for sashes, doors, framing, etc.

The usual credit terms are either 4 months credit or c. o. d. against document, with varying discounts on the f.o.b. prices—Sweden and Norway giving 2½ per cent., Canada 2 per cent., Russia 1½ per cent. The principal ports of entry into Ireland are Belfast, Dublin, Queenstown, and waterford.

### Canadian Paper to Australia

The export of British Columbia paper to Australia and New Zealand, the initial shipment having been made about a year ago, is now of considerable importance. Since the commencement of this trade it is estimated that 15,000 tons have been exported from British Columbia to these countries.


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Please send the "Canada Lumberman and Woodworker" to the undersigned until further notice. Enclosed find Two Dollars, being one year's subscription in advance.
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# Review of Current Trade Conditions

### Ontario

Reports from wholesalers who are devoting their time to the country trade in Ontario continue to indicate a very quiet situation in all parts of the province. As we have reported formerly, the chief feature of the country trade today is the fact that activity is to be found only in such places as are dependent upon the farming trade for most of their business. In the manufacturing districts, although there is a small amount of business to be had, it is so keenly sought after that it is not proving very attractive. The trade in the large cities continues very quiet, building operations having shown no important improvement. Under the above conditions it is not either possible or advisable to go into detail in regard to the trade. The general situation is one of patient waiting for improvement. There are many among the trade who feel that this improvement must come before very long, and they bring forward very definite arguments in support of their belief, most of these arguments being based upon the large amount of money which is being circulated in Canada as a result of the contracts for war material. The question is, however, in what direction this money will circulate, and it still remains to be shown whether the lumber trade will secure any extensive share of it. Reports recently received from Northern Ontario confirm former reports that most of the drives have come out fairly well, but that there has been a considerable quantity of logs in the aggregate hung up. The North Shore output has all been sold for export to the United States at prices slightly below last year's prices.

Trade conditions in the Ottawa Valley are fair, but not especially active. Trade in white pine and spruce with United States markets is mostly in car load lots, indicating a hand-to-mouth demand only.

### Eastern Canada

Trade conditions at St. John are very quiet. The local building situation shows no life worth mentioning. Local prices on low grade stocks are easier on account of keen competition by lumber merchants and on account of the very quiet demand. Refuse lumber is reported to be selling at about $1 to $1.50 per M. lower than last year's prices. Hemlock boards are also easier. All kinds of boards in fact are too plentiful for the demand and there is not much movement of this class of stock to the American markets. During the past few weeks however, there have been a few slight indications of improvement in the house building line and it is not entirely improbable that a fair amount of activity will yet be seen this year. The export situation is entirely governed by the shortage of tonnage. Recently there have been a very encouraging number of arrivals of sailing vessels which are taking on lumber at 120s. to 130s. per standard from St. John to Great Britain. All the cuts of deals for the coming season throughout New Brunswick are reported to have been sold at about $19.50 for the ordinary specification, which is $2 per M. higher than former record prices. Most of the mills are devoting their attention to English deals and the amount of stock being sawn for United States markets is correspondingly reduced. It is expected that there will be about 70,000,000 feet of logs come down the St. John this year for the mill at St. John. The demand for lath continues fairly active and prices are steady at about $2.75 to $2.80 on the wharves at St. John. There is not much demand for shingles. Extras and clears are very dull, but second clears and extra No. 1 are moving fairly well. Local prices are: extras, about $3.75; clears, $2.85; second clears, $2.50; ex. No. 1, $1.70. The box business is very quiet.

The demand for eastern spruce at Boston slackened somewhat of late on account of the uncertainty in regard to the foreign policy of the United States and the developments which may come from it. It is also reported that New Brunswick dealers, finding it difficult to secure vessels for shipping their deals are looking a little more toward the New England and New York markets and that the result has been slightly easier prices. Most of the New England mills continue to quote $24 as the base price, Boston rate, for railroad shipment of frames to the wholesale trade, but there are an increasing number of producers who find $23.50 an attractive price. Business in general is good and prices remain fairly steady. Hemlock continues weak at Boston. The present price for good eastern hemlock clipped boards, 10, 12, 14 and 16 ft., is $20. There is little business in hemlock frames. Shingles are a shade less firm at Boston, but there is a fair volume of trade. White cedar extras range from $3.25 to $3.40; clears from $2.80 to $2.90 and second clears from $2.40 to $2.60. The demand for spruce lath is good, but offerings are heavy and prices remain at $4.10 to $4.15 for 1⅝ in. and $3.70 to $3.75 for 1½ in.

### United States

It is difficult to give a definite report of the lumber trade situation in the United States. Conflicting statements are heard from different sources, yet the majority of reports recently received are to the effect that improvement is distinctly noticeable. A very interesting statement was recently made by one of New York's most prominent bankers who said that the United States has ahead of it the best ten years industrially and commercially that it has ever had in its history. Lumbermen in the Eastern States are expressing much more optimistic opinions as to the situation than they did a short time ago. Retail enquiries are increasing in number. This condition is quite widespread, and if other departments of the business were as satisfactory as the retail end, the general situation would be very good. The export trade is showing an increased volume, although it is still extremely light. A readjustment of the ocean transportation difficulties is taking place which is commencing to show results. Improvement is reported in connection with the yellow pine trade, although it is still far from enjoying a satisfactory activity. The demand for structural material is said to be practically on a level with an ordinary spring season and prices are a little better. In the northern woods, pine, hemlock and spruce are moving fairly well. Spruce in particular is active and higher in price. Hardwoods are a little behind the rest of the market in improvement, yet some gain is reported.

Northern pine at Buffalo is not so active in the better grades as it was formerly. The lower grades, however, are moving very extensively and are stronger. No. 6 and 8 box are selling freely at $23 and $24, while one and a half inch box is bringing $26. No. 4 barn is being sold at $22. At Chicago, northern pine continues firm and at Buffalo there is a fairly good volume of trade, although the actual transactions are in small quantities.

### Great Britain

A fair quantity of general business is reported from London, but the outlook is not thought to be very satisfactory, on account of the difficulty in securing vessel room for stocks required at London. To a limited extent, however, stocks are coming in. The high values obtainable at London for any useful size are expected to assist in keeping up the supply. Deliveries at London docks for the week ending May 8th amounted to 4,582 loads, as compared with 7,282 during the corresponding week of 1914.

Spruce c.i.f. values at Liverpool continue unchanged, but firm, and are not expected to show any reduction so long as the f.o.b. figures remain unchanged. Freight rates are firmer than ever, with a continued upward tendency. The Timber Trades Journal, London, Eng., in its May 15th issue, says:—"The question naturally arises, Can shippers hold out for their ideas of f.o.b. values? And herein lies the danger, if any there may be, of c.i.f. values declining. Can the shippers afford to hold all their stocks for full values? Not only will the "cut" be under normal, but shippers have had to pay considerably advanced prices for their logs. The main point is that most shippers have already disposed of a good proportion, if not the greater proportion, of their stocks either on a freight basis or else a clean c.i.f. sale, that is, leaving out the Canadian and American markets. Therefore, there is not the margin for a big drop for them unless it is going to be a very costly one, and having disposed of a reasonable proportion of their stocks, if they cannot obtain their figures they are hardly likely to throw the balance away just for the sake of realizing it. The shippers realize that when this war is over an unprecedented demand will take place, and that they are more likely to obtain better f.o.b. values than they are doing at present. Whether spot values will advance depends entirely on the consumptive demand, and at the time of writing this is not altogether as brisk as it might be, but it may be only a temporary dullness between the end of the liner parcels and the commencement of the import season proper, and combined with the annual stocktaking which occupies the attention of many consumers at the ends of the months of April, May and June."

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A despatch from San Francisco, states that lumber charters continue to show an upward tendency. Charters made recently have practically cleaned up the available supply of tonnage on the coast and shippers have engaged a large number of vessels for loading, as far on as next December. Practically all of this business is on Australian account with 65s. per thousand superficial feet as the going rate for Sydney, and 80s. for Melbourne.

View of Mills in Sarnia.

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# Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

## Ottawa Valley News—Many Suspicious Fires

Ottawa, May 24th (Special to the Canada Lumberman):—Several more or less costly fires have occurred in the plants of local lumbermen recently, and, as a result, nearly all the firms in the district have doubled their staffs of night watchmen, for it is believed that some of the fires have been the work of incendiaries. After a fire in the Dupuis Lumber Company's yard last week a can of coal oil, half full, and some oily rags, were found in the yard. Some of the fire insurance companies are talking of increasing the rates on lumber piles in Ottawa and vicinity.

Last week several thousand dollars damage was done to the sulphite mills of J. R. Booth, when a fire broke out in the barker machine room and spread through the building. The fire did not spread to the lumber mills.

Heavy rains during this month have helped to keep the water up in the Ottawa River and its tributaries, but it is not yet as high as lumbermen would like to see it. However, business at the mills is being prosecuted without any handicap due to the lack of water. Trade throughout the Ottawa Valley is reported to be fair. There is some movement to the United States in white pine and spruce in carload lots particularly, which indicates that buyers over there are carrying on what might be termed a hand-to-mouth policy. The situation between the United States and Germany is being watched with considerable interest here, for it is known that should it develop into something serious business generally would receive a staggering blow. Italy's entry into the war is going to place a further handicap on the export trade—if any further handicap could be placed on it.

The Railway Commission started on a tour of the west last night, and while they are away will hear cases of interest to lumbermen. On June 1st, a sitting will be held in Vancouver to hear the complaint of the Adolph Lumber Company, that the Great Northern Railway charges $1.10 per 1,000 feet on logs from Mott, B.C., to Baynes, B.C., while the contract made between the parties specifies a rate of $1 per thousand. The Kootenay Shingle Company also has a complaint against the Great Northern because the railway company refuses to make an allowance for tack scale weights on cars of lumber and shingles to Eastern Canada. The Grain Growers' Lumber Company, of Vancouver, B.C., is complaining that the C. P. R. favors Western Canada against the east in mixed carloads of lumber and shingles.

Plans for two movable rudder or fin shear booms, to be built in the Rainy River, about two miles below the town of Rainy River, Ont., have been filed with the Public Works Department for approval.

The Railway Commission is considering the application of the Montreal Board of Trade for an order directing that the mileage rates on pulpwood as per the Canadian Pacific Railway tariff be applied to Cap Magadalen, Que.

## The Montreal Trade—Shipping Situation Improving

Montreal, May 25th (Special to the Canada Lumberman): Business in the lumber market is slow. In normal times a large number of orders would be placed at this period of the season, but owing to the slackness in the building trade, there is little doing. As far as can be judged, the contracts of importance to be let this year will be very few, although there are some projects in hand which will ultimately involve very large expenditures. On the other hand, business with the United States continues to be satisfactory.

Reports from the province state that there is a lull in the furniture and piano trades, with a slackening off in the orders for lumber and veneers.

News from Three Rivers as to the drives on the tributaries of the St. Maurice River is that most of the creeks have been driven out, and that logs left behind last season owing to low water have been run out this year.

The export season has now fairly started, and with an improvement in the shipping situation, considerable quantities of spruce and birch have been sent to the United Kingdom. So far, the exports of pine have been comparatively slow. The great demand is for spruce, and this is being sent as fast as possible. Bennett and Company, the representatives of Boss and Company, London, are credited with having already exported a large quantity of lumber, having booked space a considerable time before the opening of navigation. Four boats of the Canada Steamship Lines, which hitherto have been engaged in the Lakes trade, have been chartered by lumber firms, at 140s. One of these boats will load at this port and the other three at lower Quebec ports. The trade has been to a certain extent interfered with by the demands of the Government. Firms who make arrangements for shipping by given boats are never sure of obtaining the space agreed upon, owing to the sudden requisitions of the Government. The result has been that in some instances cars of lumber have been ordered to the docks and then unloading delayed, the lumber firms having to pay the consequent demurrage charges. This is felt to be an injustice, which might be avoided by a little more consideration on the part of the Government officials in givng earlier notice of their requirements.

The Dominion Mahogany and Veneer Company, of Montreal West, recently sent some excellent veneers to the British market.

## New Brunswick Stocks Well Sold

The chief subject of interest to New Brunswick exporters during the past year has been that of tonnage. It has been an exceptionally difficult year for moving stocks. The output of local mills, in the hands of exporters at St. John still remains to some extent at the mills, as buyers could not get tonnage enough at any price to make shipments. The advance in freights commenced immediately after the outbreak of the war, starting at about 50s. per standard, and continued to 140s. from St. John to British ports. When the rate was about 100s. buyers could have secured a fair amount of tonnage, but they held off in the hope that the rates would fall. In this they made a mistake.

A natural result of the high cost of tonnage has been the entrance of sailing vessels into the trade. A large number of sailing vessels have been secured to load at St. John at 120s. to 130s. and the port is now commencing to look something like it did in the old days, when square-rigged vessels were the chief means for making shipments of deals. Lately, there has been so satisfactory a supply of sailing vessels at St. John that it is expected that the old deals will soon be cleared up. There is still, however, quite a quantity of stock which was produced by portable mills and has been held on scows awaiting shipment. In spite of the scarcity of tonnage, there has been a good demand for stocks and nearly all the cuts of deals for the coming season, not only at St. John, but generally throughout the province, have been sold at prices in the neighborhood of $19.50 for a specification running 50 per cent. 7 and 8 in. x 3 in., balance 9 in. x 3 in. and up. This is $2 higher than has ever been received before. Just at present, however, no bids are being made for any new deals, as exporters have ceased to take any chances on tonnage.

It is reported that a considerable quantity of Swedish stock is now finding its way into England, more indeed than was anticipated, and that, as a result, deals are easier on the English market. New Brunswick stocks of deals are not heavy and an improvement in the freight situation would undoubtedly clear them up. Very little stock is being sawn this year for United States markets.

A careful estimate indicates that stocks of all kinds of deals at St. John, old, new and portable sawn, amount to about 10,000,000. Nearly all the English stocks on the North Shore of the province have already been shipped. If everything which has been cut on the St. John for St. John mills comes out, there will be about 70,000,000 feet of logs available for this year's sawing.

## An Interesting Advertisement of Timber Lands

An interesting announcement in regard to Florida timberlands for sale appears in the advertising pages of this issue. The property is in the hands of Mr. J. N. Lotspeich, Morristown, Tenn., and includes many attractive lots which will repay careful investigation by our readers. Each of the properties mentioned in the advertisement has many special attractions, not only as to the intrinsic value of its timber, but in some cases there are other values available in the way of carbonate of lime, phosphate, etc., which are of considerable importance. The proximity of railroads and the excellent quality of the timber growing upon these limits also make the propositions attractive ones from an investment point of view. Those of our readers who are looking for timber investments will do well to study this advertisement.

During 1912 the exports of timber from Russia were valued at $78,990,860, and the imports at $6,767,758. Canada does not figure in this trade.

# J. & D. A. Harquail

**Company, Limited**

## Manufacturers of Lumber

Extensive New Brunswick and Quebec timber limits, abundant with Virgin Spruce, Pine and Hardwoods.

Twenty years' experience in Milling and Manufacturing, together with a practical knowledge of Building and Architecture, is why our Customers tell us that the Dressing, Grading, and Manufacture of our Stock is just a little better than they expected.

Large stocks of 1 in. Spruce Lumber always on hand.

**Try a car of our Air-dried Dressed Spruce.**

We also make a Specialty of Kiln Dried Stock.

Our personal attention given to every detail.

***Write, wire or phone us for quotations.***

***Established 1894*** ***Incorporated 1908***

## Campbellton, New Brunswick

## United States Exports of Wood Goods

The United States, being one of Canada's chief competitors in foreign markets for lumber, it is interesting to note the extent of the export trade of that country. The following table shows the volume and values of all United States exports of wood and manufactures of wood during the nine months ending March, 1915, and during the corresponding periods in the two preceding years, together with the quantities shipped to each of the export markets:

| Wood, and manufactures of: | 1913 | | 1914 | | 1915 | |
|---|---|---|---|---|---|---|
| Timber, hewn and sawed— | Quantity | Value | Quantity | Value | Quantity | Value |
| France ... M ft. | 28,655 | $ 560,587 | 24,514 | $ 504,848 | 2,646 | $ 44,042 |
| German ... M ft. | 27,497 | 583,285 | 11,754 | 259,757 | 2,337 | 45,928 |
| Italy ... M ft. | 32,669 | 634,400 | 48,449 | 907,628 | 20,803 | 317,740 |
| Netherlands ... M ft. | 46,655 | 1,016,400 | 37,959 | 805,697 | 5,175 | 108,452 |
| United Kingdom ... M ft. | 150,766 | 3,441,931 | 114,946 | 2,433,416 | 63,655 | 1,106,973 |
| Other Europe ... M ft. | 28,136 | 549,887 | 22,047 | 350,791 | 2,716 | 52,334 |
| Canada ... M ft. | 18,324 | 492,435 | 23,252 | 651,537 | 11,683 | 276,185 |
| Central American States and British Honduras ... M ft. | 685 | 16,537 | 164 | 9,219 | ..... | ..... |
| Mexico ... M ft. | 13,791 | 233,988 | 2,977 | 44,238 | 3,372 | 79,615 |
| Argentina ... M ft. | 3,090 | 68,595 | 1,208 | 26,608 | ..... | ..... |
| Other countries ... M ft. | 12,876 | 320,651 | 6,012 | 125,602 | 4,222 | 75,241 |
| Total ... M ft. | 363,144 | 7,918,696 | 293,282 | 6,119,341 | 116,609 | 2,106,510 |
| Lumber—Boards, planks, deals, joists, and scantlings | | | | | | |
| Belgium ... M ft. | 60,477 | 1,920,344 | 43,102 | 1,419,916 | 8,793 | 286,782 |
| France ... M ft. | 18,206 | 556,714 | 30,599 | 846,301 | 3,180 | 86,739 |
| Germany ... M ft. | 62,645 | 1,778,468 | 51,349 | 1,418,048 | 7,983 | 218,544 |
| Italy ... M ft. | 28,882 | 671,207 | 37,708 | 844,995 | 16,383 | 348,644 |
| Netherlands ... M ft. | 91,971 | 2,343,703 | 74,171 | 2,057,932 | 16,758 | 471,019 |
| United Kingdom ... M ft. | 226,073 | 9,294,511 | 247,811 | 9,902,539 | 159,833 | 5,396,564 |
| Other Europe ... M ft. | 25,305 | 679,315 | 35,451 | 894,487 | 14,850 | 305,610 |
| Canada ... M ft. | 399,871 | 9,759,519 | 303,799 | 7,474,615 | 147,716 | 3,650,295 |
| Central American States and British Honduras.. M ft. | 39,823 | 789,261 | 58,317 | 1,156,492 | 36,163 | 734,582 |
| Mexico ... M ft. | 101,295 | 1,814,583 | 56,806 | 1,157,544 | 26,275 | 492,582 |
| Cuba ... M ft. | 98,912 | 1,819,906 | 99,791 | 1,914,329 | 61,197 | 1,036,502 |
| Other West Indies and Bermuda ... M ft. | 30,772 | 722,992 | 39,127 | 960,917 | 18,329 | 429,155 |
| Argentina ... M ft. | 181,041 | 4,033,408 | 169,821 | 3,866,481 | 28,160 | 575,019 |
| Brazil ... M ft. | 52,772 | 1,157,983 | 35,791 | 862,588 | 7,374 | 147,903 |
| Other South America ... M ft. | 119,917 | 1,948,242 | 124,854 | 2,027,671 | 42,680 | 565,848 |
| China ... M ft. | 54,400 | 585,259 | 70,010 | 777,156 | 51,064 | 495,948 |
| British Oceania ... M ft. | 203,893 | 3,337,005 | 227,758 | 3,892,407 | 153,027 | 2,413,768 |
| Philippine Islands ... M ft. | 9,307 | 172,792 | 15,474 | 216,696 | 6,129 | 79,557 |
| Africa ... M ft. | 27,672 | 711,441 | 40,173 | 957,343 | 10,501 | 267,677 |
| Other countries ... M ft. | 31,710 | 449,674 | 36,738 | 585,376 | 19,175 | 278,547 |
| Total ... M ft. | 1,864,944 | 44,546,327 | 1,798,650 | 43,233,833 | 835,570 | 18,281,285 |

## United States Imports by Classes

| | 1912 | | 1913 | | 1914 | |
|---|---|---|---|---|---|---|
| | Quantity | Value | Quantity | Value | Quantity | Value |
| Wood, and manufactures of: | | | | | | |
| Unmanfactured— | | | | | | |
| Logs and round timber M ft...free.. | 155,973 | 1,613,930 | 144,482 | 1,543,545 | 132,259 | 1,427,670 |
| Pulp woods— | | | | | | |
| Rough.....cords..free... | 139,002 | $ 838,103 | 195,906 | $1,108,320 | 198,414 | $1,197,754 |
| Peeled.....cords..free... | 528,900 | 3,203,577 | 581,756 | 3,764,958 | 599,799 | 3,837,084 |
| Rossed.....cords..free... | 265,653 | 2,185,666 | 257,223 | 2,134,072 | 201,936 | 1,738,360 |
| Total pulp woods.....cords | 933,565 | 6,227,346 | 1,034,885 | 7,007,350 | 1,000,149 | 6,773,198 |
| Manufactures of— | | | | | | |
| Lumber— | | | | | | |
| Boards, planks, deals and other sawed lumber M ft. | free... ..... ..... dut... 1,025,802 | 17,883,048 | 267,847 700,654 | 5,105,876 12,460,229 | 910,509 ..... | 17,166,638 ..... |
| Boards, planks, deals, and other forms of sawed cabinet woods .....M ft...dut... | ..... | ..... | 1,051 | 50,482 | 8,593 | 300,587 |
| Totals boards, etc.....M ft... | 1,025,802 | 17,883,048 | 969,552 | 17,616,587 | 919,102 | 17,467,225 |
| Laths.....M.. | free... ..... ..... dut... 672,279 | 1,725,488 | 187,308 424,371 | 531,285 1,215,768 | 613,194 ..... | 1,749,040 ..... |
| Shingles.....M.. | free... ..... ..... dut... 539,434 | 1,321,825 | 215,268 346,095 | 559,576 900,995 | 1,248,726 ..... | 2,773,009 ..... |
| All other..... | free... ..... ..... dut... ..... | 1,027,928 | ..... | 117,365 789,731 | ..... | 302,409 268,387 |
| Wood pulp— | | | | | | |
| Mechanically ground tons... | free... 145,293 dut... 20,282 | 2,691,028 360,353 | 134,056 15,845 | 2,390,872 279,909 | 193,979 ..... | 3,246,933 ..... |
| Chemical— | | | | | | |
| Unbleached.....tons... | free... 21,416 dut... 226,085 | 804,024 7,673,742 | 117,797 146,716 | 4,389,862 5,286,518 | 294,884 ..... | 11,180,232 ..... |
| Bleached.....tons... | free... 5,620 dut... 63,260 | 321,687 3,052,384 | 26,381 42,647 | 1,381,924 2,206,432 | 114,320 ..... | 5,984,060 ..... |
| Total wood pulp.....tons.. | 481,956 | 14,903,218 | 483,442 | 15,935,517 | 603,183 | 20,411,225 |
| Total wood, and manufactures of.. | ..... | 57,678,030 | ..... | 60,647,931 | ..... | 63,174,612 |

## United States Customs Duty on Wood

The tariff on wood entering the United States includes the following:—

| | Rates of Duty |
|---|---|
| Wood: Logs, timber, round, unmanufactured, hewn or sawed, sided or squared; pulp woods, kindling wood, firewood, hop poles, hoop poles, fence posts, handle bolts, shingle bolts, gun blocks for gun stocks rough hewn or sawed, or planed on one side; hubs for wheels, posts, heading bolts, stave bolts, last blocks, car blocks, heading blocks, and all like blocks, or sticks, rough hewn, sawed, or bored; sawed boards, planks, deals, and other lumber, not further manufactured than sawed, planed, and tongued and grooved; clapboards, laths, pickets, palings, staves, shingles, ship timber, ship planking, broom handles, sawdust, and wood flour; all the foregoing not specially provided for in this section ... | Free |
| Woods: Cedar, ..... and all forms of cabinet woods, in the log, rough, or hewn only, and red cedar (Juniperus virginiana) timber, hewn, sided, squared, or round; sticks ..... and other woods not specially provided for in this section, in the rough, or not further advanced than cut into lengths suitable for sticks for umbrellas, parasols, sunshades, whips, fishing rods, or walking canes ... | Free |
| Cedar commercially known as Spanish cedar, lignum-vitae, lancewood, ebony, box, granadilla, mahogany, rosewood, and satinwood; all the foregoing when sawed into boards, planks, deals, or other forms, and not specially provided for in this section, and all cabinet woods not further manufactured than sawed ... | 10% |
| Veneers of wood ... | 15% |
| Paving posts, railroad ties, and telephone, trolley, electric-light, and telegraph poles of cedar or other woods ... | 10% |
| Casks, barrels, and hogsheads (empty) sugar-box shooks, and packing boxes (empty), and packing-box shooks, of wood, not specially provided for in this section ... | 15% |
| Boxes, barrels, or other articles containing oranges, lemons, limes, grapefruit, shaddocks, or pomelos ... | 15% |
| Toothpicks of wood, or other vegetable substance ... | 25% |
| Butchers' and packers' skewers, of wood, per M. ... | 10c. |
| Other ... | 20% |

## Nine Months' Imports Into United States

United States imports of wood and manufactures of wood during the nine months ending March, 1915, amounted in value to $47,077,353. During the corresponding periods in the two preceding years the totals were as follows:—1914, $46,619,804; 1913, $46,940,450.

The imports of boards, planks, deals and other sawed lumber were largely from Canada, the figures being as follows:—

| Boards, planks, deals, and other sawed lumber— | 1913 Quantity | 1913 Value | 1914 Quantity | 1914 Value | 1915 Quantity | 1915 Value |
|---|---|---|---|---|---|---|
| Canada ... M ft. | 781,827 | $13,586,720 | 654,457 | $12,354,143 | 637,779 | $12,055,814 |
| Other countries .. M ft. | 36,273 | 656,087 | 24,986 | 571,067 | 19,657 | 424,308 |
| Totals ... M ft. | 818,100 | 14,242,807 | 679,443 | 12,925,210 | 657,436 | 12,480,122 |

United States imports of wood pulp during the same period were as follows:—

| Wood pulp— | Quantity | 1913 Value | Quantity | 1914 Value | Quantity | 1915 Value |
|---|---|---|---|---|---|---|
| Germany ... tons | 52,513 | $1,987,463 | 46,689 | $1,882,913 | 35,611 | $1,583,528 |
| Norway ... tons | 63,336 | 2,726,186 | 57,548 | 2,618,897 | 79,652 | 3,815,945 |
| Sweden ... tons | 102,942 | 3,514,734 | 95,822 | 3,519,784 | 140,102 | 5,328,740 |
| Canada ... tons | 165,103 | 3,868,847 | 177,491 | 4,376,750 | 237,413 | 5,952,592 |
| Other countries .. tons | 14,189 | 447,446 | 5,976 | 227,559 | 9,803 | 380,966 |
| Total ... tons | 398,083 | 12,544,676 | 383,526 | 12,625.903 | 502,581 | 17,061,771 |

The monthly average import prices of wood and manufactures of wood in the United States during March, 1915, and several preceding months, were as follows:—

| Wood, and manufactures of: | Aug. | Sept. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. |
|---|---|---|---|---|---|---|---|---|
| Pulp wood ... Cord | $7.29 | $7.26 | $7.51 | $7.06 | $6.47 | $6.07 | $5.83 | $5.90 |
| Boards, deals, planks, etc. .M ft. | 19.50 | 18.90 | 18.73 | 18.98 | 17.54 | 19.22 | 19.22 | 18.71 |
| Shingles ... M ft. | 2.27 | 2.12 | 2.06 | 2.09 | 1.96 | 1.93 | 1.93 | 1.99 |
| Wood pulp: | | | | | | | | |
| Mechanically ground ... 100 lbs. | 14.33 | 14.78 | 18.35 | 17.45 | 19.22 | 17.93 | 16.74 | 17.44 |
| Chemical— | | | | | | | | |
| Unbleached ... 100 lbs. | 37.87 | 37.94 | 38.77 | 38.21 | 38.06 | 37.95 | 38.77 | 38.93 |
| Bleached ... 100 lbs. | 51.01 | 55.16 | 52.99 | 54.52 | 52.99 | 50.52 | 53.60 | 54.85 |

# Manufacture of Creosote Increases

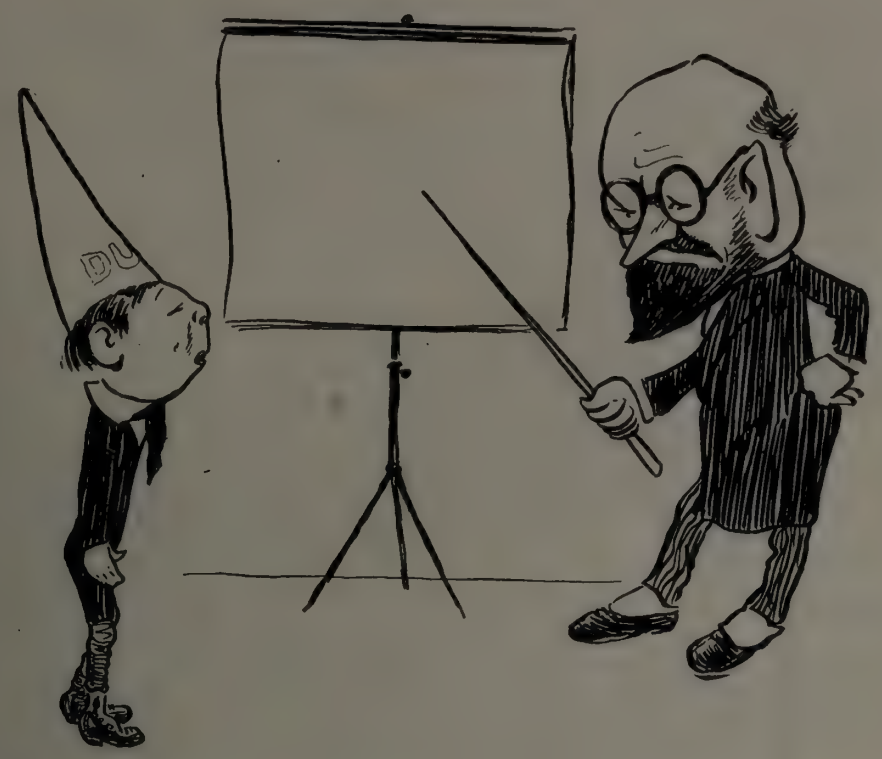
### Shortage of Imported Wood Preservative Stimulates U. S. Production—Tie Plants Largest Consumers

Owing to a falling off since August 1st of nearly thirty per cent. in shipments of creosote from England and Germany, whence comes all but a small part of the imported oil used by wood preserving plants in this country, United States manufacturers have taken steps which, it is estimated, will increase production of the domestic article by about 25 per cent. The imported oil ordinarily forms about 65 per cent of the total used in the United States, where creosote is the most important wood preservative.

The statistics gathered show that wood preserving is one of the most rapidly advancing industries in the country. In 1895 there were fifteen plants in the United States; in 1914 there were 122 plants of all kinds, 100 being of the pressure-cylinder type. Ninety-four of these plants last year used more than 79 million gallons of creosote oil, more than 27 million pounds of dry zinc chloride, and nearly 2½ million gallons of other preservatives, such as coal tar and crude oil, treating a total of nearly 160 million cubic feet of timber, an increase of about 7 million cubic feet over 1913, and of 35 million cubic feet over 1912.

The most important consumers are the large plants in which railroad ties are treated. The preservatives materially lengthen the ties' period of service, lessen the labor cost involved by renewal, and decrease the drain upon the forests due to tie-cutting. To some extent the treatment of fence posts and other forms of farm timber is being taken up, an inexpensive apparatus and method having been devised by the Department of Agriculture; but as yet the use of wood preservatives by farmers is on too small a scale to have any importance in the total, while the practice of treating telephone poles is in its incipiency in this country.

"With the rapid advance of this industry as a whole," says a United States Government report, "the choice of preservatives has been fairly well established, but the kinds and classes of materials to be treated need development along certain lines. In Germany and other European countries practically all cross-ties laid by the railroads are treated with chemicals or preserving oils. In this country but 30 per cent. of the ties purchased by the railroads are subjected to such treatment. The number of poles treated in this country is a very small per cent. of total in use."



# A HARD LESSON

For many people to learn is how to buy right, that is to obtain the greatest value for every dollar expended. This is more true of lumber than most commodities.

Price does not establish Value. You know from experience that some of the most expensive material you have ever bought was purchased at the cheapest price.

Our business has been built up on a "value" basis. We aim to give the fullest possible value for each and every one of your dollars.

***THAT ORDER PLACED WITH US INSURES***

***Prompt, Courteous and Efficient Service.***
***The choicest lumber, best grades and smoothest mill work.***
***Your most critical customers pleased.***
***Satisfaction from start to finish, and the mental relief that this assures.***

If your business needs a Spring Tonic, try a car of Fenderson Spruce, New Brunswick Shingles, and Lath,—if your trade is not as good as you'd like,—try the "Quality Policy" as a stimulator. One of the best advertising mediums you can employ.

***Make that next car a Fenderson Car. You'll like it.***

## John Fenderson & Co.

**Incorporated**

**Sales Office**
**27 Besse Place**
**Springfield, Mass.**

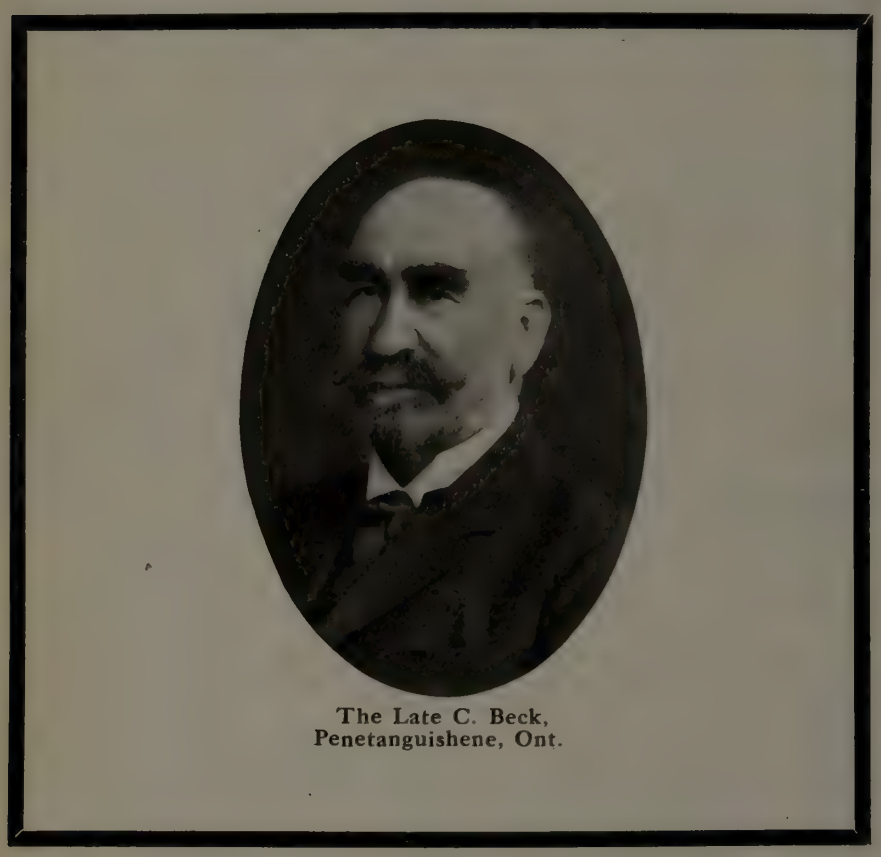
**MILLS AT**
**Sayabec, Que.** **Cedar Hall, Que.**
**Salmon Lake, Que.** **St. Moise, Que.**
**Jacquet River, N. B.**

**WE CARRY THE LARGEST AND BEST ASSORTMENT OF DRY SPRUCE IN CANADA**

## Death of Mr. Beck, Penetanguishene, Ont.

The death of Mr. C. Beck, Penetanguishene, Ont., has removed from the lumber industry of Canada, one of its best known members. Mr. Beck came to Canada about 1865 and worked on a farm for a year near Stratford. He started in the contracting business and later ran a small sawmill at Elma. He went to Penetanguishene about forty-two years ago and started in partnership with G. N. Fuller, who had a sawmill on the site of the present mill. A short time after, Mr. Beck bought out Mr. Fuller, and continued in the same place until the plant was wiped out by fire about 1880. Then he built the present mill, which was known all over the Georgian Bay as the "Big Mill," and was the fastest cutting mill in that section at the time. The mill was splendidly built, as it is still running to-day with practically the same equipment as when built, and the timbers, which were all hewn, are practically as good as when built. Later Mr. Beck bought out the new Keene mill and property, situated a little further along the Penetanguishene Bay. This mill was operated until it was burned, in 1912, when the present new mill was constructed on the old site.

In 1889 the C. Beck Manufacturing Company, Limited, was incorporated, with Mr. C. Beck as President, an office he held until his death. The company, under his management, continued to branch out in other lines, as well as lumbering. A planing mill and box factory was established in connection with the sawmill and later a branch box factory was built in Toronto to take care of the city trade. In 1906 a woodenware factory was established at Penetanguishene to manufacture wooden pails and tubs. Mr. C. Beck was also President of the Savanne Lumber Company, at Savanne, Ont., which was established by him some years ago, and later sold to Hogan Bros.



The Late C. Beck,
Penetanguishene, Ont.

The late Mr. Beck took a great interest in civic affairs and was Chairman of the Protestant Separate School Board for many years, and Mayor of Penetanguishene for four consecutive years. He was instrumental in establishing the present water system of the town and formed the Penetang and Midland Electric Light Power & Railway Company, which supplied the town lighting up to a few years ago, when it was taken over by the Hydro.

## Death of J. D. Shier, Bracebridge, Ont.

Mr. J. D. Shier, President of the Shier Lumber Company, Bracebridge, Ont., died at his home on May 21st. Mr. Shier was born in the township of Brock, in the county of Ontario, almost seventy years ago. Thirty-one years ago he went to Bracebridge, and to him belongs the credit for the wonderful rise of his business from a small sawmill to one of the largest sawmills and planing factories in the province. The deceased was prominent in municipal, political and religious circles. In 1903 he was Mayor of Bracebridge, and for ten terms sat on the Council. When Bracebridge was in the Federal riding of North Ontario Mr. Shier contested a Liberal convention with the late George Grant, to whom he lost by a narrow margin. Mr. Shier is survived by his wife, four sons and an unmarried daughter, all of whom reside at Bracebridge.

## Foreign Markets—What They Use

The following references to export trade from the Pacific Coast are reproduced from "The Practical Lumberman" by Bernard Brereton:—

To Great Britain probably the largest sizes in merchantable are shipped for resawing, also the larger sizes in clears and selects. Long timbers are used for resawing and structural purposes. Considerable decking is also shipped to the United Kingdom.

Although the exports of Pacific Coast forest products to France are as yet somewhat limited, considerable quantities of clears and selects are being shipped there. Some merchantable lumber has also been shipped to France. The French customer usually wants his lengths cut according to the metric system, and quite a number of the well-known Pacific Coast mills are equipped for making metrical lengths.

To Germany, Holland and Belgium, larger sizes of clear and select Douglas fir are usually shipped for resawing purposes, although at times considerably smaller sizes, especially in the clears and selects, are asked for. Hamburg is probably the largest market for Douglas fir (Oregon pine) decking that the Pacific Coast mills have for this material.

Not very much lumber has been shipped to Denmark, but a few years ago some of the Columbia and Williamette River mills furnished an entire steamer cargo of clears and decking for shipment to Copenhagen.

Some clears have also been shipped to Italy, but this market is still to be developed.

To South Africa a great number of cargoes find their way yearly, composed principally of deal sizes and timbers for mining and constructional use. In the past considerable flooring has been shipped to South Africa.

To India, Douglas fir (oregon pine) finds its way in steamer lots. Usually India takes a fair assortment of sizes, probably inch, inch and a half and two-inch thicknesses, twelve-inch widths being in the greatest demand.

In China a rougher and cheaper grade of Douglas fir (Oregon pine) is usually called for, in ordinary constructional sizes; considerable long timber is also shipped to China, as is also flooring.

The demand from Japan is usually for large timbers for such constructional purposes as the timber of Japan is not fitted for, while occasionally cargoes are shipped in the upper grades for resawing purposes.

Not very much Douglas fir finds its way to Brazil and the Argentine Republic, but when the supply of eastern lumber becomes more limited, quite a trade should be developed in these countries. During the last few years several cargoes of Douglas fir and one cargo of spruce lumber from the Pacific Northwest have been shipped to these markets.

Chile, Peru, Bolivia and Ecuador have always been large consumers of Pacific Coast forest products. These countries are one of the largest markets for Douglas fir and redwood. The West Coast trade demands a good grade of merchantable fir and the sizes usually consist of the smaller dimensions for constructional purposes up to a small percentage of large timbers. A considerable amount of select, especially in sizes 1 x 6 and 1½ x 6 is called for in these markets.

Australia is probably the largest market for Pacific Coast forest products, especially in Douglas fir and redwood. Considerable white pine and sugar pine from California, and spruce from Oregon, Washington, and British Columbia are also shipped there. Australian orders are usually looked upon with favor, especially the sizes that are called for by the Melbourne and Adelaide markets, although some mills prefer the sizes that are called for in Sydney and Fremantle.

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Strict economy in the use of safety matches is being advocated by merchants who know how limited the stocks in Australia are at present, and how difficult it is to secure further supplies while the war lasts. Already prices have risen 133 per cent. in the wholesale market, and only a most careful use of this article can prevent an actual shortage. The chief reason for this state of affairs is stated to be the regulation in force in England which compels the leading factory which supplies nearly all our matches to show no lights at night, it being situated close to the Thames estuary. Consequently the output is reduced to one-third of the normal quantity. In addition, supplies of raw materials, such as chemicals and timber, are most difficult to secure while the war lasts.

---

Mr. Thomas Wilson, formerly of Ottawa, but now of the Southern States, visited Toronto recently. Mr. Wilson is making plans for entering the hardwood manufacturing business, probably in the State of Georgia. He reports that during the past few weeks there has been a remarkable improvement in the United States in the lumber trade situation.

# Lumber and Pulp Men

You will save money in placing your orders now for your requirements for 1915 and 1916 operations. As you are aware there has been an advance in all Raw Materials equal to about 7½ % to cover War Tax. We are still in position to give you the same prices offered on January 1st.

***Generous Sizes and Prompt Shipments***
**Our Mottoes**

# Our Specialties

Mackinaw Long Pants, Mackinaw Knickers, Heavy Tweed Pants and Knickers, Mackinaw Coats in Black and Fancy Colors, Mackinaw and Tweed Shirts, Kersey Shirts, Pure Wool Underwear, Pure Wool Socks and Sweaters, also all Wool Grey Blankets.

And all the above at the old prices.

**Montreal Toronto** **Smart-Woods LIMITED** **Ottawa Winnipeg**

# Jenckes Boilers

***We make a Specialty of***

## Horizontal Tubular Boilers

for Saw Mill work. They are made in an extensive plant built and equipped for the purpose with all modern appliances.

The three prime elements of Design, Material and Workmanship receive equal and most painstaking attention, ensuring a boiler warranted to give perfect satisfaction and long service.

## The Jenckes Machine Co., Limited

**Sherbrooke Montreal Cobalt So. Porcupine St. Catharines Toronto Vancouver Nelson**

## The West Indian Lumber Trade

As a result of the contract made between the Canadian Government and the Royal Mail Steam Packet Company, exporters of Canadian food products and manufactured goods now have easy access to all the colonies that have joined in the Canada-West Indies Preferential Trade Agreement. For St. John and Halifax the arrangements are especially advantageous, as they have no rail haul to pay for in shipping to the West Indies. Even Montreal and Toronto can ship goods to the British West Indian colonies, including rail freight to St. John and Halifax and steamship charges from those ports at less cost than to Alberta and Saskatchewan.

The British colonies, party to the preferential agreement, import lumber to the value of about £250,000 annually. This does not include Grenada, which has since given a preference to Canadian lumber, nor Jamaica, whose import is valued at approximately £150,150. The requirements of the British West India colonies, as a whole, for lumber, shingles, shooks, and staves average about £450,000 a year. Of the islands which are independent or belong to foreign governments, and have no preferential arrangements with Canada, the largest importer of lumber in Cuba, and the next Porto Rico. The requirements of these two islands are of the same general character as the British West Indies. So far as can be gathered from published official statistics, Canada supplies about £200,000 of the whole import. As the greater part of the lumber is shipped through New York, some of which is undoubtedly Canadian, it is probable that the figure for Canada is much larger.

Undoubtedly, the quantity of Canadian lumber supplied these markets is not adequate to the opportunities offered. The total value of the annual import amounts to over $8,000,000. Of this, Cuba and Porto Rico together import about five-eighths, the other foreign West Indies about one-eighth, leaving one-fourth as the amount of the import into the British West Indies.

### Canada Might Monopolize British West India Trade

A question of very great importance to Canada and the British West Indies is whether the Douglas fir of British Columbia can take the place of the pitch pine of the Southern States. The opening of the Panama Canal greatly shortens the distance between Canada's Pacific province and the British West Indies.

A number of lumber dealers in each of the colonies were recently asked their opinion about this, and they agreed in saying that they would buy British Columbia lumber in preference to that of the Southern States if convinced that it would stand the climate as well and resist the attacks of ants.

British Guiana and Trinidad in their trade statistics do not classify the different kinds of timber imported, so that it is impossible to judge from them what quantities of pitch pine, white pine, and spruce respectively were imported, but it may be stated that the imports from the United States were nearly all pitch pine and the imports from Canada white pine and spruce. British Guiana imported 2,780,080 feet of undressed lumber last year, of which 1,464,087 feet was from Canada and 1,313,601 feet from the United States.. British Guiana's imports of dressed lumber amounted to 63,751, of which United States supplied 39,672 feet and Canada 24,079 feet. There were 4,747 packages of shooks imported, of which the United States supplied 4,292 and Canada 455. The staves and headings imported numbered 759,571, of which 35,810 came from the United Kingdom and the remainder from the United States. Nearly all were of white oak.

Trinidad imported 4,759,948 feet of undressed timber, of which 3,577,226 feet was from the United States and 1,077,529 feet from Canada. Trinidad's importations of dressed timber amounted to 2,007,243 feet, of which 1,942,498 feet came from the United States and 269,244 feet from Canada. Evidently as regards timber, Canada does better in British Guiana than in Trinidad and there would seem to be room for an expansion of Canadian timber exports to Trinidad.

Barbados gives more detailed information about the kinds of timber imported. From Canada that island imported 5,446,675 feet of beech, birch, hemlock, spruce, and white pine. From the United States it imported 317,807 feet of such timber. The total quantity of pitch pine imported was 2,795,546 feet, of which 2,726,331 feet were from the United States. Barbados also bought 19,297,641 shingles from Canada and 536,000 wallaba shingles from British Guiana. The staves and shooks imported numbered 2,141,834 packages, of which 2,089,520 packages came from the United States and 34,314 packages from Canada, but it appears that 22,778 packages from the United States enjoyed the preferential rate, so they must have been Canadian shingles.

The Windward Islands imported 1,185,767 feet of white pine and spruce, of which 1,164,367 feet was from Canada. The Windward Islands imported 1,315,877 feet of pitch pine, of which 1,306,797 feet was imported directly from the United States and the remainder was probably imported indirectly from the United States.

The details of timber imports of some of the Leeward Islands for last year are not available but the previous year they imported 1,686,279 feet of white pine and spruce, of which 691,189 feet came from Canada, 39,469 feet from Danish ports, and 943,544 feet from the United Kingdom. The Leeward Islands are the only colony that get any considerable quantity of white pine and spruce anywhere except from Canada.

Jamaica imported 2,341,355 feet of white pine and 12,313,596 feet of pitch pine, the white pine being supplied chiefly by Canada, and the pitch pine by the United States.

It is evident that Canada practically monopolizes the West Indian market for the white pine and spruce, while the Southern States have the monopoly in pitch pine. If British Columbia Douglas fir can compete with the pitch pine from the Southern States, Canada may yet supply practically all the lumber that the British West Indies import.

An American business man located in Kingston, Jamaica, said: "A great deal of the pitch pine imported here from the Southern States is very defective. We would not use it in the United States; you would not use it in Canada. It is used in Jamaica because there is nothing to compete with it. I would like to see your British Columbia Douglas fir coming in here."

### The Currency System

In all the British West Indian colonies that have joined in the Preferential Agreement with Canada there is a mixed currency system of dollars, shillings and pence. The Royal Bank of Canada and the Colonial Bank issue five dollar notes in each colony where they have branches, and the Government of Trinidad issues a one dollar bill, but English silver coins and English pennies are used.

The use of one dollar and five dollar bills together with English coins as a currency makes it absolutely necessary to have a fixed rate of exchange, and throughout these colonies an English penny is always reckoned as two cents, an English shilling as 24 cents and an English pound as $4.80.

A Canadian or an American five dollar bill is worth $4.92 in these colonies. In some stores it will be accepted at its face value as a courtesy to visitors, but when the merchant deposits the Canadian or American five dollar bank note in a local bank he receives credit for $4.92. In any colony where the Colonial Bank or the Royal Bank of Canada have branches their five dollar bills are accepted everywhere at their face value because payment in gold may be demanded at any branch of these banks in the West Indies, whereas one cannot demand payment in gold in a West Indian colony for a note of a Canadian bank that has no branch there.

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## South America Lumber Imports

Argentine coinage unit—the Peso (gold) equal to about 97 cents.

In 1912, Argentina imported among other wood goods, ash in the rough to the value of 83,000 pesos from the United States and Canada; oak in the rough, 394,000 pesos, from the United States; oak, dressed, 32,000 pesos from Belgium and the United States; white pine to the amount of 112,000 cubic meters, valued at 2,207,272 pesos, from the United States and Canada; Oregon pine, 939 cubic meters, valued at 13,148 pesos, from the United States; yellow pine in the rough, 528,803 cubic meters, valued at 8,460,852 pesos; yellow pine, dressed, 1 cubic meter, valued at 30,000 pesos, from the United States principally and Canada. Spruce pine in the rough 273,102 cubic meters worth 3,823,429 pesos, from the United States and Canada principally, and to a lesser extent from Sweden and Austria.

During 1913 wood pulp for the manufacture of paper, was imported into the Argentine to the extent of 31,992 metric tons, valued at 959,780 pesos, which was an increase of 361,435 pesos over the previous year; newsprint, 30,749 tons valued at 1,844,962 pesos, which was an increase over the previous year of 2,936 tons.

White pine showed a considerable decrease in imports as compared with the previous year. In 1913 the imports were 74,704 cubic meters, valued at 1,405,879 pesos, which was 800,000 pesos less than in 1912. This was due to the severe trade depression that the Republic in common with Uruguay and Brazil experienced. The imports of Oregon pine were practically nil. Yellow pine (pino de tea) were 570,529 c.m., worth 9,188,464 pesos, an increase of 667,612 pesos; yellow pine dressed, 2,235 c.m., valued at 53,640 pesos; spruce (pino spruce), 211,721 cubic meters, worth 2,964,094 pesos a decrease from the previous twelve-month of 859,000 pesos.

### Brazilian Lumber Markets

Brazil coinage unit—the milreis equal to about 33 cents.

The import trade of Brazil for 1912 with regard to lumber included pine lumber, 113,315 tons, valued at 8,556,258 milreis. About 80 per cent. of this pine is said to have originated in the United States. Wood pulp was imported to the amount of 6,118 tons, valued at 782,806 milreis, and wood, rough, sawed, planed, and veneered, 15,049 tons, worth 1,436,450 milreis. The lumbermen of the Maritime Provinces have been engaged in this traffic for so long that it is superfluous to advise them as to increasing their sales. They understand the busi-

*Headquarters for*

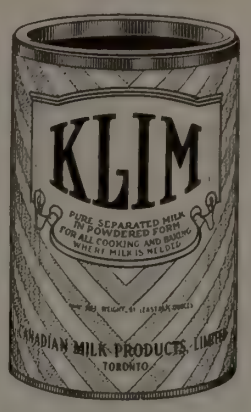
# Maple Syrup
# Mince Meat
# Jams

You can Save Money by writing us for prices.

## Maples Limited

**Toronto**

**The Lumberman's Milk**


KLIM
PURE SEPARATED MILK IN POWDERED FORM FOR ALL COOKING AND BAKING WHERE MILK IS NEEDED
CANADIAN MILK PRODUCTS LIMITED
TORONTO

**Ideal for the camp**

# KLIM

**(Spell it backward)**

"Klim" is a pure separated milk in powder form and is unexcelled for camp use for the following reasons:

It is easily, quickly and conveniently prepared. It has a pure natural milk flavor, just like fresh milk. "Klim" is not harmed by heat or freezing and will keep indefinitely, even after the tin is opened. "Klim" can be used for everything in place of liquid milk. It is one-third the cost of condensed milk.

Used in all the soldier camp kitchens from Victoria to Halifax. Packed for camp use especially in 10 lb. tins $2.00 each. 1 lb. makes one gallon of liquid. Large quantities special prices.

Write for free sample and full information.

## Canadian Milk Products

**Plants—**
**BELMONT, Ont.**
**BROWNSVILLE, Ont.**

**Limited**
**Toronto**

**HEAD OFFICE**
**Mail Building**

# Band Sawn St. Francis Basin Hardwood

**8,000,000 FEET ON HAND**

## From Winter Cut and Water Seasoned Timber

# OUR OAK

**is Soft, Even Texture—Uniform Color**

***SPECIAL ITEMS***

***Red Oak***

200,000 ft. 3/4″—Fas
100,000 ft. 3/4″—No. 1 Common
250,000 ft. 4/4″—Fas
100,000 ft. 5/4″—Fas
25,000 ft. 5/4″—No. 1 Common

***White Oak***

100,000 ft. 4/4″—Fas—Qtd.
100,000 ft. 4/4″—Fas—Plain

***Red Gum***

1,000,000 ft. 3/8″ to 8/4″—No. 1 Common and Better
100,000 ft. 8/4″—Fas—Qtd.

***Elm***

250,000 ft. 6/4″—Log Run

***Cottonwood***

500,000 ft. 4/4″—Fas

*Please favor us with your inquiries.*

## J. W. WHEELER & CO., Memphis, Tenn.

ness thoroughly, and probably have a sale for most of their output, except in exceptionally poor years.

### The Chilean Lumber Market

Chile coinage unit—the peso equal to about 36 cents.

The prnicipal market on the west coast of South America is Chile, which absorbs much more than all the other Pacific Coast republics combined. The chief import is Oregon pine, which comes down usually in sailing vessels in full cargoes. White and sugar pine are also imported, and some oak and ash, but only in packages. Sailing vessels engaged in carrying lumber down the west cost, usually confine themselves to that trade, returning north in ballast. The round trip averages seven months.

The statistics available afford little information as to the possibilities of the market. The estimate of one large firm dealing in timber, for imports into Valparaiso alone was 20,000,000 feet for 1911, and 23,000,000 for the following year. In this Republic imported timber is not only used in the interiors of buildings, but also in the walls of many of the houses. Frame houses are quite commonly seen about Valparaiso. They have two qualities to recommend them, comparative cheapness, and suitability to earthquake countries. For beams Oregon pine is utilized, the sizes being 2 by 10, 2 by 12, 4 by 10, and 4 by 12.

### Market for British Columbia Products

For some reason British Columbia lumbermen do not appear to have cultivated extensive relations with South American importers. The field has been left to the Pacific Coast lumbermen of the United States and the trade is done through San Francisco brokers almost wholly. Occasional shipments do go down from Canada and doubtless these were more frequent in the past. The Hastings mill of the Brish Columbia Mills Timber and Trading Company, is well known, and importers in Chile and Peru speak highly of the treatment received from it. This firm is a shining example of the value of a good name in international trade. However, out of a list of 125 vessels chartered, loading or in the water, prepared recently by a well-known San Francisco broker, only two cargoes were shown as originating in British Columbia; the others were from Puget Sound or Columbia River ports.

Up to the present, Argentina has imported little Douglas fir, but conditions are changing, and in the future there is reason to believe that the Republic will look to the west cost of North America in a constantly increasing degree to supply her requirements of timber.

A partial list of importers in Brazil, Argentina, Chile and Peru will be gladly furnished to any of our readers who are interested.

Quebec spruce has the best name in the Argentine market for quality, after which comes the New Brunswick and Nova Scotia product. To a small extent it is used as a substitute for white pine, owing to its fine grain and freedom from knots. Quebec spruce is used for the architraves of windows and for skirting boards, whilst New Brunswick and Nova Scotia spruce are used for common floors, temporary partitions, cattle sheds and for corrales in the camp. A certain amount of West Virginia spruce is imported. Whilst the quality is not so highly regarded as that from Quebec, it is liked on account of its size, as it is possible to cut all 12-inch widths out of this timber, which is not the case with the Canadian product, and it has also been stated that the lower price of the Virginian spruce more than offsets the advantages of quality and texture of that from Quebec.

### Steamship Lines to Argentina

The principal steamship lines having direct services between New York and Argentina will undertake the forwarding of shipments, attend to transfer at New York, make up consular documents and clear merchandise through the customs. The vessels of these lines with the exception of those of the New York and South American Line sail under the British flag. They are as follows:—

American and Rio Plata Line.—21-24 State Street, New York. Regular service for Buenos Ayres, La Plata and Rosario. Two steamers per month.

Barber Line.—17 Battery Place, New York. Regular service, three steamers per month for La Plata, Buenos Ayres and Rosario with occasional sailings for Bahia Blanca.

Houston Line.—17 Battery Place, New York. Two steamers per month for Buenos Ayres, Rosario and La Plata.

Lamport and Holt Line.—Produce Exchange Building, New York. Two steamers per month for Buenos Ayres and Rosario.

Norton Line.—Produce Exchange Building, New York. Two steamers per month for Buenos Ayres and Rosario.

New York and Pacific Line.—Hanover Square, New York. One vessel per month for Bahia Blanca and Puerto Madryn on the way to the west coast of South America.

New York and South American Line.—11 Broadway, New York. One steamer per month for Bahia Blanca.

Prince Line.—100 Bridge Street, New York. Regular fortnightly service for Buenos Ayres and Rosario.

FINEST QUALITY

ANCHOR TRADE MARK BRAND REGISTERED

# The Hall Mark of Quality

We Specialize on Camp Supplies

CANNED
Fruits
Salmon
Milk
Vegetables

Baking Powder
Spices Herbs
Jelly Powder

LET US QUOTE ON YOUR REQUIREMENTS

Prompt Shipment — Lowest Prices — Highest Quality

EBY-BLAIN, LIMITED

Wholesale Grocers - - - TORONTO

# Hand Forged Sager Axes

Home of Canadian-Warren Axe and Tool Company, Limited

## Material

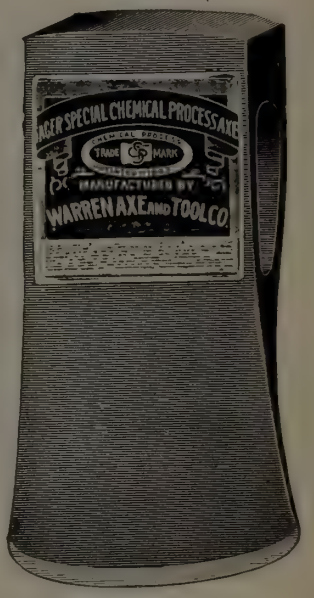
A special crucible steel is used in Sager axes. Each axe receives several hundred blows under the hammer. This thoroughly works and refines the steel imparting to it an unusual toughness.

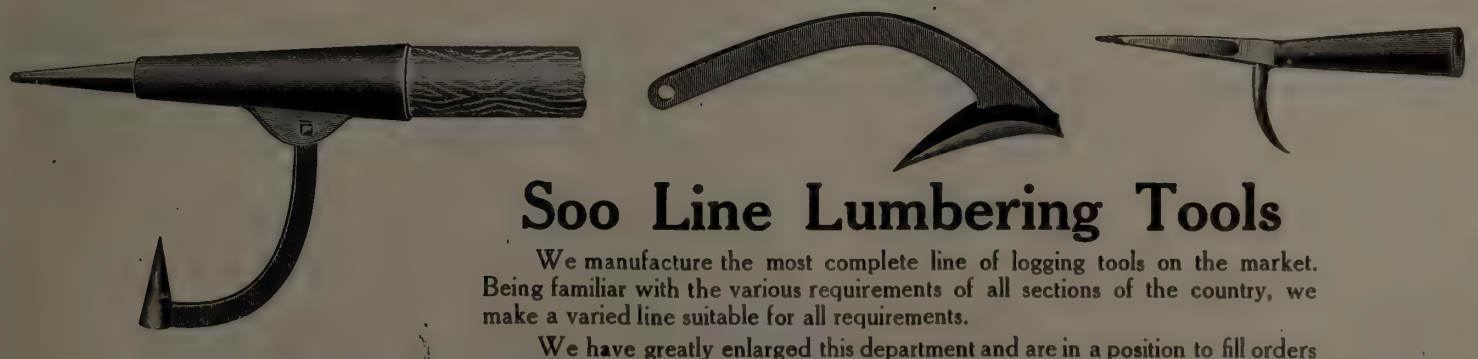
## Tempering

The Sager axe is tempered by a process which requires double the time required for ordinary run of product, but when finished it is right. We are the sole manufacturers in Canada of the Sager chemical process axes.

## Workmanship

Sager axes are hand forged and individually tempered. They are ground before tempering, avoiding all danger of drawing the temper. Sager axes are marketed in their natural color as they come from the temper—only dipped in a transparent lacquer.

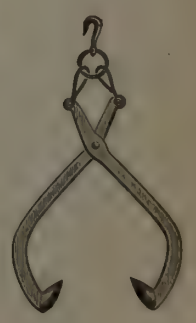


## Soo Line Lumbering Tools

We manufacture the most complete line of logging tools on the market. Being familiar with the various requirements of all sections of the country, we make a varied line suitable for all requirements.

We have greatly enlarged this department and are in a position to fill orders promptly and carefully. Write us.



## Canadian-Warren Axe & Tool Company, Limited

St. Catharines, Ontario, Canada

## British West Indies Customs Duty on Wood

Each of the various British West India Colonies have individual tariffs, which would take up a great amount of space to publish in detail. These tariffs are on file in the office of the Canada Lumberman and we will be pleased to furnish definite information in regard to any items in which our readers are interested. In the following Colonies a preferential tariff applies to goods from all British countries: St. Lucia, St. Vincent, Barbados, Grenada, St. Christopher-Nevis, Antigua, Montserrat, Dominica, Trinidad, Tobago and British Guiana.

## Argentine Republic Customs Duty on Wood

The tariff on wood entering the Argentine Republic includes the following:—

| | Rates of Duty |
|---|---|
| Casks, staves for casks, firewood | Free |
| Vehicles finished or not, with bodies and shafts in the rough for the same | 50% |
| Boxes, empty, for matches | 40% |
| Oak, cedar, spruce, white pine and resinous pine, unplaned | 15% |
| Fibre wood pulp for the manufacture of paper | 5% |
| All other wood | 25% |

## Cuba Customs Duty on Wood

The tariff on wood entering Cuba includes the following:—

| | Quantity | General Tariff $ cts. | Pref'tl. Tariff $ cts. |
|---|---|---|---|
| Staves | 1000 | .80 | .64 |
| Ordinary wood: | | | |
| (a) In boards, deals, rafters, beams, round wood, and timber for shipbuilding | Cu. Met. | .50 | .40 |
| (b) Planed or dovetailed, for boxes and flooring; broomsticks and cases wherein imported goods were packed | 100 kilogs | .20 | .16 |
| Fine wood for cabinetmakers: | | | |
| (a) In boards, deals, trunks, or logs | 100 kilogs | 1.50 | 1.20 |
| (b) Sawn in veneers | 100 kilogs | 2.19 | 1.75 |
| Coopers' wares: | | | |
| (a) Fitted together | 100 kilogs | .81 | .65 |
| (b) In shooks, also hoops and headings | 100 kilogs | .45 | .36 |
| Wood, cut for making hogsheads or casks for sugar or molasses | 100 kilogs | .07½ | .06 |
| Latticework and fencing | 100 kilogs | .75 | .60 |

Note:—The preferential tariff for Cuba applies only to goods of the United States.

## Imports Into Jamaica

The following table shows the quantity and value of lumber, etc., imported into Jamaica during 1913, and the average for four years ending 1913:—

| | | 1913 | Four Year Average |
|---|---|---|---|
| Wood, W.P. lumber | feet | 2,341,355 | 1,797,328 |
| | value | £17,560 | £13,230 |
| Wood, pitch pine | feet | 12,313,596 | 12,120,722 |
| | value | £86,195 | £84,845 |
| Wood, shingles | number | 2,252,340 | 1,573,156 |
| | value | £5,503 | £3,777 |

## Cuba's Imports

Cuba's imports from Canada during 1912 and 1913, included the following:—

| | Imports from Canada 1912 | Imports from Canada 1913 | Total Imports 1913 |
|---|---|---|---|
| Wood pulp and newsprint | $ 39,005 | $ 17,018 | $ 396,229 |
| Lumber (pine and spruce) | 259,864 | 243,172 | 2,992,123 |

## Metric Measurements of Length

In connection with several important export markets it is important for Canadians to be acquainted with the metric system of measuring length. The following table of equivalents will enable exporters to estimate according to metric measurement:

| | | | | |
|---|---|---|---|---|
| Metre | 1 | 39.370113 | 2.280843 | 1.0936143 |
| Decametre | 10 | ..... | 32.70743 | 10.936143 |
| Hectometre | 100 | ..... | 328.0743 | 109.36143 |
| Kilometre | 1000 | ..... | 3280.843 | 1093.6143 |
| Decimetre | 1/10 | 3.937011 | .3280843 | .10906143 |
| Centimetre | 1/100 | 3.937011 | .0328043 | .010936143 |
| Millimetre | 1/1000 | .03937011 | .003280843 | .0010936143 |

1 inch = 2.54 centimetres. 1 foot = .3048 of a metre. 1 yard = .914399 metre.

The Redcliff Land & Lumber Company are suing the firm of Alvo von Alvensleben, Limited, Vancouver, for the recovery of a payment on account of the sale of 21,117 acres of timberland on Vancouver Island. The purchase price of the property, which is in Newcastle, Nelson, and Alberni districts was $2,228,000, and it is claimed that there is $200,000 overdue. In default of payment the plaintiffs are asking for foreclosure.


# To Lumbermen and Contractors

Teas are high but there's no need for you to pay high prices, for the reason that we have anticipated your requirements, having secured a sufficient quantity of teas such as are required in the camps to enable us to offer you an opportunity of securing supplies at little or no advance over the old figures, although the market is at least five cents higher on your kinds than it was six months ago.

**Ask us for samples of the following—good, strong, serviceable quality teas.**

Chests Camp Blend Green.....17½
Chests Camp Blend Mixed.....18½
Chests Camp Blend Black.....19½

## H. P. ECKARDT & CO.

**WHOLESALE GROCERS**

**Church St. & Esplanade, TORONTO**

# W. N. Hillas & Company,

## —WOOD BROKERS—

Hull Telephones:
1391 Central (Long Distance)
400 Central (Private Branch Ex.)

**Head Office: HULL, England**

West Hartlepool:
168 National

Telegrams:—"Hillas Hull"

Codes:—All WOOD and ZEBRA

**Not altogether what we say but what users say**

"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

**West & Peachey - Simcoe, Ont.**

**The J. C. McLaren Belting Co.**
Limited
General Mill Supplies MONTREAL

# Genuine "Turbros" Balata Belting

Waterproof and stretchless. The best belt for sawmills.

**"Endurol" High Pressure Sheet Packing**
The joint packing that saves trouble.

**"Firefly" Red Rubber Sheet Packing**
for general service.

**"Turbros" High Pressure Spiral**
a long lived rod packing.

## TURNER BROS. CANADA LIMITED

Manufacturers of
Asbestos goods and packings, Turbros Balata Belting and Tower Hair Belting

Montreal Vancouver

# News Briefs from B. C. Mills

Victoria, B.C., May 19th.—From reports received by the Hon. W. R. Ross, Minister of Lands for British Columbia, it appears that there is more activity in the lumbering industry at the present time than many people realize, particularly along the Coast. An interesting feature is the shipping of yellow pine from Vernon district to New York and the Eastern States, where it sells in competition with Eastern white pine. Box manufacture is also active in that district. Twenty-two out of twenty-nine sawmills will operate this season in the Okanagan, of which eighteen have already started up.

At Tete Jaune Cache a considerable quantity of special piling for Port Arthur has been shipped by the G. T. P., while at McBride work has been done on a provincial contract for 40,000 ties, of which only 5,000 were delivered owing to the short winter.

The Upper Fraser Lumber Company at Dome Creek has received some machinery for the new mill. The advent of mills in this district will provide settlers along the river with a market for much timber that would otherwise be burnt in land-clearing operations.

From Prince Rupert it is learned that increased activity in the fishing industry is providing a good market for boxes, the local mills supplying 6,000 a month. During the winter and spring there were operating four sawmills with a daily capacity of 80,000 feet; and one shingle mill, with a capacity of 20,000 feet. It is interesting to know that 120 hand-loggers are working in the Prince Rupert district at the present time.

Considerable shipments of cedar posts to the prairies are being made from Fernie.

In the Cranbrook district nearly 500 men are engaged in the woods and mills.

Clearing operations throughout the province appear to have been far in advance of recent years, and have been helped by the early spring and favorable weather. In the Vernon district the clearing this spring is reported to be greater than during the whole of the past five years. The heavy clearing of slash and other debris by settlers has certainly diminished the fire hazard, as well as aiding agricultural production. In this connection observers have been struck with the extra acreage being placed under cultivation this year and the great amount of settlement that has taken place along the P. G. E.

Practically no fires have escaped from settlers' clearing operations. Large areas of logging slash have been burned successfully this spring under the supervision or at the suggestion of the Forest Service, the Cranbrook, Tete Jaune and Nelson districts being especially noticeable for this excellent work. The C. P. R. and G. N. R. have been preparing for the coming season by burning off grass along their rights-of-way, while the G. T. P. has done similar work in this direction.

Rain has been general throughout the province, checking and extinguishing fires, and stimulating vegetation, which acts as a barrier against forest fires. The Hazelton, Lillooet and Fort George districts report the firest in those areas as being under control, thirteen outbreaks in the first named division having been fought by the G. T. P. Slash burning in the Cranbrook district continues, the logging operators being alive to the necessity of reducing one of the main fire hazards. For the time being the fire situation is pronounced safe, so far as green timber is concerned. Fires may continue to break out on cut-over lands or on old burns, but the extremely dangerous conditions which existed recently have passed away.

## The Christie Woodworking Company Limited

One of the progressive woodworking firms in the Maritime Provinces is The Christie Woodworking Company, Limited, of St. John, N.B., operating two of the largest plants in that city and employing upwards of one hundred men. The firm was established in 1865 by the late Alex. Christie, and was known as A. Christie & Company. Under this name they continued until 1885, when the business was taken over by the A. Christie Woodworking Company. In 1904 the company was incorporated. The business grew rapidly year by year until today the company are catering to trade all over the province. The planing mill, woodworking factory and head office, are situated on Erin Street, and the lumber yards and saw mill on City Road. The company make all kinds of interior finish and are equipped with fast feed matchers, band resaw and planers, so that they can specialize in dressing lumber in transit at the shortest notice. The officers of the company are Jas. Christie, President; M. A. Christie, Vice-President; and Chas. S. Christie, Secretary-Treasurer.

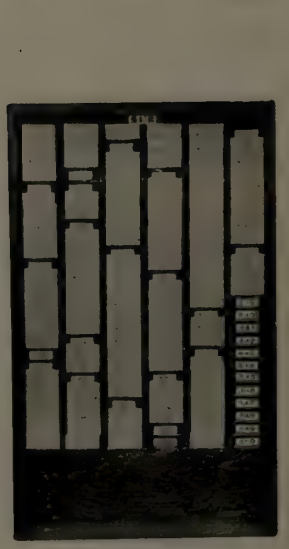

# "GLOBE" Card Recorders

## *Made in Canada*

FOR some time past there has been a growing demand for high grade Card Time Recorders at moderate prices. To meet this demand we have bent our efforts in this direction and have succeeded in placing on the market a Card Time Recorder which is not only low in price, but which is built to stand the hard usage a recorder of this description is subjected to.

"Made in Canada" is one big reason why this recorder is low in price, no duty to pay.

*More complete details of these Recorders will gladly be furnished upon request.*



Card Rack

Front View

Card Rack

**W. A. WOOD,**

HEAD OFFICE
19 Bleury Street,
Branches Throughout Canada

**Montreal**

### Machinery and Supplies—Austen Bros., Limited, Halifax

Austen Bros., Limited, Halifax, N.S., who have been in business since 1877, are well known to the lumbermen of Canada as the "Banner Machinery and Supply House" of the Maritime Provinces, and a firm which has shown the same careful and prompt attention to the smallest order as to the largest contract. Austen Bros., Limited, sell only such machinery and supplies as they know to be unsurpassed, and this insures the perfect satisfaction that their customers have had in dealing with this old reliable firm. After a successful career of over forty years, they have the pleasure of filling orders for the same customers who patronized them when they first began business. For all special enquiries they are ready to quote keen prices, and they use the word "Promptness" as their motto. Promptness applies to all their dealings and all their transactions. In fact their business is all done on strictly up-to-date business methods, and their watchword is "Quality First." The firm aim to fill all orders on the same day as they are received and to give an assurance of absolute satisfaction with every shipment. Lubricating oils, waste, and grease are among their specialties. Their advertisement, appearing elsewhere in this issue, will prove interesting to our readers.

### Waterproof Crayons for Lumbermen

The Zelnicker Crayon Works of St. Louis, U.S.A., manufacturers of crayons for all purposes, have perfected an indelible crayon in purple, wine and white, which is peculiarly adapted for marking wet and frozen lumber, logs, etc. The United States Government Forestry Service has adopted this crayon in the northwest. Their Zelnicker pure graphite enameled black crayons have great wearing qualities and are recommended where color is not an essential. These crayons are made in four grades, hard, extra hard, soft and extra soft. It is claimed that all Zelnicker lumber crayons are waterproof and their regular black and colors are standard with the largest mills in the United States and the Dominion.

### Locomotives and Machinery for Lumbermen

The Walter A. Zelnicker Supply Company, of St. Louis, U.S.A., is one of the oldest and best known firms dealing in new and used rails, locomotives, machinery, etc., besides handling a complete line of mill and logging-road supplies. Their bulletins of bargains, issued periodically, are eagerly sought after by mill men, who recognize their value. The next issue will be ready in June and will be sent free on request. This company make a specialty of storage tanks of all shapes and sizes. Their secretary and treasurer, Mr. H. J. Elson, has perfected a calibration curve for horizontal cylindrical tanks which may be obtained on application, gratis. Their Chicago office is in charge of Mr. Ed. Elson, with headquarters at Morrison Hotel.

### Old Time Brand of Axes for Lumbermen

The attention of our readers is directed to the advertisement of the Mann Axe & Tool Company, Limited, St. Stephen, N.B., who are showing one of their well-known "Old Time" Brand of axes, known as the "Michigan" pattern, made specially for Ontario lumbering conditions. This axe is hand made, of the highest grade steel, charcoal tempered, and every precaution is taken in the course of manufacture from the start to the finish. It is put out in fire blue finish. This is only one of many patterns put out by this company, who are so well and favorably known to the lumber trade throughout Canada. The Mann Axe & Tool Company are a branch of James H. Mann Company, of Lewiston, Pa., one of the largest axe manufacturers in the United States. Four years ago they decided to establish a branch in Canada to take care of their rapidly growing trade, and on account of the splendid water privileges in St. Stephen decided to establish there. Their excellent facilities place them in a position to supply axes in any quantity at a price which would appeal to the lumber trade.

### Pacific Lumber Inspection

The inspection of lumber for the foreign and domestic export trade of the Pacific Coast is governed by the grade usually shipped to the respective ports of different countries. The Pacific Lumber Inspection Bureau, of Seattle, Wash., cover the inspection of lumber in British Columbia and the States of Washington and Oregon. Certificates are issued in triplicate by the bureau, showing the grading and amount tallied. The certificates are sent to the buyer, seller and inspection bureau. Exporters who are in doubt as to the quality of lumber usually shipped to a foreign port mentioned in an enquiry can obtain definite information upon this subject from the bureau, the chief, or the district supervisor.

Mr. S. Max Kubelik, of Montreal, who was drowned in the Lusitania disaster, was interested in the newly formed Gulp Pulp and Lumber Company, Limited, Montreal. He was on his way to England in connection with Government contracts.

Weekly Model

# "GLOBE" Dial Recorders

*Made in Canada*

Automatic in all its actions, requiring no attention during the week. Simple and accurate. All lates and overtime marked in Red, full time marked in a different color. Made to meet the requirements of any business no matter how large or small.

***Full particulars with prices sent on request.***

**W. A. WOOD,**

HEAD OFFICE
19 Bleury Street,
Branches Throughout Canada

**Montreal**

THE EAGLE LUMBER CO. Limited
WHOLESALE LUMBER
SANS-DIEU-RIEN
MONTREAL - Canada
*Head Office at Montreal.*

**10/13 ft. SPRUCE**
ROUGH OR DRESSED.

Saw Mills at MONT LAURIER.
Dressing Mills at ST. JEROME.

**Herman H. Hettler Lumber Co.**
Midland, Ont.
Manufacturers of
WHITE PINE and RED PINE
LUMBER and LATH
EXCELLENT PLANING MILL FACILITIES
*Special Attention Given to Prompt Delivery.*

**LATH**

**Campbell, MacLaurin Lumber Co.**
Limited
Board of Trade Building, MONTREAL

**PINE SPECIAL**
I offer the following Dry White Pine for prompt shipment:
75,000 ft. 1 x 5, 10/16 ft., Mill Run, Box out.
60,000 ft. 1 x 9, 12/16 ft., Mill Run, Box out.
75,000 ft. 1 x 10, 12/16 ft., Mill Run, Box out.
105,000 ft. 1 x 4 and up, 6/11 ft., Shipping Cull Shorts.
50,000 ft. 1 x 4/6, 12/16 ft., Shipping Cull Strips.
Also a complete line of Mill Cull and Box Shorts, Strips and Sidings in White Pine.
GOOD STOCKS PROMPT SHIPMENTS SATISFACTION
**C. A. SPENCER**
Wholesale Dealer in Rough and Dressed Lumber, Lath and Shingles
Eastern Townships Bank Building, MONTREAL, Quebec

# EDGINGS

## Ontario

E. S. Hatch, St. Thomas, Ont., has commenced the construction of a planing mill to cost $5,000.

The John B. Smith & Sons' sawmills, Callander, Ont., have recently been equipped with an electric lighting system.

Henry Bartholomew, Vanessa, Ont., has commenced rebuilding his sawmill which was recently destroyed by fire. He will purchase new equipment.

The Mississaga River Improvement Company has secured supplementary letters patent increasing its capital stock from $5,000 to $40,000. The company's rights have been extended to sort and boom logs and timber of every description on the Mississaga River and in the mouth thereof.

The Rainy River Dredging Company, Limited, has been incorporated with head office at Fort William, Ont., and capital stock of $40,000. The incorporators include F. R. Morris, F. Babe and W. Walker, all of Fort William. Among other powers the company's charter includes that of carrying on business as lumbermen.

The Columbia Handle and Lumber Company, Limited, recently incorporated with head office at London, Ont., has an authorized capital of $100,000. The incorporators include F. G. Rumball, J. Stevely and W. H. Braddon, all of Toronto. The company is taking over the business heretofore carried on at London by the Columbia Handle and Lumber Company as co-partners.

Work has been commenced at Walkerville, Ont., upon the erection of a handle factory to cost $4,000, the owners and architects being Hartwell Bros., Chicago, Ill. The general contractors are the Williamson Construction Company, Walker Road, Walkerville, Ont. The building is to be one storey, frame construction, 60 x 90 ft. The company will be requiring woodworking machinery.

If anticipations are verified, the Abitibi Pulp and Paper Company, Iroquois Falls, Ont., will be turning out newsprint in the middle of June. Three machines are installed, and the fourth, of English manufacture, should be in operation by September. The capacity of the three machines is 150 tons per day, and of the four machines about 250 tons per day. Mr. F. Hanson, the president, states that contracts for the entire product of the mill for the first three months of operation have been closed.

John Piggott & Sons, whose planing factory at Windsor, Ont., was recently damaged by fire report that their heavy machinery was not damaged to any great extent and that the engine and boiler were not injured. The company started to rebuild at once and expected to be operating a portion of the mill that was not damaged within a week's time. None of the stock of lumber in the sheds or yard was damaged, and the store room in the mill was also saved. The company carried considerable insurance on the plant and stock and are not as yet able to state definitely what their loss will be over and above the insurance. They state however, that the indirect loss will be the heaviest item.

## Eastern Canada

Beauchemin & Gelinas, lumber dealers, Three Rivers, P.Q., have been dissolved.

Bourgeois & Cloutier, lumber dealers, Three Rivers, P.Q., have been registered.

La Cie Lariviere Limited, sash and door manufacturers, Roxton Falls, P.Q., have been dissolved.

A report from Truro, N.S., states that an extensive jam of logs has taken place above the falls in Economy River, the logs belonging to H. McLean and H. McKay.

The Lachute Shuttle Company, Lachute Mills, P.Q., are working day and night on an order for a million pick and other handles, placed by the British Government, for the overseas contingents.

The sawmill belonging to W. K. Baldwin, Baldwin's Mills, P. Q., was totally destroyed by fire. Mr. Baldwin will rebuild at once. The new mill will be of mill construction with shingle roof.

The latest information received from St. John, N.B., states that all the drives on the St. John River will be brought out without much trouble. The Nashwask drives are also coming out rapidly.

Timber lands in the vicinity of St. Martins, N.B., totalling about 4,000 acres, belonging to the estate of George McDonough, were sold at auction recently. The property was purchased by George R. McKean for $3,250.

Recent reports from Chatham, N.B., state that all the Miramichi drives, with the exception of James Robinson's drive on the Renous River have been safely brought out. The Partington Pulp & Paper Company's drive on the Bartholomew has been brought out with the exception of 500,000 feet

which had to be left at the headwaters. The Robinson drive on the Renous is the largest Miramichi drive, but favorable reports have been received in regard to its progress.

The last drive for Fraser Limited, Fredericton, N.B., under the direction of J. M. Scott, has been safely brought out, being about 2,000,000 feet on the Tay. Driving conditions in this district have been good and it is said that there will not be any drives hung up. About 7,000,000 feet have been brought out for Fraser Limited, in several small drives.

The Makamik Sawmill Company, Molesworth, P.Q., in the Pontiac district, are contemplating the erection of sawmills. The company was recently incorporated with capital stock of $20,000 to construct buildings, waterworks, etc., and to repair machinery. Among those interested are L. N. Boisclair, Princeville; J. B. Boisclair, St. Samuel de Horton; D. Lambert, Warwick; and L. E. Boisclair, Princeville.

The Belgo-Canadian Pulp and Paper Company, of Shawinigan Falls, P.Q., is now running at about 90 per cent. capacity in turning out newsprint, the contracts on hand providing sufficient work on this basis for about eighteen months. Mr. M. Biermans, the managing director, states that the company have a new machine awaiting shipment in England. Business with Australia is interferred with owing to lack of shipping facilities.

On the night of May 14 the sawmill and the mill for cutting up pulpwood of the Gres Falls Company, Three Rivers, P.Q., were destroyed by fire. The two mills adjoined one another and the fire having once gained a hold it was impossible to save either structure. Fortunately, the office and the lumber piled in the yards escaped. The property was insured, but the fire will mean an interruption to business, it having been intended to start sawing at an early date. The origin of the fire is unknown.

## Western Canada

Joseph Park, lumber and coal dealer, Rosebank, Man., has sold his business to Wm. Saunders.

The Wilton Shingle Company, Eburne, B.C., recently lost their shingle mill and its equipment by fire, the damage amounting to $10,000.

It is reported from Duncan, B.C., that the Empire Lumber Company is preparing to increase its logging capacity at Cowichan Lake from 50,000,000 feet to 80,000,000 feet per annum.

A contract for furnishing from 1,000,000 feet to 5,000,000 feet B. M., of lumber has been awarded by the Board of Control of Winnipeg, to T. D. Robinson & Sons, 258 Portage Avenue, Winnipeg.

The Russian ship Endymion, 1,282 tons, has been chartered by Heatley & Company to load lumber at British Columbia ports for Cape Town, South Africa, the rate being 120s. per thousand superficial feet, B. M.

The Vancouver Shingle Mill Company, Eburne, B.C., recently lost its main mill by fire. The dry kiln, boiler house and most of the lumber and shingles in the yard were saved. It is estimated that the loss amounted to about $20,000.

Sealed tenders are being received by the Minister of Lands of British Columbia, up to June 16th, for the purchase of license X405 to cut 6,868,000 feet of Douglas fir, cedar, hemlock, and balsam on the area adjoining T. S. X94, Mellin Lake, Range 1, Coast District. Five years will be allowed for removing the timber.

The lumber yards of the North West Lumber & Supply Company, Regina, Sask., were recently visited by a serious fire which caused damage to the extent of $25,000. In addition to the lumber in the yards, the fire destroyed a shed and a quantity of office equipment. The company had just built a new office and moved their equipment, but had stored their desks, filing cabinets, etc., in the shed which was destroyed. Very little damage was done to the office. The lumber yards belonged to Messrs. Smith Bros. and Wilson, local contractors, who report that the plant will be rebuilt immediately.

Imports of timber into Formosa from foreign countries during 1913 were valued at £64,780. From Japan the imports of timber into Formosa during 1913 were valued at £261,310.

Mr. Albert Doherty, lumber contractor, Lennoxville, P.Q., died recently at his home. Mr. Doherty who was well known in the district had been suffering for some time from injuries received by a fall on the sidewalk.

The Miramichi Lumber Company's drive of 1,000,000 feet on Cain's River, N.B., has been successfully brought out, but at latest reports the company's largest drive of 13,000,000 feet on the Taxis River was experiencing some difficulty.

A heavy run of ice in the south-west branch of the Miramichi River, during the last week in April broke some of the landings and resulted in a large number of logs being carried out to sea. The logs belonged to Messrs. D. J. Buckley, John Maloney, and the Miramichi Pulp Company.


# Pine and Spruce

**Dressed as Required, Spruce and Pine—1914 cut.**

Merchantable 1 x 4 x 10/13
Merchantable 1 x 5 x 10/13
Merchantable 1 x 6 x 10/13
Merchantable 2 x 4 x 10/13
Merchantable 2 x 5 x 10/13
Merchantable 2 x 6 x 10/13
Merchantable 2 x 7 x 10/13
Merchantable 2 x 8 x 10/13

all can be P. 1 or 2 S. and matched.

V Joint or Novelty Siding. Approximately 60 to 75 per cent. 12/13 ft.

**Roofing P 2 S & Matched—1914 cut.**

1 in. x 4 in. up x 8/13. Approximately 60 per cent. 12 13 ft.

**Cull White Pine—1914 cut**

1 in. and 3 in. x 4 in. up x 6/16

**Cull Spruce—1914 cut**

3 in. x 4 in. up x 10/13
3 in x 9 in x 10/13

3,000,000 pieces Mill Run Pine Lath, 4 x 1½ x ⅜, 1915 cut.

1,000,000 pieces Mill Run Spruce Lath, 4 x 1½ x ⅜, 1915 cut.

1,000,000 pieces No. 2 Spruce Lath, 4 x 1½ x ⅜, 1915 cut.

You should get our prices on the above lines. We believe we can save you dollars in your buying.

We carry carefully selected grades and make prompt shipments. We handle lumber but we sell service. Let us have an opportunity to quote prices.

***Write to-day.***

# Blair & Rolland

**Limited**

*Wholesale Lumber and Pulpwood*

**130-131 Coristine Building**

**Montreal - Que.**

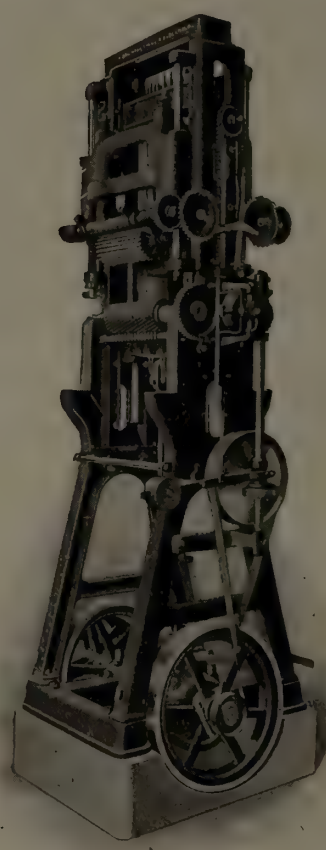
# BOLINDERS'

## Saw Mill and Woodworking Machinery

### *Getting the Most From Log and Lumber*

To get every possible stick of lumber out of your logs you must use the very latest methods. This is also true in your planing mill if you expect to successfully compete with the modern manufacturer.

Bolinders' Saw Mill and Woodworking Machinery meets the most exacting requirements of the up-to-date Saw Mill Man.



### *The Bolinders' Machines*

Designed to meet the present day demand for machines capable of rapid and economical production with a minimum amount of labor.

The Bolinder line includes High Speed Log Sawing Machines, Double Edgers, Cross Cut Saws, High Speed Flooring and Matchboarding Machines, Planing Machines, Automatic Boxboard Machines, Circular and Band Resaws, Special Patented Tonguing and Grooving Cutters, Etc.

### *Write Us Today For Further Particulars*

### *Ball Bearings Used Throughout*

## Swedish Steel & Importing Co., Ltd.

**Montreal.**

Sole Agents for Eastern Canada for

J. & C. G. Bolinders Co., Limited, Stockholm, Sweden.

# Quality First and Always

*We manufacture*

## *Lumbermen's Tents and Clothing*

Pure wool, Waterproof Mackinaw Coats, Pants and Shirts, **the kind you have been looking for.**

## *Repellant Brand Army Duck Tents*

We can equip your van complete.

The best Duck that money can buy.

Try it!

Pure wool Blankets, Sweaters, Underwear. Hand Knit Mitts and Socks. Palmers Shoe Packs, Buck and horse hide Moccasins, etc.

## Grant-Holden-Graham, Limited

**Factory and Warehouse**

**147 to 151 Albert Street, Ottawa, Can.**

# This Canadian Organization Best Serves the Interests of Canadian Woodworkers

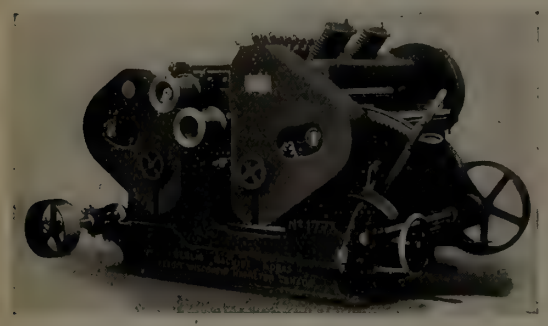
The Home of Berlin "Built in Canada" Machines, Hamilton, Ontario.

The town of Berlin, Wis., U. S. A. was the first location of this company and gave the concern its name—"Berlin" Machine Works.

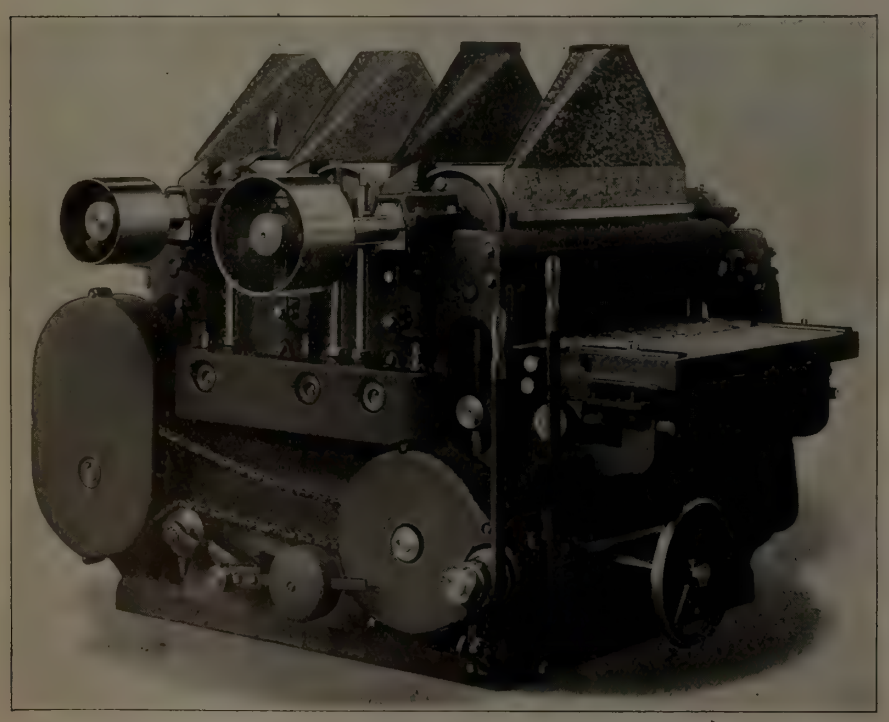
## Not Only Because

## "Berlin" Woodworking Machines are Made In Canada

**But because** they are made in the most **modern** woodworking-machine-building plant in the world. With its system, its specialized machinery, and its corps of expert designers, this plant stands behind every Berlin tool sold—a pledge of quality and satisfaction that has enabled every Berlin machine to make its own success.



The way of lowest surfacing costs, and of better, smoother results in general work where a wide range of material is run, is the way of this No. 177 General Utility Double Surfacer.



The rubber studded travelling bed solved your long standing problem of economical small stock sanding. And is an exclusive feature of this Berlin Endless-Bed Sander.

That this is appreciated by Canadian woodworkers is clearly shown in the growth of "Berlin" business throughout the Dominion. And employment results thereby to several hundred Canadian workmen through the operation of our plant.

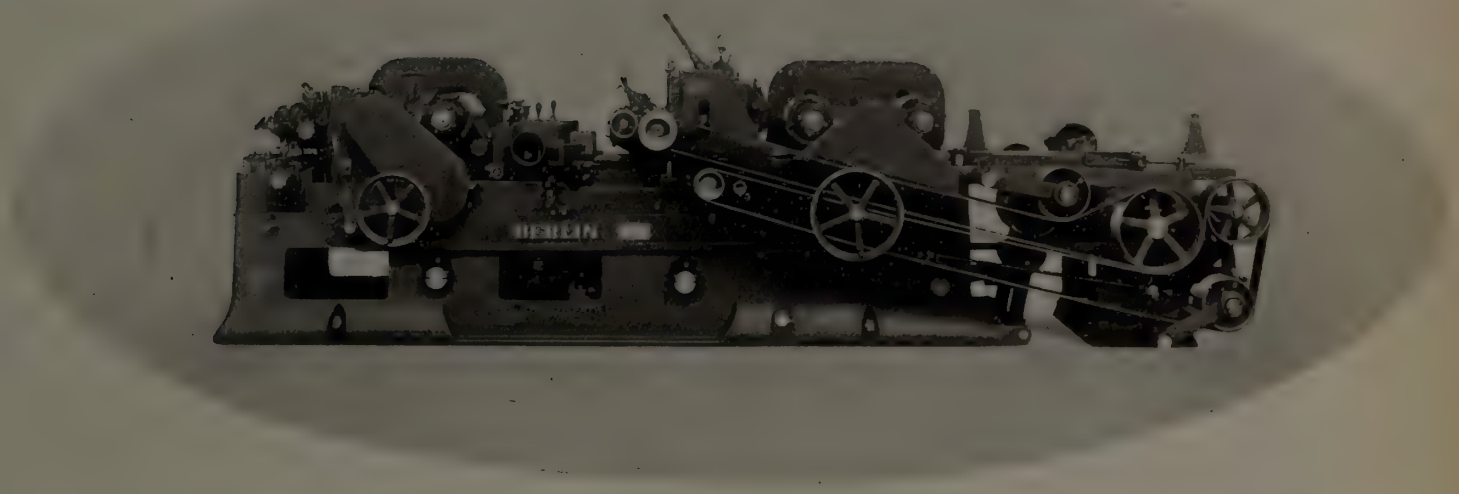
Our big general catalogue illustrates and describes our entire line and will prove valuable for reference. It will be forwarded to you absolutely free. But as these catalogues are expensive, we ask that you request it on your letterhead.

## Berlin Machine Works

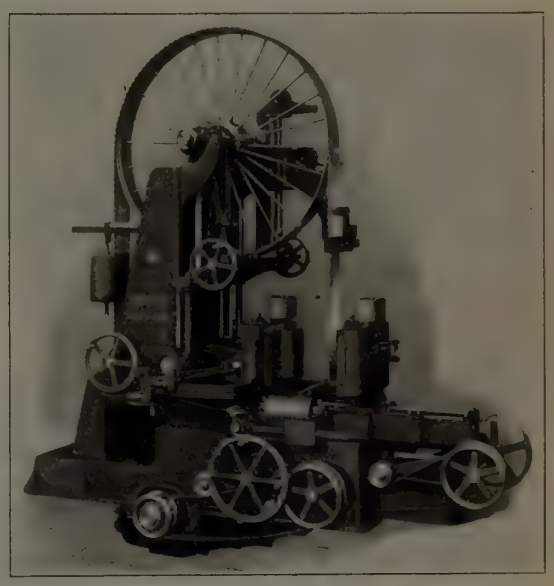
**Limited**

**Hamilton, Ont. - U. S. Plant, Beloit, Wis.**

# In "Berlin" Canadian-Built Machines We Offer You the Most Complete Line of Wood-working Equip-ment in the world



"Preferred lumber" making mills are running this Berlin New 91 Matcher throughout the Dominion.



This new type of Berlin Sawmill Resaw has a proven daily capacity of 150,000 feet.

Whatever rip or resawing you want to do, there's a "Berlin" especially adapted to your conditions.

## No Matter What Branch of the Industry You are in—

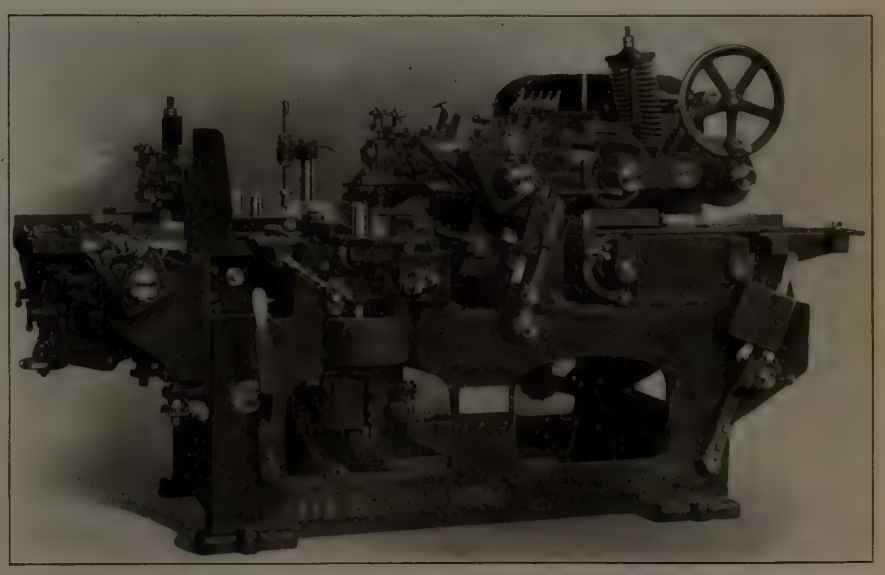
saw mill, planing mill or factory—put your proposition up to us. We can take care of your requirements and assure a profitable solution of your problem.

We are pioneers in the business, backed up by years of experience. This shows in the successful design and excellent efficiency of our machines. You'll be surprised to see how completely your practical point of view is built into these tools—it proves in their low operating and upkeep costs and in the better manufacture, better prices and more satisfied customers it brings.

A close knowledge of your producing units must show definitely the need of economies at certain points.

Put these points before us.

***We'll send you the required information—free upon request***



The Moulder that gets out the work for nearly a thousand plants. It will do that for you and turn out mouldings for which you'll find a steady demand.

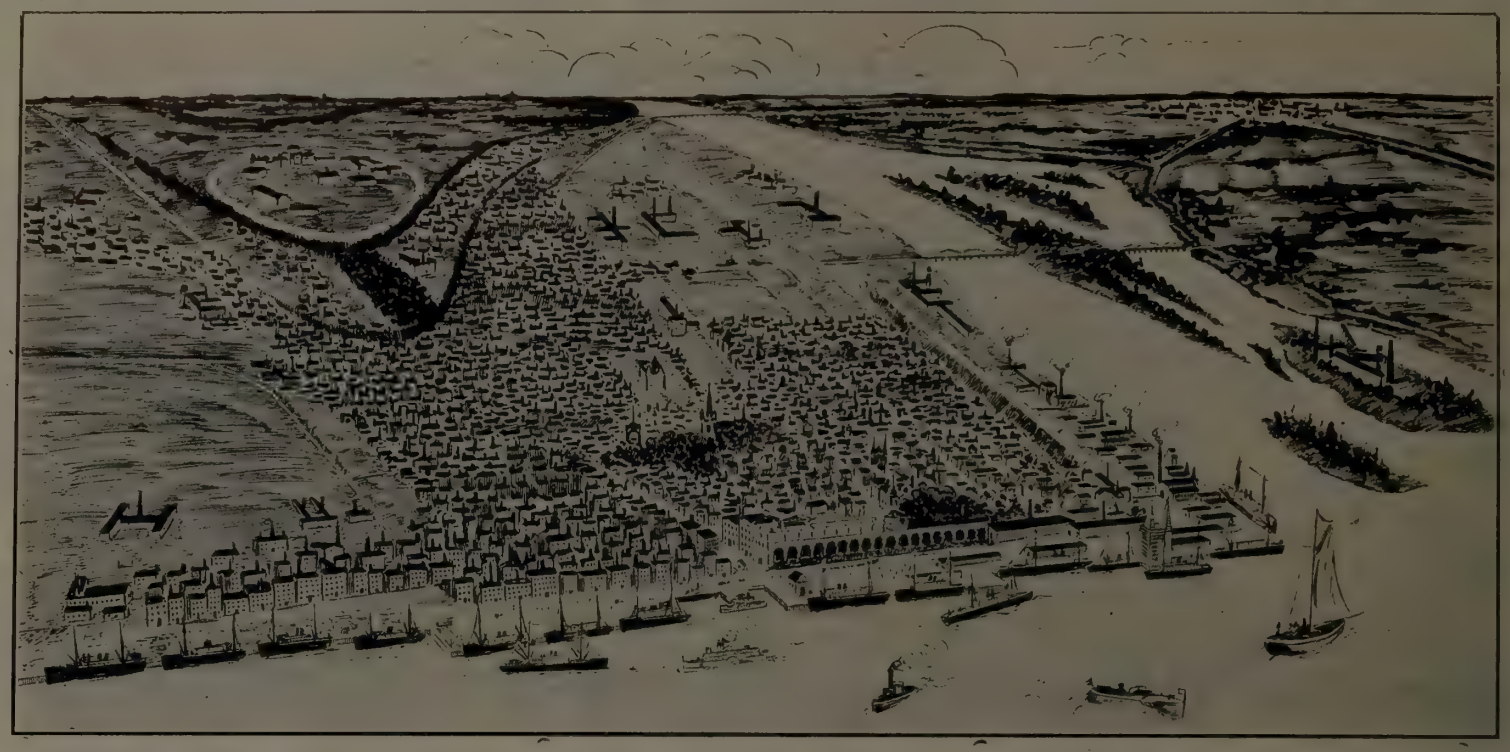
**Berlin Machine Works**

**Limited**

**Hamilton, Ont. - U. S. Plant, Beloit, Wis.**

# Build your factory in THREE RIVERS, P.Q.

**$8,000,000 Invested in Three Rivers' Industries, during past six years**



**THREE RIVERS** is the Economic Commercial and Industrial Centre of the Province of Quebec.
Home of the largest Lumber, Pulp and Paper Industries in Canada.
As a Manufacturing Centre the City is almost unique in the combination of Industrial Advantages it possesses.
Built on the St. Lawrence River and main line of C. P. Ry. it affords unrivalled transportation facilities (by rail and water) to all parts of the World. Harbor is 50 feet in depth, wharves 2 miles in length.
Practically unlimited power at cheapest rate in Canada.
Free Factory sites (adjoining railways), tax exemption, liberal assistance and other special inducements offered by City.
In Close proximity to Raw Materials. Abundant labor. Strikes unknown.

**Write to-day for our new booklet, "Canada the Country" to**

**Industrial Commissioner, Three Rivers, P.Q.**

# Quebec Timber Products

New mill at Joliette, Que.

**The very best**

## Quebec Spruce

**White and Red**

## Pine

Sawn in a new and up-to-date mill.

*Send me your inquiries*

**WM. COPPING, Joliette, Que.**

WILLIAM POWER, M. P.
President, Quebec

W. GERARD POWER
Man. and Secy., St. Pacome

# RIVER OUELLE PULP & LUMBER CO.

## St. Pacome, Quebec

Exterior of Mill at St. Pacome, Que.

*Manufacturers of*

***Lumber Lath and Pulpwood***

OUR Prime Quebec Spruce of most careful and unexcelled manufacture is the most serviceable lumber of the present day.

Interior of Mill at St. Pacome, Que,

CORRESPONDENCE SOLICITED FROM HOME AND FOREIGN BUYERS

***Head Office at* ST. PACOME, Quebec, Canada**

*On the I. C. R. 75 Miles East of Quebec City*

**Mills at St. Pacome, and Crown Lake, River Manie, and Powerville, on Nat. Trans. Ry.**

You can dry and cure lumber better in 3 weeks by using

## Canadian Dry Kiln Apparatus
### with Humidity Control

than if it were air dried for 2 years. And your lumber will not warp or check, or be subject to severe expansion and contraction.

Write Dept. 17 for further particulars.

**Canadian Blower and Forge Co., Limited**
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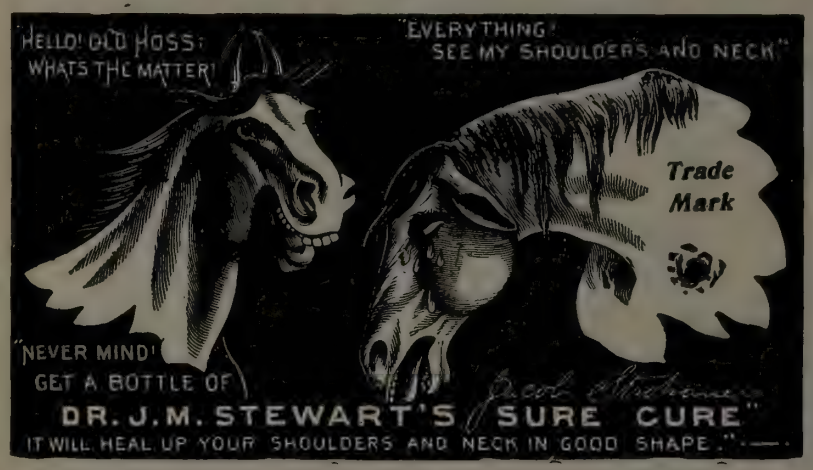
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"EVERYTHING! SEE MY SHOULDERS AND NECK"
Trade Mark
"NEVER MIND! GET A BOTTLE OF
DR. J. M. STEWART'S SURE CURE"
IT WILL HEAL UP YOUR SHOULDERS AND NECK IN GOOD SHAPE."

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**THE STANDARD for more than thirty years**

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| Stewart's Sure Cure (antiseptic gall cure) the original in liquid form | 16 oz. bottles | $9.00 doz. |
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| Stewart Lightning Colic Cure, the only colic cure that removes the cause | 16 oz. bottles | $7.00 doz. |
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| Stewart's Proud Flesh Powders | | $2.50 doz. |

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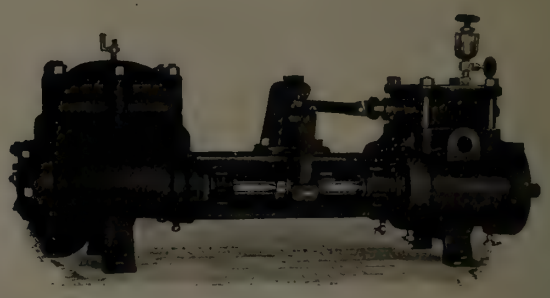


Do not risk expensive delays in production by installing an unreliable Pump.

It will pay you to investigate the line of

## PUMPING MACHINERY

—Built by—

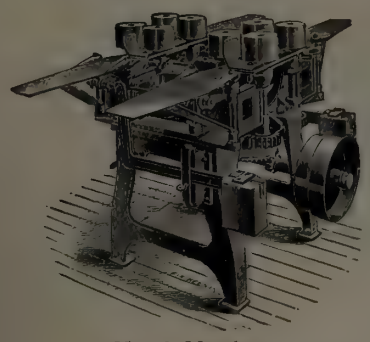
**The Smart-Turner Machine Co., Ltd.**
HAMILTON, CANADA

## The OPERATING EXPENSE of
**a Shaw Motor-Headworks or Gasoline Warping Tug**

## IS LESS THAN $10.00 PER DAY
**This Includes, Full Crew (less log men) Fuel, Oil, Upkeep and Depreciation**

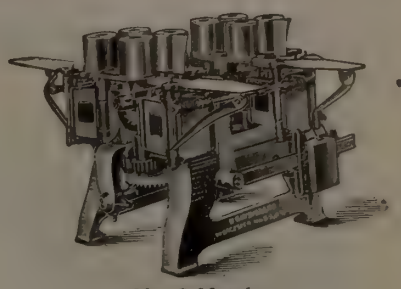
## IT WILL WARP 2,000,000 FEET OF LOGS or TOW 100 BOOM-STICKS

*Manufactured by* **RUSSEL BROTHERS - Fort Frances, Ont.**



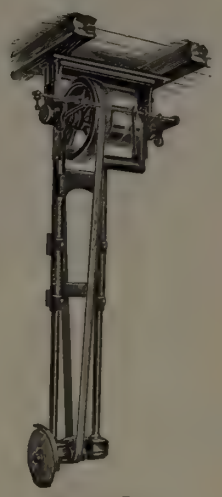
No. 1 Matcher

Edger

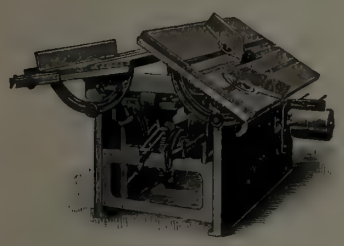


No. 2 Matcher

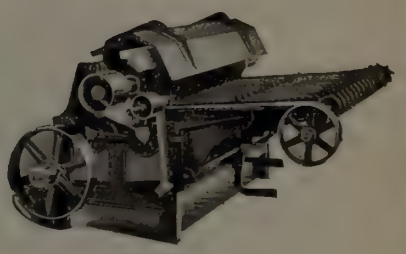
Swing Groover



Swing Saw



Cabinet Saw



Kindling Cutter

# Woodworking and Box Makers' Machinery

A few types of our special machinery are illustrated. We manufacture a machine for every stage of the woodworking and box machinery industries.

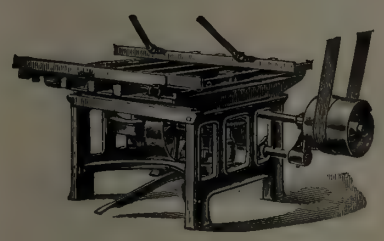
If you are contemplating the installation of any new equipment it will pay you to get in touch with us before purchasing.

*Send for catalogue and prices.*

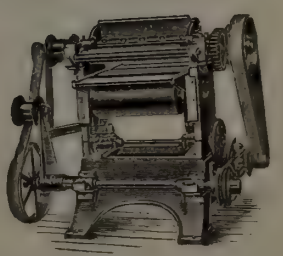
## B. G. Luther Co., Inc.

91 Foster St.

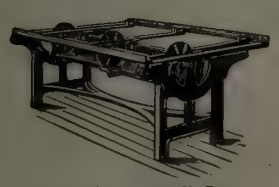
**Worcester, Mass.**



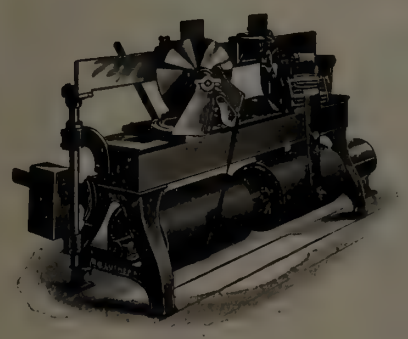
Shook Press



Planer



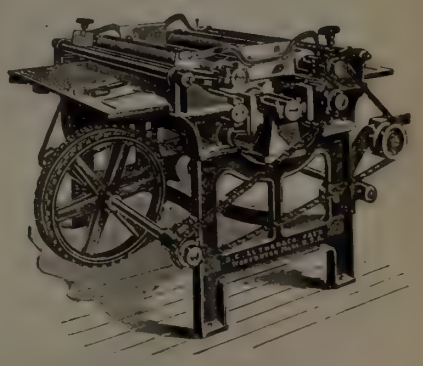
Double Cut-off Saw



Double Mitre

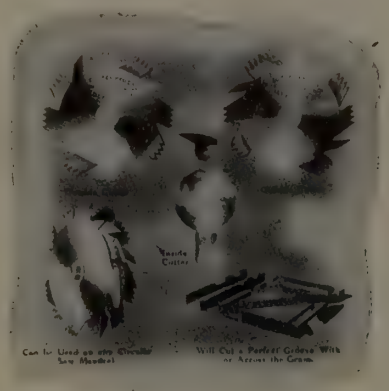
Edger

Gluer



Gang Ripping Machine

## AMERICA'S BEST DADO HEAD

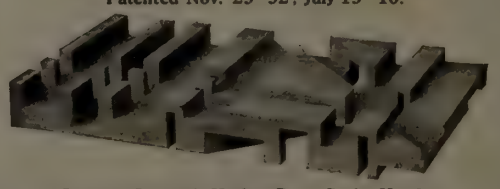


for making perfect grooves with or across the grain. Fit any standard saw mandrel. Cuts groove from 1/8" to 2" or more in width.

Ask for complete saw and knife catalog.

**Cocker Mfg. Co.**
89 Market St., Lockport, N.Y.

Patented Nov. 29 '92; July 19 '10.



Grooves Cut with Huther Bros. Dado Heads

## Fits Any Saw Mandrel

A Huther Bros. Dado Head consists of two outside cutters and enough inside cutters to make the required cut. This Head will cut perfect grooves, with or across grain, any width. It is an easy Head to keep in perfect condition, has a simple quick adjustment, and may be enlarged any time after purchase. Sent on approval and if not satisfactory return at our expense.

Write for New Illustrated Catalog.

**HUTHER BROS. SAW MFG. COMPANY, Inc.**
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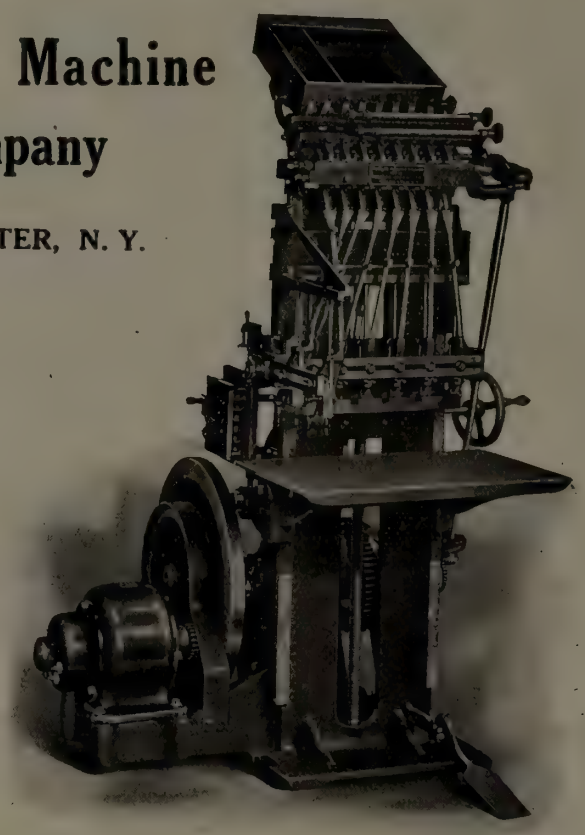
## Morgan Machine Company

ROCHESTER, N. Y.



Manufacturers of—

**Nailing Machines,**

**Lock Corner Box Machinery,**

**Box Board Matchers,**

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Every manufacturer of boxes; every manufacturer who has nails to drive in any article, or packages of any kind to manufacture, should write the **Morgan Machine Company** for latest developments in machinery for the Box Industry.

**Morgan Machine Company**
ROCHESTER, N. Y.

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## *What it Contains:*

*Chapter 1*—Historical Notes.
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*Chap er 4*—Methods in the Glue Room.
*Chapter 5*—Glue Room Equipment.
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***Price 50 cents***

**Canada Lumberman & Woodworker**
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## Keiths LIMITED

TORONTO and MONTREAL

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**Safety — Economy**

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Head Office: 297 Campbell Ave., Toronto
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## Automatic Sprinklers

Associated Automatic Sprinkler Head.

# "Preston" Performance

THE SEAMAN, KENT CO. LTD.

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WESTERN UNION UNIVERSAL EDITION

MEAFORD, ONTARIO,

April 12th., 1915.

Messrs. PRESTON WOOD WORKING MACHINERY Co.

Preston, Ont.

Dear Sirs:-

We have had in operation, several of your Power Feed Rip-Saws for sometime, and they are producing excellent results.

To be candid, on an even price basis, we would prefer them to several types of Saws, which we have imported. In our opinion, in these rip-saws, you have succeeded in assembling design, workmanship and finish, that should commend them to anyone looking for a first class tool.

Our policy is "Canadian Trade for the Canadians", but it must be based on quality of goods. Even under present depressed business conditions, there is a big field in Canada for Manufacturers of Wood Working Tools, that will produce satisfactory results.

Yours very truly,

The SEAMAN, KENT COMPANY, Limited.

President.

FK:LMR.

No. 129 Power Feed Rip Saw
Frame One Solid Casting

**The above is the machine referred to.**

No. 132—36 in. Band Saw
With all Steel Wheels

## Our Claim

We maintain that we manufacture "Made in Canada" machines fully the equal of any machines imported into this country and we only want business based on the quality of our goods.

No. 145 Heavy Four Side Moulder, on Base.
With Hess Bright Ball Bearings for End Thrust on Side Heads and many other new features.

## The Preston Woodworking Machinery Co., Limited

PRESTON, ONTARIO

# A. F. & D. MACKAY,

Royal Liver Building,
LIVERPOOL

## *WOOD BROKERS AND AGENTS*

Telephones :—**Bank 8627 Local. Bank 8628 Trunk. Liverpool.**

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**W. MALCOLM MACKAY, ST. JOHN, N. B., CANADA**

SPRUCE DEALS, BOARDS, etc.
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From St. John, N. B.
" Miramichi, N. B.
" Bathurst, N. B.
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" Halifax, N. S.
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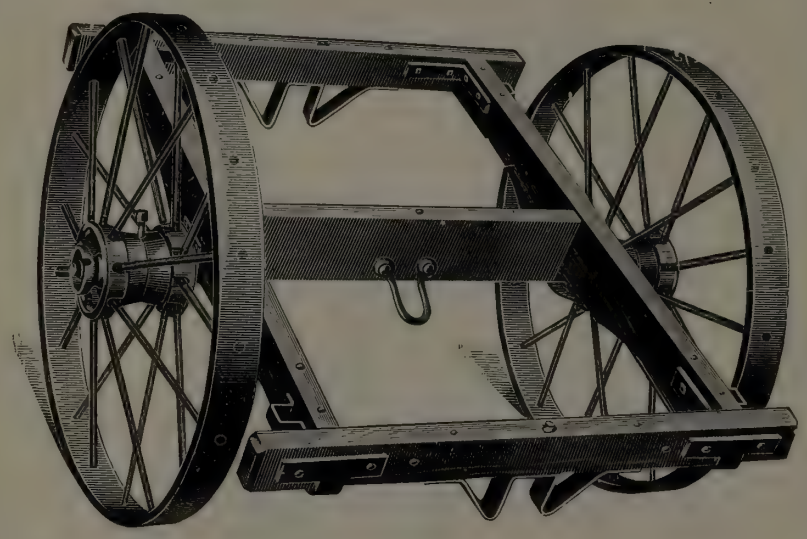
" New Richmond, P. Q., etc., etc.

***Also Agents for New Zealand Kauri Pine, etc.***





## The Truck That Saves It's Cost Several Times Over in The Year

This truck is designed for lumber yards and planing mills and will be found invaluable for loading and unloading cars.

The front gearing is detachable and may be used with eight or twelve hind gearings. It is a double-header, nuts on axles being kept tight with Steel Cotter Keys.

Oil cups on the wheels and the fact that there is no resetting of tires saves any amount of trouble.

The old wooden-wheeled truck is a back number in comparison with this. It will pay you to write for our general catalogue which describes these trucks in detail, and pick out the style you want now.

## Tudhope-Anderson Co., Limited

ORILLIA, ONT.



The

# Bradley Company

Hamilton, Canada

## Manufacturers

and

## Exporters

Hardwood Lumber Rock Maple
Rock Elm and Walnut Logs

CABLE ADDRESS
"BRADLEY" HAMILTON

CODES USED
A B C 4th and 5th Editions
Western Union
Leonards 20th Century
Am. Lumberman Telecode



# SMITH & TYRER LTD.

***Wood Agents***

## 26 Chapel St., LIVERPOOL

## OPERATING IN ALL CLASSES OF WOOD GOODS

# Wright, Graham & Co.

## *Wood Brokers*

**7 Royal Bank Place**
**GLASGOW**

**3 Eastcheap**
**LONDON, E.C.**

Agents for the sale at United Kingdom ports of all kinds of **Canadian Hardwoods,** also **British Columbia** and **Canadian Spruce** and **Pine.**

***Correspondence Invited***

*Cable addresses:*—**Brakeridge, Glasgow; Nivarium, London**

# Edward Chaloner & Co.

## Liverpool

Wood Brokers and Agents for the Sale of all kinds of Logs and Lumber. : : : :

Cable Address "Chaloner" Liverpool

Codes used A.B.C. 5th Ed., Wood Code, Universal, Western Union etc.

# Lace Leather

Ask your Dealer for

## Wood Bros. Lace Leather

**BEST IN THE WORLD**

Price is same as for ordinary—
Costs no more to make good
Lace Leather than poor—it's all in knowing how—WE KNOW.

*If your dealer can't supply—write us direct.*

WOOD BROS., St. Catharines, Ont.

# Camwick Lumber Company, Limited

809 DRUMMOND BUILDING

Montreal

## *Exporters and Distributors of Fine Timber to Foreign Markets*

Pit Wood a Specialty

Pit Wood a Specialty

European Address: Marconi House, London, W. C.

# We Buy Canadian White Pine

## What Have You to Offer!

We are at all times in the market for dry Canadian White Pine, all grades and sizes.

We are open to contract with Canadian mills for this season's cut.

**Write us or we will call on you.**

**South Coast & Northern Lumber Co.**

Incorporated

SARANAC LAKE, N. Y., U. S. A.

# P. & J. Shannon

*Manufacturers of*

# White and Norway Pine Lumber

# Lath, Etc.

Inquiries solicited for 1915 cut.

Mill and equipment new in 1914.

*Head Office and Mill*

**Biscotasing, Ont.**

## Our Mills Produce and We Market as Much

# GENUINE LOUISIANA RED CYPRESS

## As All Other Concerns Combined

250,000,000 feet constantly in stock insures filling any reasonable order promptly.

Our Canadian trade is constantly increasing and we are always striving to merit a still larger increase.

*Our salaried salesmen receive credit for mail orders. Try us.*

## LOUISIANA RED CYPRESS COMPANY

Hibernia Building

New Orleans, La.

*We are Extensive Buyers of*

**Quebec Birch Logs and Lumber,**

**Rock MAPLE Logs, Lumber, Roller Blocks, and Flooring Blocks**

**Rock ELM Logs and Soft ELM Lumber.**

**Offers F.O.B. or C.I.F. to JOSEPH OWEN & SONS, Limited,**

*Timber Importers,* LIVERPOOL, ENG.

**Are your horses of use to you?**

This seems an absurd question—and the answer is always "Of course they are"—In which case provide your stables with:

**Johnson's Reliable Veterinary Remedies**

**Johnson's Horse Liniment, No. 1** (Alcoholic)
1 gal. jugs (Imperial) $4.50 gal.
1 lb. bottles 8.00 doz.
2 lb. bottles 15.00 doz.

**Johnson's Horse Liniment, No. 2** (an oil liniment)
1 gal. jugs (Imperial) 3.00 gal.
1 lb. bottles 6.00 doz.
2 lb. bottles 11.00 doz.

**Johnson's Horse Colic Remedy**
A sure and speedy cure for all kinds of Colic
1 gal. jugs (Imperial) 40 doses 5.00 gal.
1 lb. bottles 4 doses 8.00 doz.
2 lb. bottles 8 doses 15.00 doz,

**Johnson's Veterinary Healing Ointment** (Gall Cure)
2 lb. tins 2.00 per tin
4 oz. tins 3.50 doz.

**Johnson's Condition Powders** (Concentrated)
1 lb. Packages 3.60 per doz.

**Johnson's Camp and Household Remedies,** such as Cough Syrup, Healing Ointment, Headache Powders, Big 4 Liniment, Stomach Bitters, Cathartic Pills, etc., etc., have stood the test of twenty-five years and are in use all over Canada, from the Atlantic to the Pacific. Prices are lower than those of all other manufacturers. Letter orders receive prompt attention.

**A. H. Johnson,** Wholesale Druggist, **Collingwood, Ont**

Telegrams and Cables: "Farnworth, Liverpool"

**Farnworth & Jardine**

**Wood Brokers and Measurers**

2 Dale Street and 101 Seaforth Road, Seaforth, Liverpool

**Liverpool**

**Pianoforte Sounding Boards for the English Market**

WE are open to purchase large quantities of glued up Spruce sounding boards (Bellies). The wood must be quarter sawn, clear and straight, close grain. We have now a greater opportunity than ever to place these goods at a reasonable price.

**Louis Bamberger & Sons,** *Timber Merchants,* 2 Broad St. Bldg., Liverpool St. E. C., **London**
Established 1874

# Garlock Packings

Are made in over two hundred styles and combinations to meet every known requirement. We will assume entire responsibility in selecting the proper styles and combinations of our packings to work successfully and economically under any stated condition; and if goods are not wholly satisfactory to purchaser we will refund promptly the cost of same. A card will bring our new catalog which fully describes our various styles of packings.

Style No. 777

Style No. 150

## The Garlock Packing Co.

Hamilton, Ontario

Branches: Calgary Montreal

Branches: Toronto Winnipeg

# The Sutherland-Innes Company LIMITED

Head Office: CHATHAM, ONT.

29 Broadway, New York 126 The Albany, Liverpool, England

*Send Us Your Orders for*

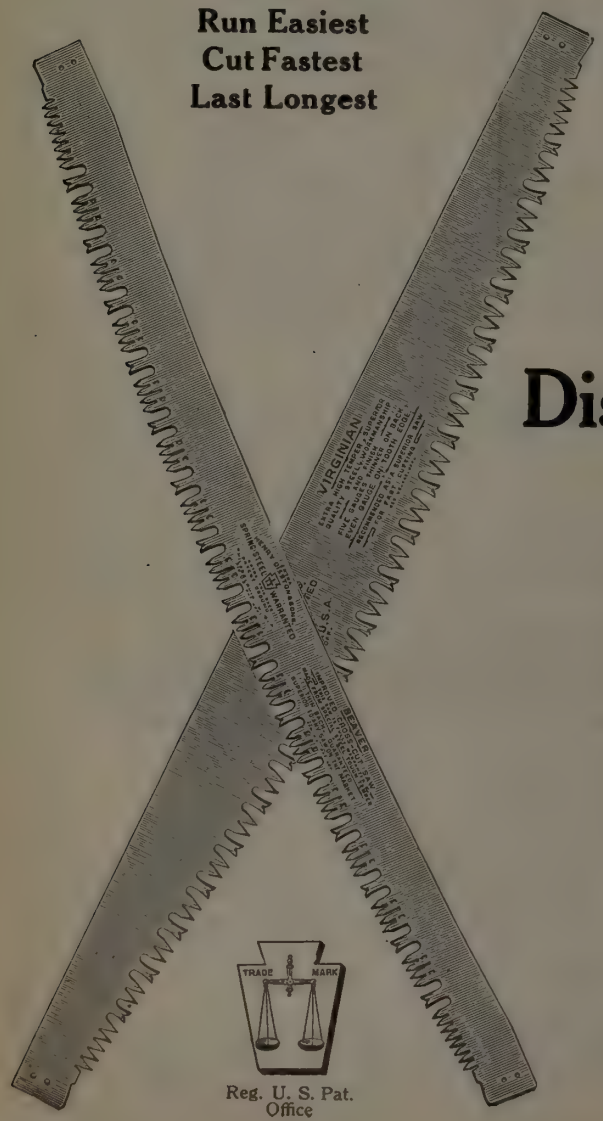
**Hoops**
**Staves**
**Heading**
**Slack and Tight Barrel Stock**

***We make a specialty of matched-up cars and ship promptly.***

We can ship from our Mills or Yards most convenient to the point where stock is to be used, **and can usually make quite a saving to buyers in freight.**

***LET US QUOTE PRICES***

**Run Easiest**
**Cut Fastest**
**Last Longest**




TRADE MARK
Reg. U. S. Pat. Office

## Labor Saved Is Time Saved

When to this is added increased durability we have the economy that naturally results from larger output and long service.

These are some of the strong points in favor of

# Disston Cross-Cut Saws

They are ground to a true taper all the way from cutting edge to an extra thin back. Being ground on lines that conform exactly to the breast of the saw, the blade is absolutely uniform in thickness throughout the entire length of the cutting edge. This special method of grinding gives the maximum amount of clearance with the minimum amount of set, without sacrificing elasticity and stiffness. You know that all these points are good points, and substantiate our claim that Disston Cross-cut saws are unexcelled.

You will find a lot of valuable information in our Cross-Cut Saw Booklet. Sent free on request.

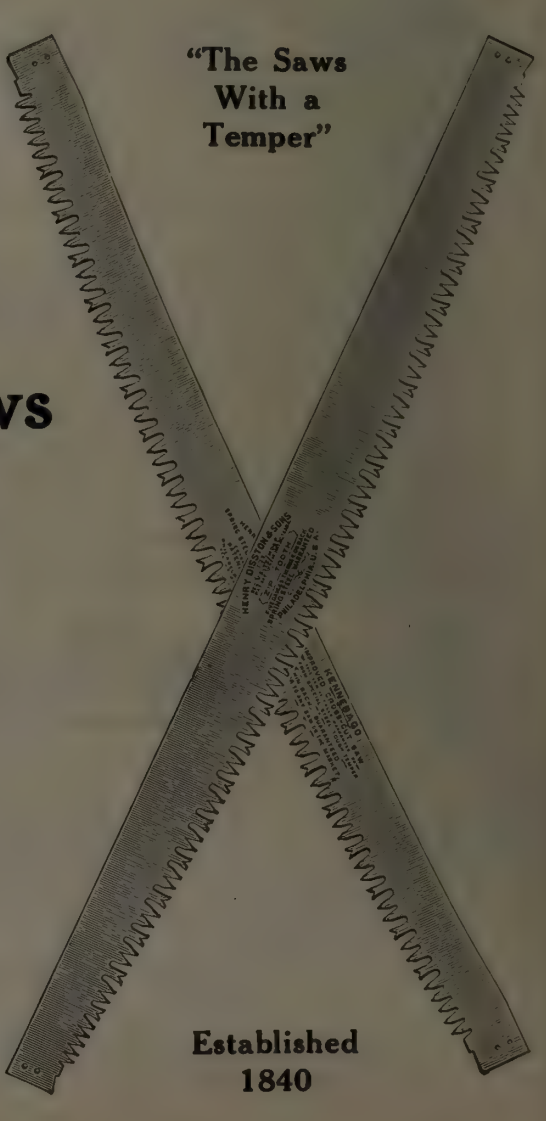
## Henry Disston & Sons Ltd.

**Keystone Saw, Tool, Steel and File Works**

**2-20 Fraser Ave.**

**TORONTO, ONT., CAN.**

**"The Saws With a Temper"**




**Established 1840**

# "Moose Head Brand"

## Oil Tan and Draw String Packs

We have the sole agency in Ontario for the celebrated "Moose Head Brand" Oil Tan and Draw String Packs.

These packs are giving maximum satisfaction to Lumbermen throughout the whole Ottawa Valley.

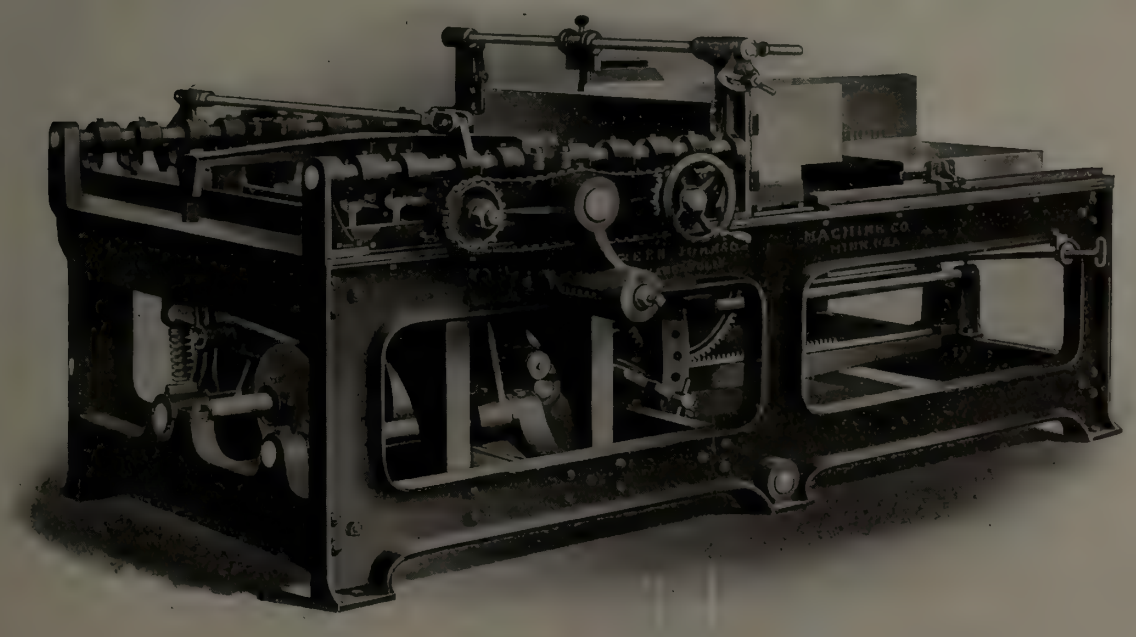
We also carry a complete line of Mitts, Socks, heavy Gum Rubbers and Mining and Prospecting Boots.

*GIVE US A TRIAL ORDER*

**The A. W. Ault Co., Limited, Ottawa, Ont.**

# Special Box Machinery

## and Machinery for Working Up Saw Mill Waste



AUTOMATIC BOX BOARD SQUEEZER.
A Hopper Feed Machine for squeezing up tongued and grooved stock. A long list of Canadian users.

CUT YOUR COSTS

Modern and Efficient Machinery will do the trick.

Hopper Feed Re-saws
Box Board Matchers
Continuous Feed Equalizers
Bottle Box Groovers
Recessing Machines
Hand Hold Machines
Gang Cleat Saws
Saw Tables (all kinds)
Vertical Re-saws
Horizontal Slab Re-saws
Box Board Edgers
Lath Edgers
Box Board Trimmers

***Catalog on request.***

**Mereen Johnson Machine Co., Minneapolis, Minn., U. S. A.**

LEVIATHAN AND ANACONDA
ELEVATING
TRANSMITTING
CONVEYING
BELTING

A Typical LEVIATHAN Main Drive, installed at the Plant of The Riviere du Loup Pulp Co., 24 in. x 6 ply, 81 Feet in Length.

# Leviathan and Anaconda Belting Wherever Dependable Belts Are Needed

In all places where a sturdy, long-lived, all-round, satisfactory belt is required, whether for elevating or conveying materials or for transmitting power, **Leviathan** or **Anaconda** will meet the demands.

Time and again under conditions where other belts have "fallen down", **Leviathan** and **Anaconda** have "made good". There's a reason for this. May we tell you of it?

**Leviathan** will meet all ordinary conditions under which a belt is operated.

**Anaconda** is made to battle with the unusual conditions. It is highly resistive to acids, heat, cold, moisture, etc.

## Mobilization

Mobilization is getting ready for the battle—massing the strength of the nation on the firing line—putting the best troops forward.

Apply the system of mobilization to your belting problems. Put the best belts forward. Let them help you out of your belting troubles.

**Leviathan** and **Anaconda Belting** has been thoroughly tested. Both Leviathan and Anaconda have been on the firing line. Whether for conveying, elevating, or transmission, they can be of service to you. Prompt deliveries assured. Our engineering department is at your free disposal.

***Let us send you details NOW.***

# Main Belting Company
## of Canada, Limited
## Montreal

"The friends thou hast,
And their adoption tried,
Grapple them to thy soul
With hoops of steel."
Hamlet.

**WHEN POLONIUS** gave the above advice **TO LAERTES** he certainly expressed himself in such a manner that convinces one that he knew well the value of friends who have stood the test.

## GRAPPLE THEM to thy soul WITH HOOPS OF STEEL.

Tried and trusted friends should certainly be held and it applies both in men and material and is just as true in 1915 as in 1600, which was about the year when Hamlet was written by Shakespeare.

**MANY AN ENGINEER** during the last thirty years has borne testimony of the excellent service which our Babbitt Metals give.

HARRIS
HEAVY
PRESSURE
is known as
The Babbitt Metal
"Without a fault"

HARRIS
HEAVY
PRESSURE
For 30 years has
proved itself the Engineer's
friend

# Harris Heavy Pressure

**Has Stood the Test of Time, and is MADE IN CANADA**

It will give excellent service.
It will not crack or squeeze out.
It will run cool at any speed.
It is copper coated and copper hardened.
It is known as the Babbitt Metal without a fault.
It is the best for general machinery bearings.

Possessing these qualities makes it a true and tried friend to all Babbitt Metal users.

**IT WILL FILL THE BILL** in **95** cases out of **100, WHERE GENUINE BABBITT IS USED.**

If you have not tried it **ORDER A BOX FROM OUR NEAREST FACTORY.**

We have a reputation from coast to coast for manufacturing

**Goods that give excellent service.**

No matter what your requirements, we can supply you.

**All our BABBITT METALS are tested with a friction testing machine.**

If you have Babbitt troubles, ask our advice; we will be pleased to assist you, and give you the advantage of our 30 years' experience.

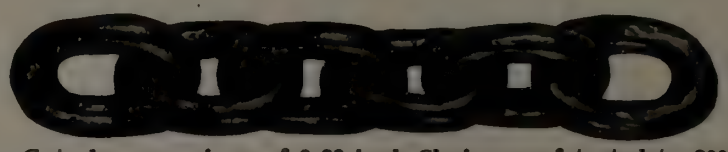
***Catalogue "A" mailed free on request.***

# The Canada Metal Company, Limited

**TORONTO -:- MONTREAL -:- WINNIPEG**

# "Ajax" Loading Chain

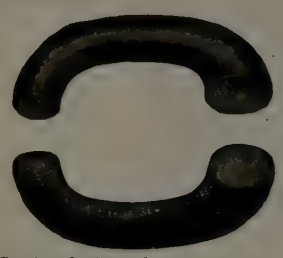
## Greatest Strength in the Smallest Chain



**Above Cut shows a piece of 9-32 inch Chain proof tested to 3000 lbs.**

**Showing the same pulled to destruction, breaking at 7,800 lbs.**
**(See how this Chain stretched before breaking.)**

**WELD:**



Sectional view showing comparative size of weld and chain.

The stock is overlapped on itself, carrying the lap around over half the length of the link and worked down under the hammer in such a way as to allow a swell in the weld end when finished, and giving a factor of safety not used in ordinary practice. This method of forming the link and building the weld makes the weld the strongest part of the link, as shown in above link which broke at the end opposite the weld end. In ordinary practice Chain invariably breaks in the weld, the lap not extending far enough around and not having sufficient work on the weld to insure equal strength of the material itself.

**STOCK:** Our long experience in the manufacture of Chain has taught us that a high grade Chain cannot be made of poor or cheap material, and we are using the best steel obtainable for this Chain, far superior to the Norway iron formerly used for making this grade of Chain, being higher in tensile, tougher and withstanding greater wear.

**INSPECTION:** We keep inspectors constantly inspecting the manufacture of the Chain at the fires, also prior to and after proof testing, to prevent any Chain leaving the factory which will not come up to our guarantee.

**TEST CERTIFICATE:** Every pound of this Chain is proof tested to strains shown in our catalogue and test certificate furnished. Breaks are made often enough to insure quality being maintained.

**GUARANTEE:** This Chain we will guarantee to pull stiff before breaking and every pound will be replaced which does not meet this guarantee. In other words, this is a guarantee that every weld is perfect and that the stock itself is uniform.

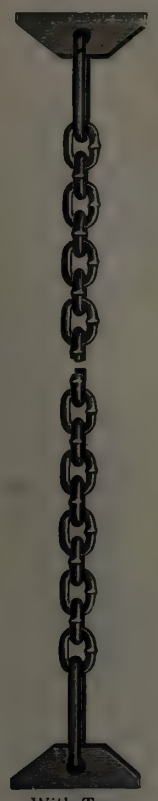
We would be glad to send you a few sample links that you might compare **Ajax** with what you are using and note the smoothness of the weld and closeness of the link.

***Manufactured only by***

# Standard Chain Company

## Pittsburgh, Pa.

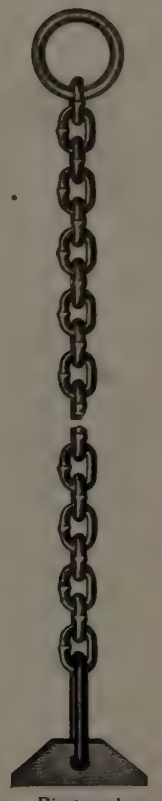
***Largest Producers of Chain in the World***



With Two Sheared Toggles

McKinnon Electric-Weld

McKinnon Swell-Weld



Ring and Sheared Toggle

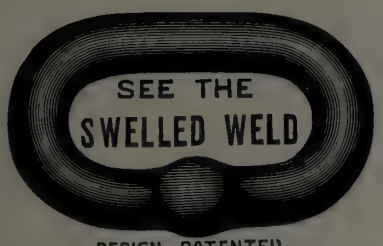
# "Dreadnaught" Steel Loading Chain

## Does not break at the weld

MADE IN CANADA

MADE IN CANADA

5-16 in. Dreadnaught Steel Loading Chain, pulled to stock break at 9230 lbs. proving the weld the strongest part of the link. Tested at Syracuse University September 27, 1912




DESIGN PATENTED

Note the increased material at the weld, strengthening the only possible point of weakness, by the addition of 25% more stock and thereby adding 25% more strength. In our chain the weld is actually the strongest part of the link.

DESIGN PATENTED

The strength of a chain is that of its weakest link, therefore, a chain for loading purposes is required to have all links perfectly welded and of uniform strength. Our chain is formed and welded on automatic machines, with pressure and current so regulated to give each weld exactly the proper amount to assure a perfect joint.

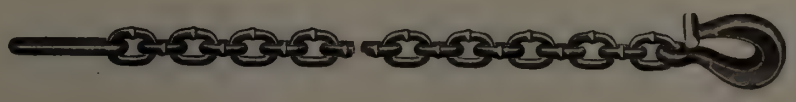
The material used in the manufacture of Dreadnaught Steel Loading Chain is the highest grade of steel, made to special analysis to meet our requirements. Samples of chain are constantly being taken from the welders and tested to destruction. Unless samples show a stock break, that run of chain is rejected. Every pound of chain is actually proof tested before being shipped, this test being higher than the safe working load.

All chain is sold under our absolute guarantee of weld perfection, with replacement free of charge if it breaks at the weld.

Combined tensile and distortion test, proving weld perfection.

## Made in Canada at St. Catherines, Ont.

Boom and Rafting Chain



Log and Binding Chain

T-BAR HOOK AND LONG END LINK

# Province of Quebec

## Timber Lands

License or permission to cut timber on public lands in this Province is acquired at public auction, after due notice has been given, subject to a yearly ground rent of $5 per square mile, and is renewable annually, provided the licensee shall have complied with the regulations.

The timber cut in virtue of such license is subject to a tariff of dues fixed by order in council.

The present rate of ground rent and tariff dues shall not be increased until the 1st of September, 1920.

Licensees are forbidden to cut on Crown lands trees less than a fixed diameter.

The Regulations also provide that all timber cut on Crown lands must be manufactured in Canada.

In the event of a licensee wishing to transfer his rights, he is at liberty to do so under certain conditions, namely, the paying of a fee of $4 per square mile.

There are at present time about 75,000 square miles of forest lands under license and over 150,000 miles in the possession of the Crown.

## Water Powers

To obtain authorization for the utilization of a Water-Power in the Province of Quebec, application should be made to the Honourable Minister of Lands and Forests.

Water-Falls capable of developing over 200 H.P. are granted under emphyteutic leases, the conditions of which are upon the following lines:

1.—Duration of the lease, from 25 to 99 years, according to the importance of the water-power and to the amount of capital required for its development.

2.—Payment of a yearly rental which does not vary during the term of the lease, for the land granted, counting from the date when the contract was signed.

3.—An additional yearly charge of from 10 to 35 cents per H.P. developed according to the geographical situation of the site of the water-power; such charge being payable from the time the power is produced.

4.—The above charge is subject to revision every 21 years counting from the signing of the contract.

5.—Delay of 2 years for beginning works and 2 further years for producing power.

6.—The lessee to make a deposit in money or in securities as a guarantee of good faith of the carrying out of the contract. Such deposit may be forfeited if the conditions are not fulfilled; but it may be repaid after a certain time, in the contrary case.

7.—Lastly, the grantee must submit plans of his works, mills, etc., to the Department previous to their installation and when such installation is completed, he must keep the Department informed as to the quantity of power produced.

**Department of Lands and Forests**
**of the Province of Quebec**

**Elz. Miville Dechene,**
**Deputy Minister**

# ONTARIO
## Canada's Banner Province

Ontario produces 40 p.c. of Canada's total output, 1913 1,101,066000 feet B. M. valued at $26,774,937.

Pine production, 905,442,000 ft. B. M.—
Pulpwood, - - 246,282 cords.—
Railway Ties, - - 5,704,459.—

Ontario's woodworking industries, using 34 different kinds of wood, provide a ready market for the lumberman. Eighty-two per cent of lumber used in Ontario's industries purchased within the Province.

Ontario's vast resources offer unsurpassed opportunities to the lumberman.

For maps of the Province and timber regulations apply to

**Honorable G. H. Ferguson,**
**Minister of Lands, Forests and Mines,**
**Parliament Buildings, TORONTO, CANADA**

# For Cutting Pulp Wood

The **Ryther Multiple Saw Slasher** will cut 1,000 logs and over per hour into absolutely Uniform Lengths — Highest Possible Efficiency — Lowest Cutting Costs, per Cord — Minimum Maintenance and Repair.

**Write for Catalogue**

The following is a partial list of Canadian plants equipped with Slashers designed and built by Ryther & Pringle Company, for other firms see future advertisements.

Laurentide Company, Limited, Grand Mere, P.Q.
Belgo Canadian Pulp & Paper Co., Shawinigan Falls, P.Q.
Spanish River Pulp & Paper Mills, Spanish River, Ont.
Spanish River Pulp & Paper Mills, Sturgeon Falls, Ont.
Bayless Pulp & Paper Company, Ste. Anne, P.Q.
Anglo-Newfoundland Development Co., Newfoundland.
Albert E. Reed & Company, Newfoundland, Limited.
Price Brothers Company, Kenogami, P.Q.
Chicoutimi Pulp Company, Chicoutimi, P.Q.
Baie St. Paul Lumber Company, Baie St. Paul, P. Q.

# Ryther & Pringle Company, Carthage, N.Y.

# HOE

# Chisel Tooth Saws

**The Choice of Lumbermen in two Hemispheres**

More than 80,000 of these saws are now in use in all parts of the world. Hoe Chisel Tooth Saws are backed by 86 years' experience in the manufacture of saws. They are made from the finest steel, evenly tempered throughout. Special Flanged Shanks and Superior Bits are supplied for sawing hardwood.

***We are the oldest Saw manufacturers in America***

## R. HOE & CO. 504-520 Grand Street, NEW YORK CITY

THE WILLIAM DAVIES CO LIMITED
PACKERS & PROVISION MERCHANTS
THE WILLIAM DAVIES CO LIMITED
PACKERS & PROVISION MERCHANTS

**When anticipating your requirement of the following or any lines not mentioned wire or write us for special prices**

Barrelled Pork
Dressed Meats
Smoked and Cured Meats
Long Clear Bacon
Sasuage
Bologna

Peerless Shortening is particularly suitable for camp use. Your cooks would be highly pleased with its firm, smooth texture. Price about 2½c. per lb. below pure lard.

Tomato Catsup in bulk especially for Lumbermen's requirements.

Pure Lard
Peerless Shortening
Mixed Pickles
Sweet Mixed Pickles
Mustard Pickles
Sauerkraut

The
# William Davies
Company, Limited
Toronto, Montreal and Winnipeg

## "Hipcoscope" Lumberman's Electric Lantern

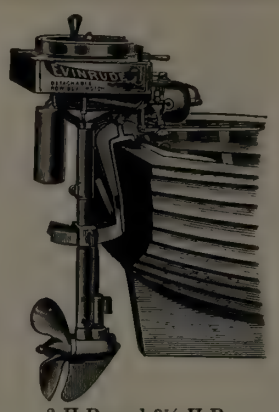
**Always Ready. Can't Start a Fire. Cheaper to Use than Oil.**

This new searchlight (see illustration) will throw a strong light 300 feet. Operated on two No. 6 dry cells which may be secured anywhere in Canada for twenty-five cents each.

The "Hipcoscope" is the ideal light for your night watchman—he can search every alley. The "Hipcoscope" gives 200 hours light for fifty cents.

It is impossible for the "Hipcoscope" to start a fire no matter what you do to it. Used with the "Hardinge" Portable Watchman's Clock your plant and yard are practically safe from fire or theft. Owing to weight it does not pay to ship batteries. Delivered free without batteries, for $4.50 anywhere in Canada.

**Lintz-Porter Co., 27 Yonge St. Arcade, Toronto**




2 H.P. and 3½ H.P.

## EVINRUDE

**Detachable Rowboat Motor**

The ideal motor for lumbermen, foresters and contractors.

Practical, durable, reliable.

Powerful for towing; can also be hooked right on to the scow, barge or float.

**One motor will do the work of three or four men.**

Waterproof magneto, built in the flywheel.

Over 35,000 in use.

**Write for catalog and prices to**

**MELCHIOR, ARMSTRONG & DESSAU**

**116 L. Broad St., NEW YORK**

# RUBBER GOODS FOR LUMBERMEN

GUTTA PERCHA & RUBBER LIMITED — TRADE MARK

**Belting** Our long experience in the making of Rubber Belts enables us to specialize on this line. "Monarch" "Red Strip" and "Lion" are our leading brands for power transmission. (Write for Booklet B-1.)

**Packings** "Redstone" High Pressure Sheet Packing has proved by test that it will outlast any other similar packing on the market. We make Spiral and Ring Packings, etc., that are equally reliable. (Booklet P-1.)

**Hose** for Steam, Water, etc., in various grades, made especially to give satisfactory and economical service under different conditions. (Booklet H-1)

**Fire Hose** One or more of our twenty brands of Fire Hose will be found, not only in the best equipped Factories, Mills, etc., but in almost every Fire Department in the Dominion. (Booklet H-1)

## Gutta Percha & Rubber, Limited

**Successors to**
**The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited**

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

## PRATT & WHITNEY CO.

**OF CANADA, LIMITED**

## SMALL TOOLS

**Taps — Dies — Reamers — Cutters — Drills**

**MADE IN CANADA**

**As good as money can buy—Guaranteed absolutely!**

***Head Office and Works, DUNDAS, ONT.***

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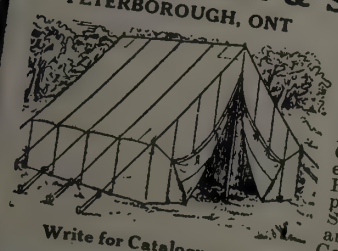

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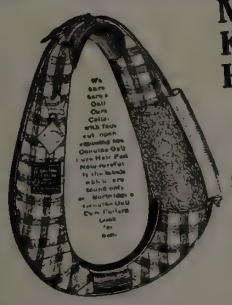

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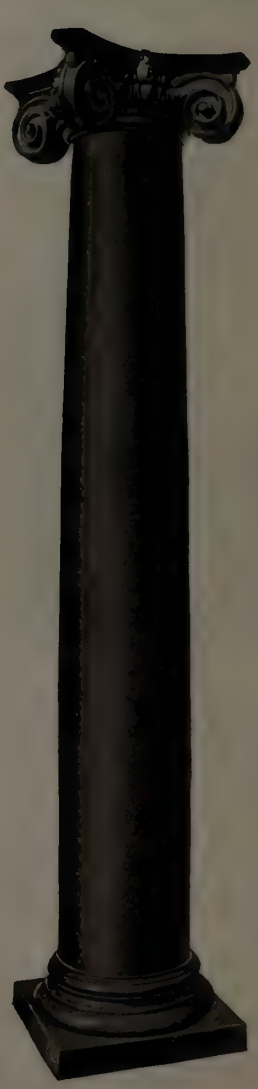

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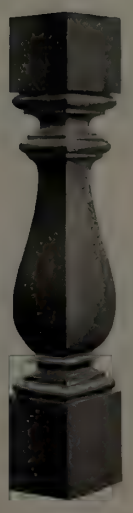

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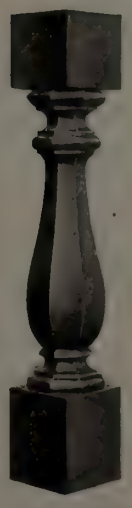

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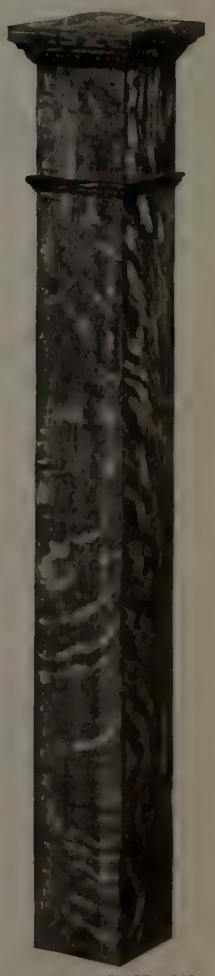

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| 6x18, 8x18, up to 32 ft. ..... | | 34 00 |
| 6x20, 8x20, up to 32 ft. ..... | | 35 00 |

Timber in lengths over 32 feet take the following additions: 33 to 35 ft., 50c; 36 to 40 ft., $1; 41 to 45 ft., $3; 46 to 50 ft., $5; 51 to 55 ft., $7; 56 to 60 ft., $9; 61 to 65 ft., $12.50; 66 to 70 ft., $15; 71 to 75 ft., $18; 76 to 80 ft., $22.

| | | |
|---|---|---|
| Fir flooring, edge grain ..... | | 35 00 |
| No. 1 and 2 cedar 1-in. Fir rough | | 38 00 |
| No. 1 and 2 clear 1¼, 1½ and 2-in. Fir rough ..... ..... | | 40 00 |
| 1½-in. No. 1 4-ft. pine lath.. | | 5 00 |
| 1½-in. No. 2 4-ft. lath ..... | | 4 75 |
| 1½-in. 32-in. pine ..... .... | | 2 65 |
| 1½-in. No. 1 4-ft. hemlock lath | | 4 00 |
| 1½-in. mill run hemlock lath | | 3 75 |
| XX B. C. cedar shingles ..... | | 2 25 |
| XXX 6 butts to 2-in. ..... | | 2 90 |
| XXXX 6 to 23-16-in. ..... | | 3 10 |
| XXXXX ..... ..... ..... | | 3 35 |

### Hardwoods—Per M. Feet, Car Lots

| | |
|---|---|
| Ash, white, 1sts and 2nds, 1½ and 2-in. | 60 00 |
| Ash, white, No. 1 common ..... | 45 00 |
| Ash, brown, 1sts and 2nds, 4/4 ..... | 50 00 |
| Ash, brown, common and better ..... | 39 00 |
| Ash, brown, 1sts and 2nds, 6/4 & 8/4. | 60 00 |
| Birch, 1sts and 2nds, 4/4 ..... ..... | 39 00 |
| Birch, No. 1 com. and bet., 4/4 ..... | 30 00 |
| Birch, 1sts and 2nds, 6/4 and 8/4 .... | 42 00 |
| Birch, 1sts and 2nds, 10/4 and 12/4.. | 45 00 |
| Birch, 1sts and 2nds, 16/4 ..... | 50 00 |
| Basswood, 1sts and 2nds, 4/4 ..... | 40 00 |
| Basswood, No. 1 com. and bet., 4/4.. | 30 00 |
| Basswood, No. 2 and 3, common .... | 18 50 |
| Basswood, 6/4 and 8/4, 1sts and 2nds. | 44 00 |
| Basswood, 6/4 and 8/4, com. and bet. | 38 00 |
| Basswood, 4/4, No. 2 com. and bet... | 28 00 |
| Soft elm, 1sts and 2nds, 4/4 ..... | 40 00 |
| Soft elm, No. 1 com. and bet., 4/4 .... | 28 00 |
| Soft elm, No. 2 and 3 common ..... | 17 50 |
| Soft elm, 6/4 and 8/4, 1 and 2 ..... | 42 00 |
| Rock elm, 1sts and 2nds, 6/4 x 8/4.. | 55 00 |
| Rock elm, No. 2 com. and bet. 6/4 and 8/4 ... .... ..... ..... ..... | 37 00 |
| Soft maple, 1sts and 2nds, 4/4 ..... | 33 00 |
| Soft maple, com. and bet., 4/4 ..... | 25 00 |
| Soft maple, 6/4 & 8/4, 1sts and 2nds. | 35 00 |
| Hard maple, 1sts and 2nds, 4/4 ..... | 37 00 |
| Hard maple, common and better, 4/. | 28 00 |
| Hard maple, 12/4 & 16/4, 1sts and 2nds. | 46 00 |
| Red oak, plain 1sts and 2nds, 4/4.. | 59 00 |
| Red oak, plain 1sts and 2nds, 6/4 & 8/4 | 65 00 |
| Red oak, plain 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .. | 75 00 |
| White oak, plain, 1sts and 2nds, 4/4. | 59 00 |
| White oak, plain, 1sts and 2nds, 1½ and 2-in. ..... ..... ..... ..... | 65 00 |
| White oak, plain, 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .... | 75 00 |
| White oak, ¼ cut, 1sts and 2nds, 4/4. | 85 00 |
| White oak, ¼ cut, 5/4 and 6/4, 1sts and 2nds ..... ..... ..... | 88 00 |
| White oak, ¼ cut No. 1 common .... | 55 00 |
| Hickory, 1sts and 2nds, 4/4 ..... | 70 00 |
| Hickory, 6/4 and 8/4, 1sts and 2nds. | 75 00 |

## OTTAWA, ONT.

Manufacturers' Prices

| | | |
|---|---|---|
| **Pine good sidings:** | | |
| 1-in. x 7-in. and up .....$52 00 | | 54 00 |
| 1¼-in. & 1½-in. x 8-in. and up | 55 00 | 58 00 |
| 2-in. x 7-in. and up ..... | 58 00 | 62 00 |
| No. 2 cuts 2 x 8-in. and up .. | 40 00 | 42 00 |
| **Pine good strips:** | | |
| 1-in. ..... ..... ..... | 38 00 | 40 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 52 00 |
| 2-in. ..... ..... ..... | 52 00 | 55 00 |
| **Pine good shorts:** | | |
| 1-in. x 7-in. and up ..... | 40 00 | 42 00 |
| 1-in. x 4-in. to 6-in. ..... | 30 00 | 33 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 54 00 |
| 2-in. ..... ..... ..... | 52 00 | 54 00 |
| 7-in. to 9-in. A sidings .... | 25 00 | 27 00 |
| Pine, No.. 1 dressing sidings .. | 30 00 | 33 00 |
| Pine, No. 1 dressing strips .. | 29 00 | 30 00 |
| Pine, No. 1 dressing shorts .. | 22 00 | 24 00 |
| Pine, 1-in. x 4-in. s.c. strips .. | 22 00 | 23 00 |
| Pine, 1-in. x 5-in. s.c. strips .. | 24 00 | 25 00 |
| Pine, 1-in. x 6-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 1-in. x 7-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 8 s.c., 12 ft. to 16 ft. ... | 25 00 | 26 00 |
| Pine, 1-in. x 10-in. M.R. ..... | 27 00 | 28 00 |
| Pine, s.c. sidings, 1½ and 2-in. | 28 00 | 30 00 |
| Pine, s.c. strips 1-in. ..... | 21 00 | 23 00 |
| 1¼, 1½ and 2-in.. ..... | 24 00 | 26 00 |
| Pine, s.c. shorts, 1 x 4 to 6 in. | | 20 00 |
| Pine, s.c. and bet., shorts, 1 x 5 | 20 00 | 21 00 |
| Pine, s.c. and bet., shorts, 1 x 6 | 20 00 | 21 00 |
| Pine, s.c. shorts, 6'-11' 1"x10" | 23 00 | 24 00 |
| Pine, box boards: | | |
| 1" x 4" and up, 6'-11' .... | 17 50 | 18 00 |
| 1"x3" to 6", 12'-16' ..... | 19 00 | 20 00 |
| Pine mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up ..... ..... .... | 17 00 | 19 00 |
| Pine mill culls stock 1 x 12 ... | 21 00 | 22 00 |
| Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft. ..... | 17 00 | 18 00 |
| O. culls r & w p ..... ..... | 15 00 | 17 00 |
| Red pine, log run: | | |
| mill culls out, 1-in. ..... | 18 00 | 20 00 |
| mill culls out, 1¼-in. ..... | 19 00 | 21 00 |
| mill culls out, 1½-in. ..... | 19 00 | 21 00 |
| mill culls out, 2-in. ..... | 22 00 | 24 00 |
| Mill culls, white pine, 1"x7" and up ..... ..... ..... | 20 00 | 21 00 |
| Mill run Spruce: | | |
| 1"x4" and up, 6'-11' ..... | 17 00 | 18 00 |
| 1"x4" and up, 12'-16' ..... | 18 00 | 20 00 |
| 1"x9"-10" and up, 12'-16' .. | 22 00 | 24 00 |
| 1¼"x7" 8-9" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x10" and up, 12'-16' .... | 22 00 | 24 00 |
| 1½" & 2"x12" and up, 12'-16' | 25 00 | 26 00 |
| Spruce 1-in. clear (fine dressing and B) ..... ..... ..... | 25 00 | 27 00 |
| Hemlock 1-in. cull ..... ..... | 13 00 | 15 00 |
| Hemlock 1-in. log run ..... | 17 00 | 20 00 |
| Hemlock 2x4, 6, 8, 10, 12/16'. | 19 00 | 23 00 |
| Tamarac ..... ..... ..... | 19 00 | 20 00 |
| Basswood log run, dead culls out | 22 00 | 24 00 |
| Basswood log run mill culls out | 23 00 | 26 00 |
| Birch log run ..... ..... | 19 00 | 22 00 |
| Soft elm, common and better, 1, 1½, 2-in. ..... ..... | 20 00 | 24 00 |
| Ash, black, log run ..... | 25 00 | 28 00 |
| 1 x 10 No. 1 barn ..... .... | 33 00 | 36 00 |
| 1 x 10 No. 2 barn ..... ... | 23 00 | 26 00 |
| 1 x 8 and 9 No. 2 barn ..... | 22 00 | 23 00 |
| Lath per M: | | |
| No. 1 white pine 1½-in. x 4-ft. | 4 25 | 4 50 |
| No. 2 White Pine ..... .... | 3 80 | 3 95 |
| Mill run white pine ..... .... | 4 00 | 4 25 |
| Spruce, mill run 1½-in. ..... | 3 25 | 3 50 |
| Red pine, mill run ..... ..... | 3 60 | 3 70 |
| Hemlock, mill run ..... .... | 2 75 | 3 00 |
| 32-in. lath ..... ..... ..... | 2 00 | 2 00 |
| Pine Shingles | | |
| xxxx, 18-in. ..... ..... | 3 00 | 3 50 |
| Clear butt 18-in. ..... .... | 2 50 | 3 25 |
| xx ..... ..... ..... | | 1 75 |
| White Cedar Shingles: | | |
| xxxx, 18-in. ..... ..... | 3 75 | 4 25 |
| Clear butt, 18-in. ..... .. | 3 00 | 3 50 |
| 18-in. xx ..... ..... .... | | 2 00 |
| Spruce logs (pulp) ..... .... | 13 00 | 15 00 |

## QUEBEC, QUE.

| | cts. | |
|---|---|---|
| White Pine—In the Raft | | |
| First class Ottawa waney, 18-in. average, according to lineal.. | 60 | 65 |
| Oak—Michigan and Ohio | | |
| By the dram, according to average and quality .... ..... | 60 | 70 |
| Elm | | |
| By the dram, according to average and quality, 40 to 45 feet | 70 | 75 |
| By the dram, according to average and quality, 30 to 35 feet. | 50 | 60 |

### Ash

| | | |
|---|---|---|
| 13 inches and up, according to average and quality, per cu. ft. | 25 | 30 |
| Average 16 inch ..... ..... | 30 | 40 |

### Birch

| | | |
|---|---|---|
| 14 inch, per cu. ft. ..... | 20 | 22 |
| 15 inch, per cu. ft. ..... | 24 | 26 |
| 16 inch, per cu. ft. ..... | 28 | 30 |
| 18 inch, per cu. ft. ..... | 32 | 35 |

### Quebec Spruce Deals

| | | |
|---|---|---|
| 12 ft. and up x 3 x 9 and up. | $22 00 | 23 00 |
| Oddments ..... ..... ..... | 17 00 | 18 00 |
| Boards, 1 and 2 in. ..... .... | 16 00 | 18 00 |

### Birch Planks

| | | |
|---|---|---|
| 1 to 4 in. ..... ..... .... | 16 00 | 18 00 |

## SARNIA, ONT.

Fine, Common and Better

| | | |
|---|---|---|
| 1 x 6 and 8 in. ..... ..... .....$54 00 | | |
| 1 in., 8 in. and up wide ..... .. | 62 00 | |
| 1¼ and 1½ in. and up wide ..... | 65 00 | |
| 2 in. and up wide ..... ..... .... | 70 00 | |

### Cuts and Better

| | |
|---|---|
| 4/4 x 8 and up No. 1 and better ..... | 55 00 |
| 6/4 x 8 and up No. 1 and better ..... | 65 00 |
| 8/4 x 8 and up No. 1 and better ..... | 65 00 |
| 6/4 x 6 and up No. 2 and better ..... | 52 00 |
| 8/4 x 6 and up No. 2 and better ..... | 54 00 |
| 6/4 x 6 and up No. 3 and better ..... | 46 00 |
| 8/4 x 6 and up No. 3 and better ..... | 50 00 |

### No. 1 Cuts

| | |
|---|---|
| 1 in., 8 in. and up wide ..... ..... | 42 00 |
| 1¼ in., 8-in. and up wide ..... ..... | 55 00 |
| 1½ in., 8-in. and up wide ..... .... | 57 00 |
| 2 in., 8-in. and up wide ..... ..... | 60 00 |
| 2½ and 3 and 8-in. and up wide .... | 75 00 |
| 4 in., 8-in. and up wide ..... ..... | 85 00 |

### No. 2 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide ..... ..... | 31 00 |
| 1¼ in., 6-in. and up wide ..... ... | 42 00 |
| 1½ in., 6-in. and up wide ..... .... | 44 00 |
| 2-in., 6-in. and up wide ..... ..... | 47 00 |
| 2½, 3 and 4 in., 6-in. and up wide ..... ..... ..... | 62 00 65 00 |

### No. 3 Cuts

| | |
|---|---|
| 1 in., 6-in. and up wide ..... .... | 24 00 |
| 1¼ and 1½ in., 6-in. and up wide.. | 33 00 |
| 2-in., 6-in. and up wide ..... ..... | 33 00 |
| 2½, 3 and 4-in., 6-in. and up wide ..... ..... ..... | 43 00 48 00 |

### Common and Dressing Mill Run

| | |
|---|---|
| 1-in. x 4-in. ..... ..... ..... .... | 25 00 |
| 1-in. x 5-in. ..... ..... ..... .... | 25 00 |
| 1-in. x 6-in. ..... ..... ..... .... | 26 00 |
| 1-in. x 8-in. ..... ..... ..... .... | 27 00 |
| 1-in. x 10-in. ..... ..... ..... .... | 29 00 |
| 1-in. x 12-in. ..... ..... ..... .... | 34 00 |
| 1 in. x 13 in. and up ..... ..... | 34 00 |
| 1¼, 1½ and 2-in. ..... ..... .... | 30 00 |

### No. 1 Barn

| | | |
|---|---|---|
| 1 inch ..... ..... ..... | 31 00 | 45 00 |
| 1¼, 1½ and 2-in. ..... ..... | 36 00 | 45 00 |
| 2½ and 3-in. ..... ..... | | 45 00 |
| 4 inch ..... ..... ..... | | 50 00 |

### No. 2 Barn

| | | |
|---|---|---|
| 1 inch ..... ..... ..... | 28 00 | 36 00 |
| 1¼, 1½ and 2-in. ..... .... | 30 00 | 36 00 |
| 2½ and 3-in. ..... ..... | | 38 00 |

### No. 3 Barn

| | | |
|---|---|---|
| 1 inch ..... ..... ..... | 21 00 | 28 00 |
| No. 1, 1, 1¼, 1½, 2-in. ..... | 20 00 | 25 00 |

### Box

| | | |
|---|---|---|
| No. 1, 1, 1¼, 1½, 2-in. ..... | 22 00 | 25 00 |
| No. 2, 1¼, 1½, 2-in. ..... | 19 00 | 23 00 |

### Mill Culls

| | | |
|---|---|---|
| Mill run culls, 1-in. ..... .. | | 19 00 |
| 1, 1¼, 1½ and 2-in. ..... | | 20 00 |
| No. 2 ..... ..... ..... | 17 00 | 18 00 |

### Lath

| | |
|---|---|
| No. 1, 32-in. pine ..... ..... .... | 1 75 |
| No. 2, 48-in. pine ..... ..... ..... | 4 25 |
| No. 1, 48-in. pine ..... ..... ..... | 4 75 |
| No. 3, 48-in. pine ..... ..... ..... | 3 75 |

## WINNIPEG, MAN.

No. 1 Pine, Spruce and Tamarac

| Dimension | S. 1 S. and 1 E. | | | |
|---|---|---|---|---|
| | 6 ft. | 8 ft. | 10 ft. | 14x16 ft. |
| 2 x 4 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 6 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 8 ... ... | 17 00 | 17 50 | 21 00 | 19 00 |
| 2 x 10 ... ... | 18 00 | 18 50 | 21 50 | 20 00 |
| 2 x 12 ... ... | 18 00 | 19 00 | 23 50 | 21 50 |

Dimension in the rough or surfaced one side 50c. per M. extra.

## FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

Dimension

| | |
|---|---|
| 2 x 4-12 ..... ..... ..... ..... | 20 50 |
| 2 x 4-8-14-16 ..... ..... ..... .. | 20 50 |
| 2 x 4-10-18-20 ..... ..... ..... | 22 50 |
| 2 x 6, 8 to 16 ..... ..... ..... | 20 00 |
| 2 x 8, 8 to 16 ..... ..... ..... | 20 50 |
| 2 x 4-6 and 8-in.; 8, 12, 14 and 16 ft. | 22 50 |
| 2 x 4-6 and 8-in.; 10 ft. ..... ..... | 24 50 |
| 2x4-6 and 8-in.; 24,26,28, 30, 32 ft... | 26 50 |
| 2 x 10 and 2 x 12; 8-16 ft. ..... .... | 23 50 |
| 2 x 10 and 2 x 12; 18, 20, 22 ft. ..... | 25 50 |
| 2 x 10 and 2 x 12; 24, 26, 28, 30, 32 ft. | 27 50 |

### No. 1 Common Boards

| | |
|---|---|
| 4 inch ..... ..... ..... ..... .. | 19 00 |
| 6 inch ..... ..... ..... ..... .. | 21 50 |
| 8, 10, 12 inch ..... ..... ..... .. | 23 50 |
| Mixed widths ..... ..... ..... .. | 22 50 |

### Flooring

| | |
|---|---|
| 4 or 6 inch No. 1 ..... ..... .... | 33 00 |
| 4 or 6 inch No. 2 ..... ..... .... | 31 00 |
| 4 or 6 inch No. 3 ..... ..... .... | 25 00 |

### Shiplap—Finished

| | |
|---|---|
| 4 inch ..... ..... ..... ..... .. | 19 50 |
| 6 inch ..... ..... ..... ..... .. | 23 00 |
| 8, 10 and 12 inch ..... ..... ..... | 24 00 |

### Siding

| | |
|---|---|
| 6 inch No. 1 ..... ..... ..... .. | 33 00 |
| 6 inch No. 2 ..... ..... ..... .. | 31 00 |
| 6 inch No. 3 ..... ..... ..... .. | 25 00 |

### Lath

| | |
|---|---|
| No. 1 Cedar, pine, spruce (not mixed) | 5 00 |
| No. 1 Cedar, pine, spruce (mixed) ... | 4 50 |
| No. 2 Cedar, pine, spruce (mixed) ... | 3 25 |

## PINE—ROUGH TIMBER

| | |
|---|---|
| 3 x 6 in.; 8 to 16 ft. ..... ..... ..25 10 | |
| 3 x 8 in.; 8 to 16 ft. ..... ..... .. | 22 00 |
| 3 x 12, 4 x 4, 6 x 6 in.; 8-16 ft. ..... | 25 00 |
| 4 x 10 to 10 x 10, 8 x 8, 6 x 12 in. up to 32 ft. ..... ..... ..... | 27 00 |

## BRITISH COLUMBIA COAST FIR

Dimension S 1 S, and E.

| | |
|---|---|
| 2 x 4 in.; 6 and 8 ft. ..... ..... .. | 17 50 |
| 2 x 4 in.; 12 x 14 ft. ..... ..... .. | 18 50 |
| 2 x 4 in.; 10 x 16 ft. ..... ..... .. | 19 50 |
| 2 x 4 in.; 18 x 20 ft. ..... ..... .. | 20 50 |
| 2 x 4 in.; 22 x 24 ft. ..... ..... .. | 21 50 |
| 2 x 4 in.; 26 x 32 ft. ..... ..... .. | 23 50 |
| 2 x 10 and 2 x 12 in.; 10 to 16 ft. .... | 20 00 |
| 2 x 10 and 2 x 12 in.; 18 and 20 ft. .... | 22 00 |
| 2 x 10 and 2 x 12 in.; 22 and 24 ft. .... | 23 00 |
| 2 x 10 and 2 x 12 in.; 26 to 32 ft. .... | 25 00 |
| 2 x 14 in.; 10 to 16 ft. ..... ..... | 25 00 |
| 2 x 14 in.; 18 and 20 ft. ..... ..... | 27 00 |
| 2 x 14 in.; 22 and 24 ft. ..... ..... | 28 00 |
| 2 x 14 in.; 26 to 32 ft. ..... ..... | 30 00 |
| 3 x 3 and 3 x 4 in.; 8 to 14 ft. ..... | 21 00 |
| 3 x 3 and 3 x 4 in.; 8 to 16 ft. ..... | 22 00 |
| 3 x 3 and 3 x 4 in.; 18 and 20 ft. ..... | 23 00 |
| 3 x 3 and 3 x 4 in.; 22 and 24 ft. ..... | 24 00 |
| 3 x 3 and 3 x 4 in.; 26 to 32 ft. .... | 26 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 6 to 16 ft. ... | 24 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 18 and 20 ft. ... | 24 50 |
| 6 x 6, 6 x 8, 8 x 8 in.; 22 and 24 ft. ... | 25 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 26 to 32 ft. ... | 25 50 |

### FLOORING

| | |
|---|---|
| Nos. 1 and 2, 1 x 3 in., E. G. ..... | 32 00 |
| Nos. 1 and 2, 1 x 4 in., E. G. ..... | 31 00 |
| Nos. 1 and 2, 1 x 6 in., E. G. ..... | 29 00 |
| Nos. 1 and 2, 1 x 4 in., or 6 in., F. G. | 23 00 |
| No. 3, 1 x 4 in. or 6 in. ..... ..... | 20 00 |
| No. 3 Edge grain $3.00 per M. extra. | |

### SHIPLAP

| | |
|---|---|
| B. C. Fir, 6 in. ..... ..... ..... | 19 00 |
| B. C. Fir, 8, 10, 12 in.; 8 to 16 ft. ... | 20 00 |
| No. 2 Shiplap, 6 in. ..... ..... .... | 19 00 |
| No. 2 Shiplap, 8, 10 and 12 in. ..... | 20 00 |

### FIR, COMMON BOARDS, S 1 S, 8 to 16 Ft.

| | |
|---|---|
| Mixed widths (may contain 30 per cent. 4 and 6 in.) ..... ..... ..... .. | 19 00 |
| Common Boards, 8 to 12 in. ..... | 20 00 |
| No. 2 Mixed widths ..... ..... .... | 17 00 |
| No. 2 Boards, 8 to 12 in. ..... ..... | 18 00 |

### SHINGLES

| | |
|---|---|
| XXX B. C. Cedar ..... ..... ..... | 2 75 |

### LATH

| | |
|---|---|
| Fir lath, 3/8 x 1 3/8 in. x 4 ft., bundled in 50's ..... ..... ..... ..... | 4 00 |
| Cedar lath 3/8 x 1 3/8 in. x 4 ft. .... | 4 50 |

## BUFFALO AND TONAWANDA, N.Y.

White Pine

Wholesale Selling Price

| | |
|---|---|
| Uppers 4/4 ..... ..... ..... ....$94 00 | |
| Uppers 5/4 to 8/4 ..... ..... ... | 92 00 |
| Uppers 10/4 to 12/4 ..... ..... .... | 97 00 |
| Selects 4/4 ..... ..... ..... .... | 84 00 |
| Selects 5/4 to 8/4 ..... ..... .... | 82 00 |
| Selects 10/4 to 12/4 .... ..... .... | 92 00 |
| Fine common 4/4 ..... ..... .... | 61 00 |
| Fine Common 5/4 ..... ..... .... | 65 00 |
| Fine common 6/4 ..... ..... .... | 65 00 |
| Fine common 8/4 ..... ..... .... | 67 00 |
| No. 1 Cuts 4/4 ..... ..... ..... | 51 00 |
| No. 1 Cuts 5/4 ..... ..... ..... | 57 00 |
| No. 1 Cuts 6/4 ..... ..... ..... | 59 00 |
| No. 1 Cuts 8/4 ..... ..... ..... | 61 00 |
| No. 2 Cuts 4/4 ..... ..... ..... | 32 00 |
| No. 2 Cuts 5/4 ..... ..... ..... | 43 00 |
| No. 2 Cuts 6/4 ..... ..... ..... | 45 00 |
| No. 2 Cuts 8/4 ..... ..... ..... | 50 00 |
| No. 3 Cuts 5/4 ..... ..... ..... | 33 00 |
| No. 3 Cuts 6/4 ..... ..... ..... | 34 00 |
| No. 3 Cuts 8/4 ..... ..... ..... | 36 00 |
| Dressing 5/4 ..... ..... ..... .... | 46 00 |
| Dressing 5/4 x 10 ..... ..... .... | 51 00 |
| Dressing 5/4 x 12 ..... ..... .... | 52 00 |
| No. 1 Moulding 5/4 ..... ..... .. | 58 00 |
| No. 1 Moulding 6/4 ..... ..... ... | 58 00 |

(Continued on page )

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Toronto Blower Company
Zelnicker Supply Co., Walter A.

### BOILERS
Inglis Company, John
Jenckes Machine Company
Leonard & Sons, Limited, E.
Waterous Engine Works Company
Zelnicker Supply Co., Walter A.

### BOILER INSURANCE
Boiler Inspection Insurance Co.

### BOX MACHINERY
Luther Company, Inc., B. G.
Mereen-Johnson Machinery Company
Morgan Machine Company
Zelnicker Supply Co., Walter A.

### BUILDING PAPERS
Bird & Son

### CALKS
Steel Company of Canada

### CAMP SUPPLIES
Canadian Milks Products Limited
Borbridge, S. & H.
Davies Company, Limited, Wm.
Eby-Blain Company, Limited
Eckardt & Company, H. P.
Enterprise Foundry Company
Johnson, A. H.
Lamontagne, Limited
Maples Limited
Morin & Company, Dr. Ed.
Smart-Woods Limited
Turner & Sons, J. J.

### CANT HOOKS
Pink Company, Thomas
Zelnicker Supply Co., Walter A.

### CEDAR
Thurston-Flavelle Lumber Company

### CHAINS
Laughlin Company, Thomas
McKinnon Chain Company
Pink & Company, Thos.
Standard Chain Company
Waterous Engine Works Company
Woodhouse Chain Company
Zelnicker Supply Co., Walter A.

### COOPERAGE
Sutherland-Innes Company, Limited

### CLOTHING
Grant, Holden & Graham
Oxford Mfg. Company, Limited

### CRANES AND DERRICKS
Zelnicker Supply Co., Walter A.

### CRAYONS
Zelnicker Supply Co., Walter A.

### CYPRESS
Harris Lumber Company, Frank H.
Louisiana Red Cypress Company
Wilson Lumber Company
Wilson Bros.
Wistar, Underhill & Nixon

### DADO HEADS
Cocker Manufacturing Company

### DOORS
Batts Limited
Benson & Bray, Limited
Boake Manufacturing Company
Christie Woodworking Co., Ltd.
Haeberle Lumber Company
Harquail Company, Ltd., J. & D. A.
Rat Portage Lumber Company
Rimouski Lumber Company
Tessier, Alphonse

### DOUGLAS FIR
Auger & Son
British America Mills & Timber Co., Limited
B. C. Mills Timber & Trading Co.
Cameron & Company
Mason, Gordon & Company
Timberland Lumber Company
Timms, Phillips & Company

### DRY KILNS
Sheldons, Limited

### DUST COLLECTORS
Canadian Blower & Forge Company
Sheldons Limited

### EMERY GRINDERS
Carborundum Company

### ENGINES
Canadian Blower & Forge Company
Jenckes Machine Company
Leonard & Sons, Limited, E.
Waterous Engine Company
Zelnicker Supply Co., Walter A.

### EXHAUST FANS
Canadian Blower & Forge Company
Sheldons Limited

### EXHAUST SYSTEMS
Canadian Blower & Forge Company
Sheldons Limited
Toronto Blower Company

### FILES
Disston & Sons, Henry
Nicholson File Company
Simonds Canada Saw Company

### GRAPHITE
Turner Brothers Canada, Limited

### HARDWOODS
Anderson Lumber Company, C. G.
Blakeslee, Perrin & Darling
Bradley Company
Bury & Company, Robert
Cameron & Company
Fassett Lumber Company
Gillespie, James
Harris Lumber Company, Frank H.
Hocken Lumber Company
Hoffman Bros. Company
Hyde Lumber Company
Newman, John P.
Rat Portage Lumber Company
Rimouski Industrial Company
Spencer, C. A.
Stearns Salt & Lumber Company
Webster & Bro., James
Wheeler & Company, J. W.

### HARDWOOD FLOORING
Canada Wood Specialty Company
Siemon Bros.
Wilson Bros.

### HEMLOCK
Anderson Lumber Company, C. G.
Bartram Bros.
Cameron & Company
Canada Lumber Sales Company
Graves, Bigwood & Company
Haeberle Lumber Company
Hocken Lumber Company
McGibbon Lumber Company
Mason, Gordon & Company
Spears & Lauder
Spencer, C. A.
The Long Lumber Company

### HOSE
Canadian Consolidated Rubber Co.
Can. H. W. Johns-Manville Co., Ltd.
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited
Zelnicker Supply Co., Walter A.

### HARDWOOD VENEER DOORS
Wilson Bros.

### INTERIOR FINISH
Wilson Bros.

### KNIVES
Cocker Manufacturing Company
Disston & Sons, Henry
Peter Hay Knife Company
Simonds Canada Saw Company

### LARRIGANS
Ault Company, Limited, A. W.

### LATH
Austin & Nicholson
Bartram Bros.
Beck Mfg. Company, C.
Christy-Moir Company
Fraser Limited
Fraser-Bryson Lumber Company
Georgian Bay Lumber Company
Harris Tie & Timber Company
Graves, Bigwood & Company
McGibbon Lumber Company
New Ontario Colonization Company
Rat Portage Lumber Company
River Ouelle Pulp & Paper Co.
Spencer, C. A.
Victoria Harbor Lumber Company

### LAUNCHES
Adams Launch & Engine Company

### LOCOMOTIVES
Canadian Locomotive Company
Climax Manufacturing Company
Heisler Locomotive Company
Montreal Locomotive Works
Zelnicker Supply Co., Walter A.

### LOGGING & MACHINERY EQUIPMENT
Canadian Warren Axe & Tool Co.
Russell Brothers
Ryther & Pringle Company
Waterous Engine Works Company
Zelnicker Supply Co., Walter A.

### LUMBER
Atlantic Coast Lumber Corporation
Austin & Nicholson
Bathurst Lumber Company, Limited
Boake Manufacturing Company
Brand, J. B.
Bromley, W. H.
Burritt Company, A. W.
Canada Wood Specialty Company
Christie Woodworking Co., Ltd.
Dudley, A. N.
Eagen, W. T.
Eagle Lumber Company
Eagles & Company, John S.
Federal Lumber Company
Fassett Lumber Company
Garrett Lumber Company, T. H.
Georgian Bay Lumber Company
Goodday, H. R.
Harris Lumber Company, Frank H.
Harris Tie & Timber Company
Harrison & Sons, John
Hettler Lumber Co., Herman H.
Harquail Company, Ltd., J. & D. A.
Laidlaw Lumber Company, R.
McLennan Lumber Company
Montreal Lumber Company
Miller Company, Limited, W. H.
Murphy & Company, J. J.
Newman, John P.
New Ontario Colonization Company
Oliver Lumber Company
Parry Sound Lumber Company
Reid, J. M.
Ritter Lumber Company, W. M.
River Ouelle Pulp & Lumber Co.
Smith Lumber & Shingle Co., Sid. B.
South Coast & Northern Lumber Co., Incorporated
Terry & Gordon
Trudeau, A.
Union Lumber Company, Limited
Victoria Harbor Lumber Company
Wilson Bros.
Williams Lumber Company, Ltd.

### LUMBER CRAYONS
Superior Manufacturing Company
Zelnicker Supply Co., Walter A.

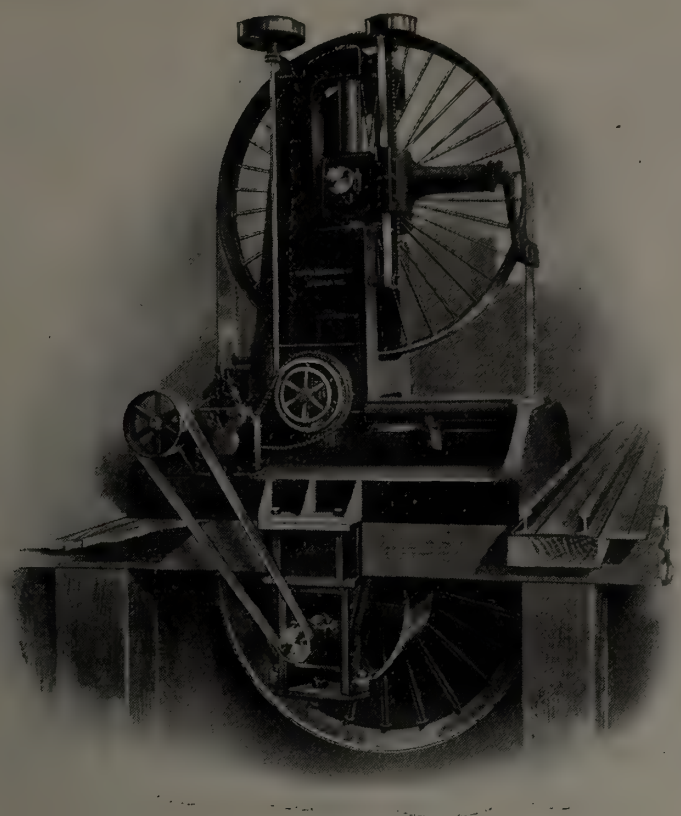
### LUMBER MEASURING REGISTER
Jas. Morrison Brass Mfg. Company

### LUMBER TRUCKS
Norman S. Knox
Tudhope Anderson Company

### LUMBER WAGONS
McFarlane Wagon Co., Ltd.

### MOTORS
Melchior, Armstrong & Dessau

### NORTHERN PINE
Anderson Lumber Company, C. G.
Auger & Son
Beck Manufacturing Company, C.
Blair & Rolland
Bromley, W. H.
Burstall & Company, J.
Cameron & Company
Camwick Lumber Company, Limited
Chew Bros.
Cleveland-Sarnia Sawmills Company



Clark 9 Ft., 10 Ft., 11 Ft. Band

# Clark Bros. Co.

## OLEAN, NEW YORK, U. S. A.

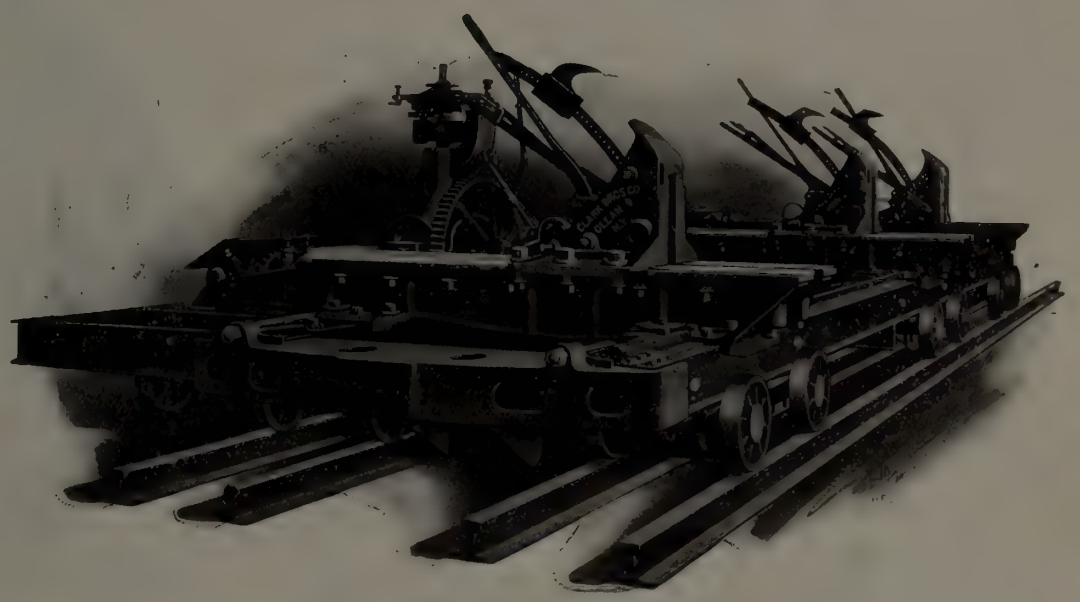
**Saw Mill Engineers and Manufacturers of Saw Mill Machinery**

A complete line of heavy-duty saw mill machinery covering the requirements of any kind of timber from the largest to the smallest logs.

***Send for Catalog***

Clark Heavy-Duty Saw Mill Engine

THE USE OF PROVEN EFFICIENT MACHINERY AND OF LABOR REDUCING METHODS INCREASES PROFITS



A Clark All Steel Carriage for Big Logs up to 10 Ft. Diameter

Saw Mill with Concrete Building

**530,000 feet every 21 Hours with *28 MEN*** on the sawing floor is obtained in a Pacific Coast mill equipped with **CLARK** Machinery. You do not hesitate to investigate possibilities of reduced costs and increased returns so

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Illustrations and mill plans, clear and quickly understood will be furnished. 35 years devoted exclusively to the development of saw mill design and equipment guarantees you proven machines and methods.

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**MANILIA**
Pacific Commercial Co.

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## CURRENT LUMBER PRICES—Continued

| | |
|---|---|
| No. 1 Moulding 8/4 | 58 00 |
| No. 2 Moulding 5/4 | 47 00 |
| No. 2 Moulding 6/4 | 47 00 |
| No. 2 Moulding 8/4 | 47 00 |
| No. 1 Barn 1 x 12 | 48 00 |
| No. 1 Barn 1 x 6 and 8 | 34 00 |
| No. 1 Barn 1 x 10 | 36 00 |
| No. 2 Barn 1 x 6 and 8 | 32 00 |
| No. 2 Barn 1 x 10 | 34 00 |
| No. 3 Barn 1 x 6 and 8 | 26 00 |
| No. 3 Barn 1 x 10 | 27 00 |
| Box 1 x 6 and up | 23 00 |
| Box 1 x 10 | 25 00 |
| Box 1 x 12 | 26 00 |
| Box 1 x 13 and up | 30 00 |

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda:

| | 1s & 2s | No. 1 Com. | No. 2 Com. |
|---|---|---|---|
| **MAPLE** | | | |
| 4/4 | 30 - 32 | 20 - 22 | 14 - 16 |
| 5/4 to 8/4 | 33 - 35 | 22 - 24 | 14 - 15 |
| 10/4 to 16/4 | 37 - 39 | 27 - 29 | 19 - 21 |
| **RED BIRCH** | | | |
| 4/4 | 41 - 43 | 27 - 29 | 15 - 17 |
| 5/4 to 8/4 | 43 - 45 | 29 - 31 | 17 - 19 |
| **SAP BIRCH** | | | |
| 4/4 | 35 - 37 | 23 - 25 | 17 - 19 |
| 5/4 and up | 37 - 39 | 25 - 27 | 17 - 19 |
| **SOFT ELM** | | | |
| 4/4 | 35 - 37 | 24 - 26 | 15 - 17 |
| 5, 6 & 8/4 | 37 - 39 | 26 - 28 | 17 - 19 |
| **BASSWOOD** | | | |
| 4/4 | 33 - 35 | 24 - 26 | 16 - 18 |
| Thicker | 35 - 37 | 26 - 29 | 19 - 20 |
| **PLAIN OAK** | | | |
| 4/4 | 51 - 53 | 32 - 34 | 20 - 22 |
| 5/4 to 8/4 | 53 - 55 | 34 - 36 | 22 - 24 |
| **ASH, WHITE AND BROWN** | | | |
| 4/4 | 45 - 47 | 27 - 29 | 18 - 20 |
| 5/4 to 8/4 | 52 - 54 | 29 - 31 | 19 - 21 |
| 10/4 and up | 61 - 63 | 41 - 43 | 21 - 23 |

| | | |
|---|---|---|
| **BOSTON, MASS.** | | |
| White pine uppers, 1 to 2 in. | 92 00 | 98 00 |
| Selects, 1 to 2 inch | 80 00 | 88 00 |

| | | |
|---|---|---|
| Fine common, 1 in. | 68 00 | 70 00 |
| Fine common, 1¼ to 2 in. | 70 00 | 72 00 |
| No. 1 Cuts 1 in. | | 55 00 |
| No. 1 Cuts 1¼ to 2 in. | 60 00 | 64 00 |
| No. 2 Cuts, 1 in. | | 40 00 |
| No. 2 Cuts, 1¼ to 2 in. | 48 00 | 50 00 |
| Barn Boards, No. 1, 1 x 12 | 48 00 | 50 00 |
| No. 1, 1 x 10 | 37 00 | 38 00 |
| No. 1, 1 x 8 | | 37 00 |
| No. 2, 1 x 12 | 36 00 | 40 00 |
| No. 2, 1 x 10 | 34 00 | 35 00 |
| No. 2, 1 x 8 | 33 00 | 34 00 |
| No. 3, 1 x 12 | 31 00 | 32 00 |
| No. 3, 1 x 10 | 29 00 | 30 00 |
| No. 3, 1 x 8 | | 29 00 |
| Canadian spruce boards | 23 50 | 25 00 |
| Spruce, 10 in. dimension | 25 00 | 27 00 |
| Spruce 12 in. dimension | 26 50 | 28 00 |
| Spruce, 9 in. | 23 50 | 24 50 |
| Spruce, 8 in. and under dimen. | | 25 00 |
| 10 and 12 in. random lengths, 10 ft. and up | | 24 00 |
| 2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 and 3 x 4 random lengths, 10 feet and up | 21 00 | 22 50 |

| | | |
|---|---|---|
| All other random lengths, 7-in. and under, 10 ft. and up | 21 00 | 21 50 |
| 5-inch and up merchantable boards, 8 ft. and up, p 1s | 21 00 | 22 00 |
| 1 x 2 and 1 x 3 furring, p 1s clipped and bundled | 22 00 | 22 50 |
| 1½-in. spruce laths | | 4 15 |
| 1½-in. spruce laths | | 3 80 |
| **New Brunswick Cedar Shingles** | | |
| Extras | 3 30 | 3 40 |
| Clears | | 2 70 |
| Second clears | | 2 60 |
| Clear whites | | 2 30 |
| Extra 1s (Clear whites out) | | 1 50 |
| Extra 1s (Clear whites in) | | 1 00 |
| Red Cedar Extras, 16-in. 5 butts to 2-in. | | 3 50 |
| Red Cedar Eurekas, 18-inch 5 butts to 2-in. | | 4 25 |
| Red Clear Perfection, 5 butts to 2¾ | | 4 80 |
| Washington 16-in. 5 butts to 2-in. extra red clear | 3 30 | 3 40 |


OUR long experience with the particular requirements of the Lumber Industry of Canada places us in a position to give you exactly what you require for your particular work.

We have lately opened a branch at Hull, Que., where a full line of cross-cut saws, bits, holders, etc. is carried. A fully equipped repair department is in connection for the convenience of our many customers in that section of the country.

Our Vancouver Branch is similarly equipped.

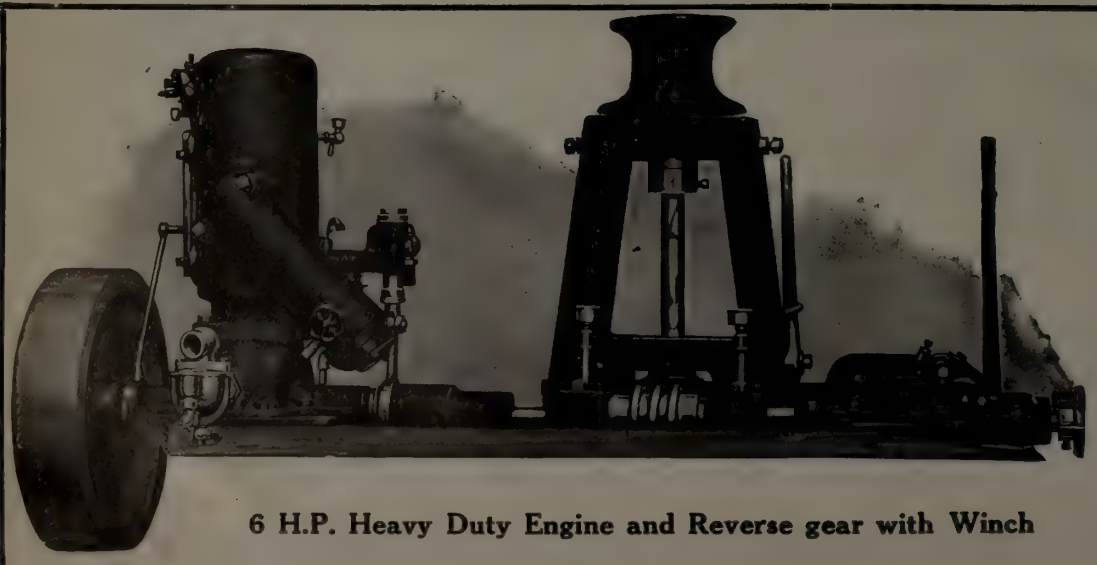
You are assured *Prompt Attention* and *Immediate Delivery.*

# "MAPLE LEAF" SAWS

**MADE IN CANADA FOR 50 YEARS**

**SHURLY - DIETRICH COMPANY, LIMITED**

HULL, QUE. GALT, ONT. VANCOUVER, B.C.



6 H.P. Heavy Duty Engine and Reverse gear with Winch

# River Driving Costs

will be decidedly lower this year if you use Adams Gasoline Towing Machinery in 25 ft. punts for carrying supplies and handling booms and logs. One man does the work of ten. We have both machinery and complete punts for prompt shipment. It will pay you to write us now. Gasoline engines all sizes, 2 to 25 h.p.

**Adams Launch & Engine Co.**

Penetang, Ont.

# The Power of "A Want Ad."

When you have something to sell that another is likely to want, or if you want something, a sure way to get in touch with your party is through a "want ad." This class of advertising the world over is a rapid and positive means of finding your man.

If you have any wants in the lumber business the quickest and most inexpensive way to satisfy them is by advertising in the **Wanted and For Sale Department** of the Canada Lumberman and Woodworker.

Twice a month "the paper with the green cover" brings together buyers and sellers of lumber and machinery from all the principal lumbering centres of Canada and the United States. By covering this wide though specialized field, waste circulation for advertisers has been eliminated.

For quick and satisfactory results, get your advertisement in the **Wanted and For Sale Department** of the

**Canada Lumberman & Wood Worker**

Published 1st and 15th of the Month

*The National Lumber Journal of Canada*

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MANY mechanics are less than 50% efficient in the use of files. In the mistaken belief that they're "saving money for the firm", they use their files too long. They try to do good work with files that long since passed the "useful point."

They are only 50% efficient.

But if they took good care to discard each file when it reached the "lower efficiency" point, they would be more efficient in using files. They would accomplish more and better work—in less time—and at a lower filing-cost, that would pay you an extra profit over the cost of files.

Make your men more efficient. See that they promptly discard all worn files. And in the interest of **maximum** efficiency, furnish them with the "Famous Five."

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**AMERICAN**
**ARCADE**
**GLOBE**
**(Made In Canada)**

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Solely on the strength of superior service, they hold 90% of Canada's file trade. This fact speaks for itself.

*Over 4000 different patterns—the RIGHT file for EVERY use. Let us send you "File Filosphy" and our Catalog.*

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Copping, Wm.
D'Auteuil Lumber Company, Limited
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Donogh & Company, John
Eagle Lumber Company
Fesserton Timber Company
Finch, Pruyn & Company, Inc.
Forest Mills of B. C., Limited
Fraser-Bryson Lumber Company
Gordon & Company, George
Gillies Bros. Limited
Graves, Bigwood Company
Harris Tie & Timber Company
Hettler Lumber Co., Herman H.
Hocken Lumber Company
Long Lumber Company
Lumsden, John
Mackarell & Company, Thos.
Mason, Gordon & Company
McFadden & Malloy
Quebec & St. Maurice Industrial Co.
Rat Portage Lumber Company
Rideau Lumber Company
Sawmill Owners Sales Company
Shannon, P. & J.
Spencer, C. A.
St. Gabriel Sumber Company
Trudeau, A.
Watson & Todd, Limited
White & Son, Limited, Chas. T.

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Dwyer & Company, W. H.
Fairweather, A. W.
National Elevator Company

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Garlock Packing Company
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited

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Sturtevant Company, B. F.

**PLANING MILL MACHINERY**
Canadian Blower & Forge Company

**POLES**
Harris Tie & Timber Company
Pink & Company, Thos.

**PORTABLE SAW MILLS**
Leonard & Sons, Limited, E.

**PRESSES**
Perrin & Company, W. R.

**PULLEYS & SHAFTING**
Waterous Engine Works Company
Williams Machinery Co., Ltd., A. R.
Dodge Mfg. Company, Limited

**PULP MILL MACHINERY**
Moreau Barking Machine Company

**PUMPS**
Smart-Turner Machine Company
Waterous Engine Works Company
Zelnicker Supply Co., Walter A.

**RAILS**
Gartshore, John J.
Zelnicker Supply Co., Walter A.

**REDWOOD LUMBER**
Mershon Lumber Co., John D.
Pacific Lumber Company

**ROOFING**
Bird & Son
Can. H. W. Johns-Manville Co., Ltd.
Turner Bros. Canada, Limited
Zelnicker Supply Co., Walter A.

**RUBBER GOODS**
Gutta Percha & Rubber Company
Turner Brothers Canada, Limited

**SASH**
Batts Limited
Haeberle Lumber Company
Rat Portage Lumber Company
Rimouski Industrial Company
Tessier, Alphonse

**SAWS**
Atkins & Company, E. C.
Cocker Manufacturing Company
Disston & Sons, Henry
Hoe & Company, R.
Mereen-Johnston Machine Company
Radcliff Saw Mfg. Company
Shurly-Dietrich Company
Simonds Canada Saw Company
Wilson & Son, Walter
Zelnicker Supply Co., Walter A.

**SAW MILL MACHINERY**
Clark Bros.
Berlin Machine Works
Hamilton Company, William
Huther Bros. Saw Mfg. Company
Long Manufacturing Company, E
Maritime Foundry & Machine Works
McLennan Foundry & Mach. Works
Mereen-Johnson Machinery Company
Oxford Foundry & Machine Co., Ltd.
Parry Sound Lumber Company
Payette & Company, P.
Smith Foundry Company
Waterous Engine Company
Williams Machinery Co., Ltd., A. R.
Zelnicker Supply Co., Walter A.

**SHINGLES**
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British Columbia Shingle Mills Agency
Campbell-MacLaurin Lumber Co.
Can. H. W. Johns-Manville Co., Ltd.
Christy-Moir Company
Fraser Limited
Gillespie, James
Harris Tie & Timber Company
Kirkpatrick, Thos.
Larkin Lumber Company, C. A.
Long Lumber Company
McGibbon Lumber Company
McNair Shingle Co., Robert
North Shore Shingle Association
Rat Portage Lumber Company
Smith Lumber & Shingle Co., Sid. B.
Snowball Company, J. B.
Timms, Phillips & Company

**SHINGLE & LATH MACHINERY**
Dunbar Engine & Foundry Co.
Long Manufacturing Company, E
Mereen-Johnson Machinery Co.
Payette & Company, P.
Waterous Engine Works Company
Woodstock Foundry Company, Ltd.

**SNOW PLOWS**
Zelnicker Supply Co., Walter A.

**SOUTHERN PINE**
Arkansas Soft Pine Association
Cameron & Company
Garrett Lumber Company, T. H.
Harris Lumber Co., Frank H.
Hobart & Company
Mason, Gordon & Company
Wilson Lumber Company
Wuichet, Louis

**SPARK ARRESTERS**
Canada Wire & Iron Goods Company

**SPRINKLER SYSTEMS**
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**SPRUCE**
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Bartram Bros.
Blair & Rolland
Brown Corporation
Burstall & Company, J.
Cameron & Company
Camwick Lumber Company, Limited
Canada Lumber Sales Company
Copping, Wm.
Christy-Moir Company
D'Auteuil Lumber Company, Limited
Donogh & Company, John
Federal Lumber Company
Fenderson & Company, John
Finch, Pruyn & Company, Inc.
Forest Mills of B. C., Limited
Fraser Limited
Fraser-Bryson Lumber Company
Gillies Bros.
Grant & Campbell
Mackarell & Company, Thos.
Mason, Gordon & Company
Miller Co., Ltd., W. H.
New Ontario Colonization Company
Quebec & St. Maurice Industrial Co.
Rideau Lumber Company
Spencer, C. A.
St. Gabriel Lumber Company
White & Son, Limited, Chas. T.

**STATIONARY SAW MILLS**
Leonard & Sons, Limited, E.

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McKinnon Chain Company
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Waterous Engine Works Co.

**SNOW PLOWS**
Pink Company, Thos.

**SWAGES**
White Machine Works, Limited

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Waterous Engine Works Company

**TIES**
Fesserton Lumber Company
Harris Tie & Timber Company
Spears & Lauder

**TIMBER BROKERS**
Bamberger & Sons, Louis
Cant & Kemp
Chaloner & Company, Ed.
Cooke & Company, Limited, Jas.
Farnworth & Jardine
Hillas & Company, W. N.
Lacey & Company, Jas. D.
Lotspeich, J. N.
MacKay, A. F. & D.
Meier, F. R.
Owen & Sons, Limited, Jos.
Smith & Tyrer Limited
Wright, Graham & Company

**TIMBER ESTIMATORS**
Lauderburn, D. E.
Meier, F. R.
Sewall, James W.

**TIMBER CRUISERS**
Campbell Lumber Company, L. E.

**TIME RECORDERS**
Wood, W. A.

**TRANSMISSION MACHINERY**
Williams Machinery Co., Ltd., A. R.

**TUGS**
West & Peachey
Zelnicker Supply Co., Walter A.

**VENEERS**
Hoffman Brothers Company
Webster & Bro., James

**VENEER MACHINERY**
Coe Manufacturing Company
Perrin, William R.
Philadelphia Textile Machinery Co.
Zelnicker Supply Co., Walter A.

**WIRE**
Steel Company of Canada

**WOODWORKING MACHINERY**
American Woodworking Mach. Co.
Berlin Machine Works
Canadian Blower & Forge Company
Hamilton Company, William
Long Manufacturing Company, E.
Mereen-Johnson Machinery Co.
Preston Woodworking Machinery Co.
Waterous Engine Works

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River Ouelle Pulp & Lumber Co.
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# Pink's Lumbering Tools

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

**Long Distance Phone, No. 87**

Send for Catalogue and Price List.

**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**

## The Thomas Pink Company, Limited

*Manufacturers of Lumber Tools*

PEMBROKE - - - - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

# Coe Veneer Machinery

## The Best in 1850
## The Best in 1914

Slicer

Lathe

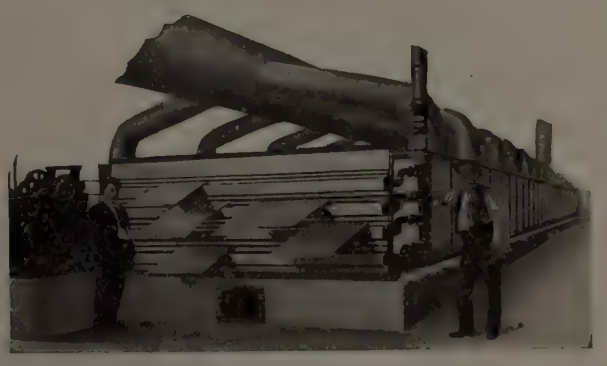
In this age of specialization only those firms of keen observation and untiring effort can hope to win success in any one line. Our entire efforts for 64 years have been spent upon making Coe Veneer Machinery the best possible equipment for cutting, slicing, clipping, wringing, sawing, drying, stamping or producing veneer from any kind of lumber.

With the rapidly increasing demand for lumber and the rapidly dwindling supply, the use of veneer products must greatly increase.

If you are in the market for veneer equipment we will be pleased to hear from you. The many and varied Coe plants now in successful operation are proof that we can design and equip a plant to suit your conditions.

**Write us for Catagloue.**

Clipper



Dryer

## The Coe Manufacturing Company
### PAINESVILLE, OHIO, U.S.A.

*Established 1850*

***The oldest and largest manufacturers of complete veneer mill equipment in the world.***

# Dominion Timber Regulations

Licenses to cut timber on Dominion Lands in the Provinces of Manitoba, Saskatchewan, and Alberta, the Northwest Territories, within twenty miles on either side of the main line of the Canadian Pacific Railway in the Province of British Columbia, and in the tract of three and one-half million acres to be located by the Government in the Dominion in the Peace River district in the Province of British Columbia, lying east of the Rocky Mountains and adjoining the Province of Alberta, shall be disposed of by public auction at the office of the Dominion Timber Agent for the districts in which the berths are situated.

Before any parcel of timber is offered for sale it shall be surveyed by a duly qualified Dominion Land Surveyor into berths of an area not exceeding twenty-five square miles, and each of such berths shall then be thoroughly cruised by a duly qualified timber cruiser in the employ of the Dominion Government. The Minister shall then fix an upset price at which the berth shall be disposed of, and no berth shall be sold at less than the price so fixed.

Purchases to the amount of one thousand dollars or under shall be paid in cash at the time of sale. Purchases over one thousand dollars and not exceeding five thousand dollars shall be paid, one-half in cash at the time of sale, and a note or notes shall be given for the remaining half of the purchase price, payable in three months, with interest at the rate of five per cent. per annum. Purchases over five thousand dollars and not exceeding ten thousand dollars shall be paid one-third in cash at the time of sale, and notes shall be given for the remaining two-thirds of the purchase price, payable in three and six months, with interest at the rate of five per cent. per annum. Purchases exceeding ten thousand dollars shall be paid one-fourth in cash at time of sale, and notes shall be given for the remaining three-fourths of the purchase price, payable within three, six and nine months, with interest at the rate of five per cent. per annum. Notes shall be made payable at a bank in the city or town in which the sale is held or at a bank in the city of Ottawa. Cash payments must be made at the time of sale in legal tender or by an accepted cheque on a chartered bank, or by a draft issued by a chartered bank, payable to the order of the Deputy Minister of the Interior. If default is made in any payment required by this section the sale shall be forfeited and void.

The purchaser must also pay the cost or the estimated cost of the survey of the berth before a license is issued.

The licensee shall pay an annual ground rent of five dollars per square mile except for lands situated to the west of Yale, in the Province of British Columbia, in which case the yearly ground rent shall be five cents per acre.

The licensee shall pay the following dues on timber cut on his berth :—

Sawn lumber, 50 cents per thousand feet, board measure.

Railway ties, eight feet long, 1½ cents each.

Railway ties, nine feet long, 1¾ cents each.

Shingle bolts, 25 cents per cord.

And 5 per cent. on the sale of all other products of the berth.

# Timber Permits

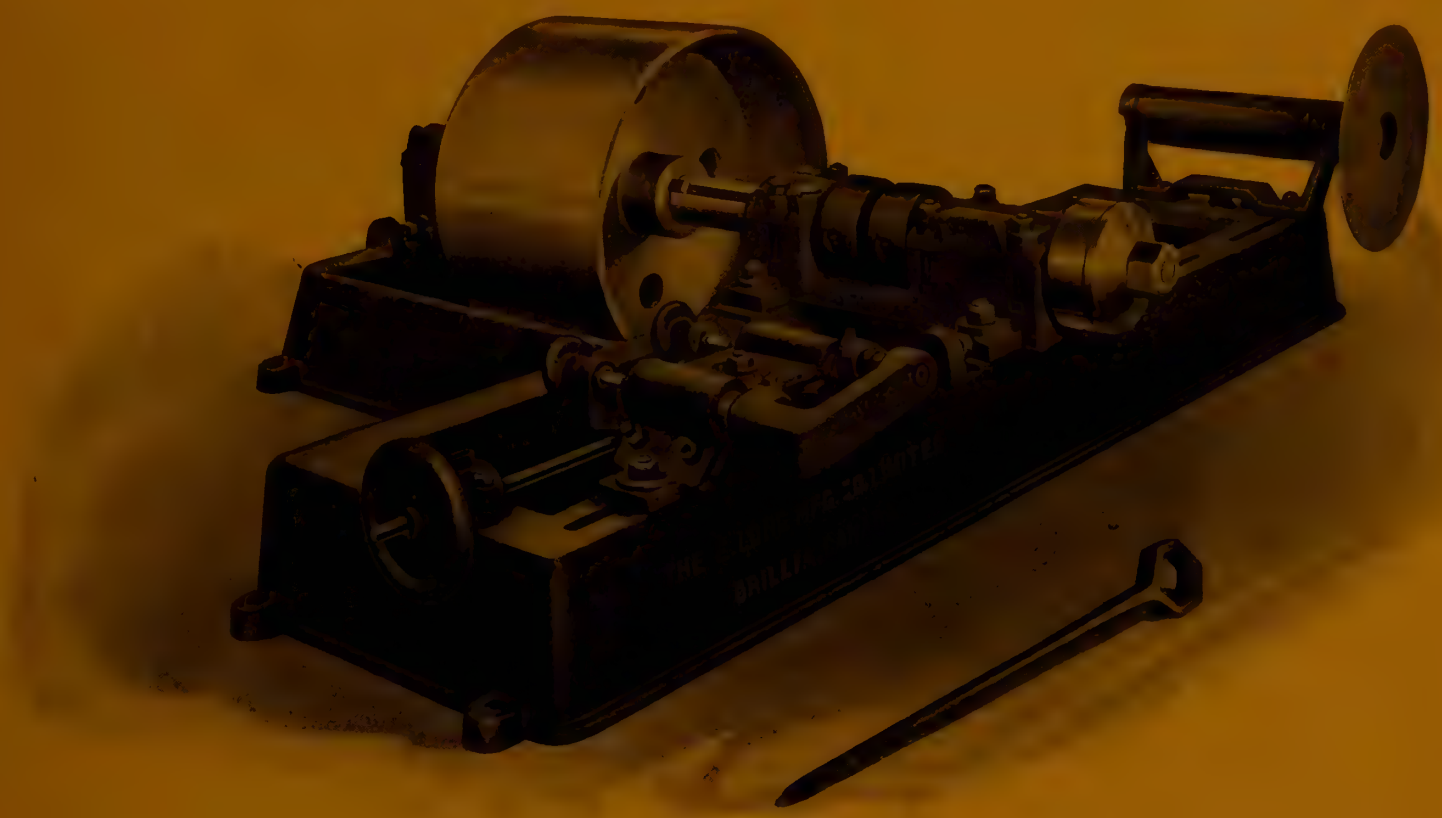
Yearly permits are granted to settlers, mine operators and others on application to the Dominion Timber Agents, from whom further information can be obtained.

**W. W. Cory,**

Department of the Interior, Ottawa, Deputy Minister.
December 20th, 1912.

# What Do You Expect of Saw Mill Machinery?

You expect rapid and accurate production of course, but have you laid sufficient stress on the "KEEP GOING" quality.



You can't tell what is apt to happen to mill machinery; in the way of heavy and sudden stresses; except by experience.

Highly specialized experience has enabled us to embody in our machinery those "keep going" elements that distinguish "Long" machines from others of supposedly similar design.

***"Machines that meet emergencies."***

# LONG, ORILLIA

THE E. LONG MANUFACTURING CO. SAW MILL MACHINERY ORILLIA, CANADA

# It is in *simplicity*, as much as in *weight*, that much of "Long Quality" lies

Few parts mean little wear, easy access and consequently better attention.

Machines that are easiest understood are best taken care of—get the best chance to make good.

Our designs take full advantage of these points, and this principle has been followed, while at the same time adding all those new and modern devices that 1915 production of lumber makes necessary.

## The E. Long Mfg. Co. Ltd., Orillia, Canada

# HEAVY DUTY CARRIAGES

Note the massive Log Seats.
The heavy Frame.
The cushioned Quadrants.
The enclosed Set Works.
A machine that lives up to its Bull Dog appearance.

Our line of sawmill machinery is complete and we also build a complete line of machines for handling such by products as Lath, Pickets and Slats.

***Ask for information, its free.***

## The E. Long Manufacturing Co., Limited - Orillia, Canada

**AGENCIES:— Vancouver—The Robt. Hamilton Co., Ltd. Winnipeg—The Stuart Machinery Co., Limited**
**Calgary and Edmonton—Gorman, Clancey & Grindley, Limited Montreal—Williams & Wilson, Limited**

# This is the Trade Mark

of specialists, who make saw mill machinery a hobby, and who build nothing else. That's why it means something.

To insure dependable results, look for the mark of quality.

You can get catalogs, specifications, plans and estimates for any contemplated installation, just for the asking; and it won't entail any further obligation.

*Write to-day.*

## The E. Long Mfg. Co.
## Limited
## Orillia, Canada

*AGENCIES:*

VANCOUVER—Robt. Hamilton & Co., Limited.

CALGARY and EDMONTON—
Gorman, Clancey & Grindley, Limited.

WINNIPEG—The Stuart Machinery Co., Limited.

MONTREAL—Williams & Wilson, Limited.

## Cutting Tasmania's Big Trees

Machinery that will handle timbers like these can stand the test of every kind of service. Some of these logs from Tasmania's forests are 14 ft. in diameter and more than 24 ft. long—all are being sawn into lumber in a Canadian-built mill equipped with

# WATEROUS MACHINERY

IN Canada, for more than 70 years, the giant Firs and Pines of the Pacific Coast and the smaller Spruce and Cedars of Nova Scotia, alike, have been finished for market with Waterous Equipment.

Whether your mill is a 25 H.P. Portable Outfit or is cutting 100,000 ft. a day we can build every machine in it and the power plant to drive it with.

More than half a century of accomplishment is our guarantee of satisfaction.

Remember this when next you buy equipment.

*Our Catalogues cover all Sawmill requirements.*

## The Waterous Engine Works Company Limited

Brantford, Canada

*H. B. Gilmour,* Vancouver, B. C.

*Agencies*—Brisbane, Australia; Sydney, N.S.W.

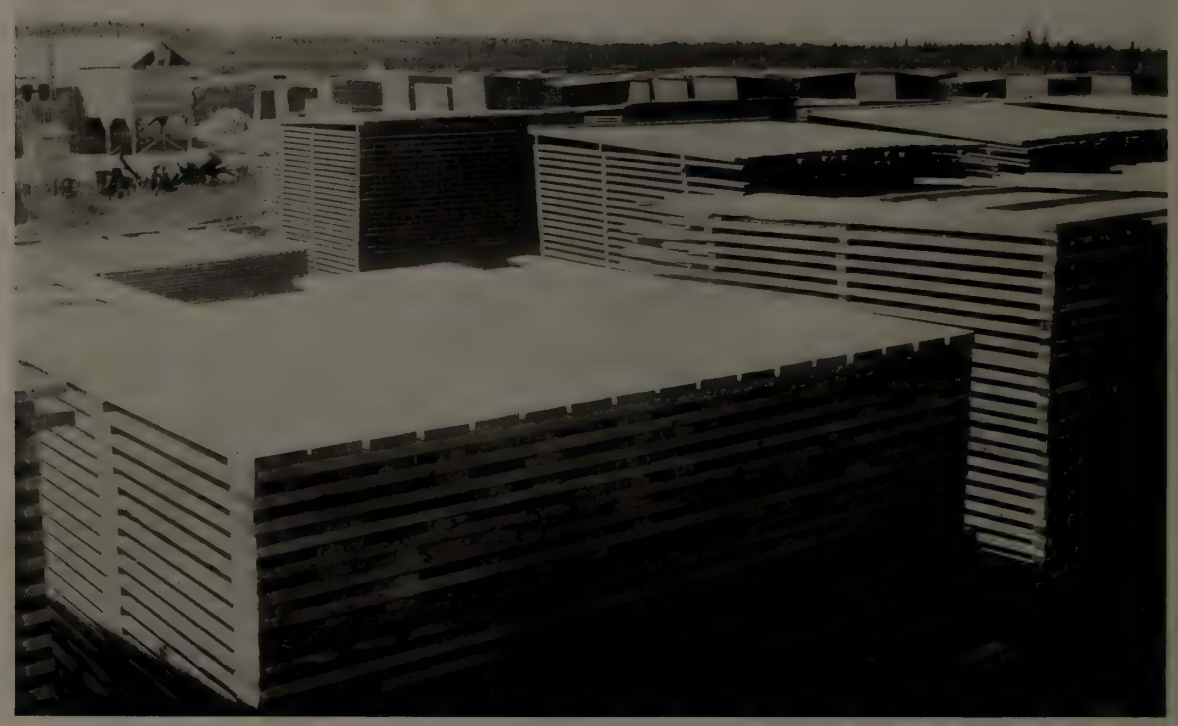
*Branch*— Winnipeg, Man.

# Union Lumber Company

Limited

**Manufacturers, Wholesalers and Exporters of**

## White Pine and Norway



### WHITE PINE

Squares for turning "Hearts out" 4¼ x 4¼ to 6¼ x 6¼.

3" Deal, 1st, 2nd and 3rd quality.

1", 1½" and 2" Good Sidings.

### NORWAY

1", 1¼", 1½" and 2" Clear and Clear Face.

1", 2", 3" and 4" Common.

U. S. Deals.

***Inquiries or orders will have our prompt and careful attention.***

## Union Lumber Company, Limited

701 Dominion Bank Building TORONTO, CANADA

Cable Address—"WILKLAR" Codes—A.B.C.—5th. Southards

Vol. 35 Toronto, June 15, 1915 No. 12

# Canada Lumberman & Wood Worker

New **RAILS** Relaying
12 to 80 pounds per yard.
**LOGGING CARS**
**Jno. J. Gartshore**
58 Front St. West, Toronto

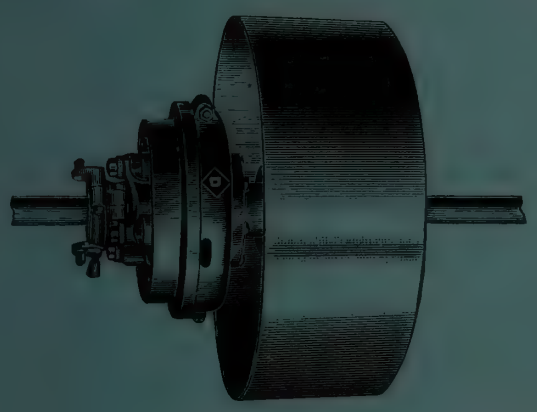
***Electric-Welded Boom Chain***

25% {More Weld = 25% {More Strength = 25% {More Wear

Sheared Toggle and Ring * T Bar Hook and Link * Two Sheared Toggles * Forged Toggle and Ring

Made in Canada Write to Fully Guaranteed

**McKinnon Chain Co., St. Catharines, Ont.**



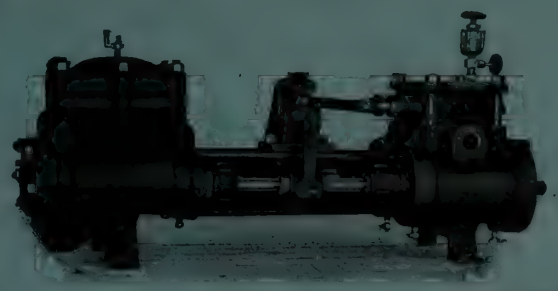
## DODGE FRICTION CLUTCH PULLEYS

***For Saw Mills and Planing Mills***

A simple, positive, durable clutch! Every Friction Clutch Pulley we sell is guaranteed suitable and satisfactory for the work or money refunded. All sizes split or solid for quick shipment.

**Dodge Manufacturing Company, Limited**
TORONTO -:- MONTREAL

GENUINE "TURBROS"
**Balata Belting**
*Waterproof and Stretchless.*
*The best belt for sawmills.*
Manufactured and guaranteed by
**Turner Bros. Canada Limited**
Montreal — Vancouver



Do not risk expensive delays in production by installing an unreliable Pump.

It will pay you to investigate the line of

**PUMPING MACHINERY**
—Built by—
**The Smart-Turner Machine Co., Limited**
HAMILTON, CANADA

**The OPERATING EXPENSE of**
a Shaw Motor-Headworks or Gasoline Warping Tug
**IS LESS THAN $10.00 PER DAY**
This Includes, Full Crew (less log men) Fuel, Oil, Upkeep and Depreciation
**IT WILL WARP 2,000,000 FEET OF LOGS**
**or TOW 100 BOOM-STICKS**
*Manufactured by* **RUSSEL BROTHERS - Fort Frances, Ont.**

Alphabetical Index of Advertisers, Page 60 Classified Directory to Advertisements, Page 62

"Leather like gold has no substitute."

# Belting Students For 40 Years

For nearly forty years we have been close students of leather, its tanning and manufacture into belting.

As a result of our experience we are able to offer "AMPHIBIA" — a perfect leather belting, absolutley water-proof and impervious to water and oil.

"AMPHIBIA" belting is pliable and firm, with a minimum of stretch and a maximum tensile strength and durability.

"AMPHIBIA" belting is particularly suited to the difficult runs in saw mills, pulp mills, veneer plants and other industries where wet or green lumber is handled.

When ordering state where the belt is to run.

***Write us for prices.***

**TORONTO**
38 Wellington St. E.

**MONTREAL**
511 William St.

**WINNIPEG**
Galt Building

**ST. JOHN**
149 Prince William St

**VANCOUVER**
107-111 Water St.

*Sadler & Haworth*

# George Gordon & Company

Limited

**Cache Bay - Ontario**

We Manufacture

# White and Norway PINE

***BILLS SAWN TO ORDER***

We can fill your requirements to your satisfaction when in the market for Rough or Dressed White and Norway Pine.

Railroad and Structural Timber, Flooring, Ceiling, Shiplap, Sidings, etc.

***SEND US YOUR INQUIRIES***

# "Beat It"

## If it is Hocken's Hemlock you can't

You simply can't beat the unvarying good quality of Hocken's Hemlock. We can make any size shipment—promptly.

## Hocken Lumber Company, Limited

**Otter Lake Station, Ont.**

**Toronto Representative :—L. M. Dougherty, 77 Lindsay Ave., Phone Park. 2170**

# Mason, Gordon & Co. 80 St. Francois Xavier Street, Montreal, Que.

# Everything in Timber

Car and Cargo lots only

**Douglas Fir, Pine, Hemlock, Spruce, Yellow Pine and Oak**

Write, Wire or 'Phone for Prices - Western Office:—Pacific Building, VANCOUVER, B. C.

## PRATT & WHITNEY CO.
OF CANADA, LIMITED

## SMALL TOOLS

**Taps — Dies — Reamers — Cutters — Drills**

MADE IN CANADA

As good as money can buy—Guaranteed absolutely!

*Head Office and Works, DUNDAS, ONT.*

SALES OFFICES:

MONTREAL (Drummond Bldg.) VANCOUVER WINNIPEG (Bank of Hamilton Bldg)

## P. & J. SHANNON

*Manufacturers of*

## White and Norway Pine Lumber Lath, Etc.

Inquiries solicited for 1915 cut. Mill and equipment new in 1914.

*Head Office and Mill:*—**Biscotasing, Ont.**

## New Ontario Colonization Co.
LIMITED

**Lands, Lumber, Lath and Pulpwood**
**Planing Mill Work**

Lumber Yard, Jacksonboro, Ont.

***We have the following lumber on hand ready for shipment as shown above, and for which we solicit your orders viz:***

| | |
|---|---|
| 1 x 4 Merchantable Spruce. | 1 x 12 Merchantable Spruce. |
| 1 x 5 Merchantable Spruce. | 4/4 and 8/4 Mill Run Tamarack. |
| 1 x 6 Merchantable Spruce | 4/4 Balsam. |
| 1 x 7 Merchantable Spruce. | 4/4 No. 2 and Better Whitewood |
| 1 x 9 Merchantable Spruce. | 8/4 No. 2 and Better Whitewood |
| 1 x 10 Merchantable Spruce. | 4/4 Mill Run Poplar. |

**CLAY BELT LANDS FOR SALE, Located in Townships of Kendrey and Haggart, District of Temiskaming, Ontario.**

*Mills:* JACKSONBORO, ONT.

*Sales Office:* New York Telephone Bldg. BUFFALO, N.Y.

## GILLIES BROS., Limited
BRAESIDE, ONTARIO

**WHITE PINE RED PINE SPRUCE**

***WE OFFER DRY STOCK FOR PROMPT SHIPMENT.***

### Spruce—Log Run
(Mill Culls Out)

| | | | |
|---|---|---|---|
| 5/4 x 4/5 x 10/16 | 1,000 | 8/4 x 7 x 17/22 | 500 |
| 8/4 x 6 x 10/16 | 25,000 | 8/4 x 8 x 17/22 | 18,000 |
| 8/4 x 7 x 10/16 | 5,000 | 8/4 x 9 x 17/22 | 1,500 |
| 8/4 x 8 x 10/16 | 70,000 | 8/4 x 10 x 17/22 | 25,000 |
| 8/4 x 9 x 10/16 | 60,000 | 8/4 x 12 x 17/22 | 4,500 |
| 8/4 x 10 x 10/16 | 30,000 | (The 8/4 is sawn the Eastern scant thickness). | |
| 8/4 x 12 x 10/16 | 55,000 | | |
| 8/4 x 6 x 17/22 | 5,000 | | |

### Spruce—Culls

| | |
|---|---|
| 4/4 x 4 and up x 6/16 | 450,000 |
| 5/4 x 4 and up x 6/16 | 600,000 |
| 8/4 x 4 and up x 6/22 | 50,000 |

### Tamarac—Log Run

| | |
|---|---|
| 4/4 x 4 and up x 6/16 | 60,000 |
| 5/4 x 4 and up x 6/16 | 4,000 |
| 3 x 4 and up x 6/16 | 2,000 |

# Longford Hemlock

## The genuine stock, we are now offering to you

Look at the sizes listed below—surely you can make up an order out of same.

**1915 CUT—No. 1**

55,000—1-in. Sidings
14,000—1 x 4.
48,000—1 x 6.
23,000—1 x 7.
10,000—1 x 10.
16,000—2 x 4— 9.
48,000—2 x 4—10.
42,000—2 x 4—12.
50,000—2 x 4—14.
40,000—2 x 4—16.
21,000—2 x 6—10.
28,000—2 x 6—12.
33,000—2 x 6—14.
27,000—2 x 6—16.

**1915 CUT—No. 1**

8,000—2 x 8—10.
23,000—2 x 8—12.
40,000—2 x 8—14.
39,000—2 x 8—16.
19,000—2 x 10—10.
44,000—2 x 10—12.
82,000—2 x 10—14.
87,000—2 x 10—16.

**1914 CUT**

255,000 1 in. No. 2.
308,000 2 in. No. 2.
228,000 2 x 4 No. 2.

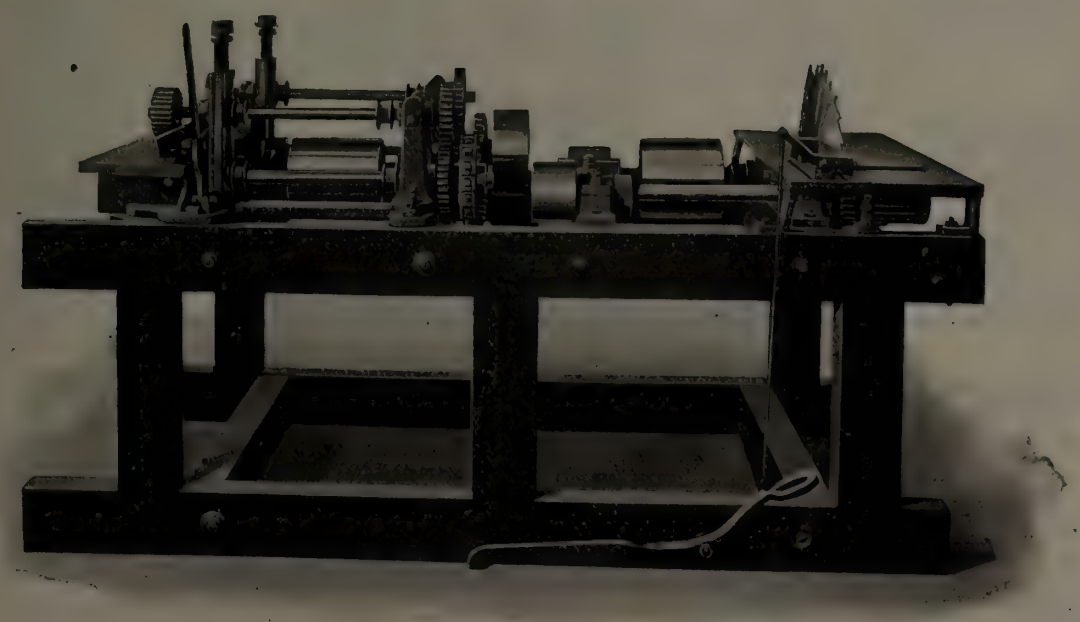
***Send us your inquiries.***

## The Long Lumber Company

**HAMILTON, ONT.**



# McLennan's Lath Mill and Bolter



THE capacity of this machine is 45,000. The other specifications are, lath machine pulley 7 inches diameter by 9 inches face, bolter pulley 18 inches diameter by 9 inches face. Floor space 7 feet 6 inches by 3 feet 6 inches.

This lath mill and bolter is substantially but inexpensively constructed and will manufacture into profitable material, lumber that might otherwise be unmerchatable.

We also make gang edgers, shingle machines, lath machines, bolters, sleeper machines and barkers, etc.

***Write us for particulars.***

## McLennan Foundry & Machine Works Limited

**CAMPBELLTON, N.B.**

**Watson & Todd Limited**

WHOLESALERS

**Dry White Pine and Norway**

OTTAWA

Also

Montreal and Liverpool, Eng.

---

The

**Harris Tie & Timber Co.**

Ottawa - Canada

Lumber - Lath - Shingles

Cedar Poles and Posts

Railway Ties - - Piles

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The

**Georgian Bay Lumber Co.**

Limited

Waubaushene, Ontario

Manufacturers of High Grade

**Lumber and Laths**

---

**Fraser Bryson Lumber Co., Ltd.**

Office, Castle Building 53 Queen St. Ottawa, Can.

Wholesale Lumber Dealers and Selling Agents for

**Fraser & Co.**

Mills at

DESCHENES - - - QUEBEC

White Pine
Red Pine
Spruce
Lumber and Lath

---

**River Ouelle Pulp & Lumber Co.**

*Manufacturers of*

**SPRUCE**

Lumber Lath Pulpwood

*Head Office and Mills at:*

St. Pacome, Que., Canada

On I. C. Ry. 75 Miles East of Quebec City

*Also Mills at:*

Crown Lake, Powerville, Riv. Manie

On Nat. Transcontinental Ry.

# BARTRAM BROTHERS, LIMITED
## OTTAWA, CANADA

# SPRUCE, RED AND WHITE PINE

***We Offer for Immediate Shipment:***

**NORWAY & JACK PINE, M. R.**

1 x 4/5 x 10/16 ft.—1,080,484 ft.
1 x 6 x 10/16 ft.— 443,000 ft.
1 x 8 x 10/16 ft.— 81,000 ft.
1 x 10 x 10/16 ft.— 14,000 ft.
2 x 4 x 10/16 ft.— 164,312 ft.
2 x 6 x 10/16 ft.— 220,000 ft.
2 x 8 x 10/16 ft.— 320,000 ft.
2 x 10 x 10/16 ft.— 218,000 ft.
2 x 12 x 10/16 ft.— 65,000 ft.
3 x 4 & up x 10/16 ft.—129,000 ft.

**NORWAY & JACK PINE, CULLS**

1 x 4 and up x 8/16 ft.—1,500,000 ft.
3 x 4 and up x 10/16 ft.— 82,517 ft.

**NORWAY & JACK PINE LATH**

1½ x ⅜ x 32 in., M.R.—440,000

**SPRUCE, M. R.**

2 x 3 x 10/16 ft.— 24,000 ft.
2 x 4 x 10/16 ft.—700,000 ft.
2 x 5 x 10/16 ft.—400,000 ft.
2 x 7 x 10/16 ft.— 14,000 ft.
1¼ x 3 x 10/16 ft.— 13,600 ft.

**SPRUCE, M. R.**

1¼ x 4 x 10/16 ft.— 92,000 ft.
1¼ x 5 x 10/16 ft.— 17,000 ft.
1¼ x 6 x 10/16 ft.— 14,000 ft.
1¼ x 9 x 10/16 ft.— 67,000 ft.
1 x 3 x 10/16 ft.— 31,000 ft.
1 x 4 x 10/16 ft.— 75,000 ft.
1 x 5 x 10/16 ft.—140,000 ft.
1 x 7 x 10/16 ft.— 15,000 ft.

**SPRUCE CULLS**

3 x 4 and up x 8/16 ft.—125,000 ft.
2 x 4 and up x 8/16 ft.— 20,000 ft.
2 x 5 and up x 8/16 ft.— 85,000 ft.
1 x 4 and up x 8/16 ft.— 80,000 ft.

**Have Large Stock 3" Spruce Deals for Export Trade at Water Points**

# Logging By Rail Enables Us To Run Our Plant the Year Round

***This Means Better Service to the Trade***

# Hemlock, Pine and Hardwoods

**ALWAYS IN STOCK READY FOR SHIPMENT**

**Hemlock, Hardwood** and **Spruce Timbers** a specialty—lengths 10/26' long.

We can dress and rip to your orders.

***A postal will bring you our monthly stock list with our best prices***

# Fassett Lumber Company, Limited
**Fassett, Que.**

# FIR TIMBERS

## *HIGH GRADE RED CEDAR SHINGLES*

LET US QUOTE YOU PRICES

**TIMMS, PHILLIPS & CO., LTD.**

**Birks Building, VANCOUVER, B. C.**

# The Glue Book

***What it Contains:***

*Chapter 1*—Historical Notes.
*Chapter 2*—Manufacture of Glue.
*Chapter 3*—Testing and Grading.
*Chapter 4*—Methods in the Glue Room.
*Chapter 5*—Glue Room Equipment.
*Chapter 6*—Selection of Glue.

***Price 50 cents***

**Canada Lumberman & Woodworker**

**347 Adelaide St. West, Toronto**

# Heavy Fir Dimension

***Is Our Particular Specialty***

*The Heavier it is the Better we like it*

**We Dress from 1 to 4 Sides up to 16-in. x 20-in., 60-ft.**

*Our grade is posstively right, and prices will please*

**Timberland Lumber Co., Limited**

**Head Office, Westminster Trust Bldg., NEW WESTMINSTER, B.C.**

Mills at Craigs on the B.C.E.R.
Shipment by C.P.R.R., G.N.R.R. or B.C.E.R.R.

# Thurston-Flavelle Lumber Company

*MANUFACTURERS OF*

## British Columbia Red Cedar Exclusively

4, 5 and 6 inch "CLEAR A" Cedar Bevel Siding.
8, 10 and 12 inch CLEAR CEDAR FINISH.
EXTRA XXX RED CEDAR SHINGLES.

Eastern Agents, Gull River Lumber Co., Ltd., Lindsay, Ont.

**Head Office and Mills, Port Moody, B.C.**

# White Cedar Shingles

## Our Mills have now started and we can ship promptly White Cedar Shingles in all grades.

Association Grading Rules produce high grade stock that commands top prices in all Markets, still the price is no higher at our Mills than you are now paying.

Uniform Prices at all Shipping Points with same terms to all buyers.

## We are now shipping from following rail points:

CAMPBELLTON, N. B.
DALHOUSIE, N. B.
CHARLO, N. B.
BATHURST, N. B.
CHATHAM, N. B.

## Water Shipments from:

Gaspe, Que., Bonaventure, Que., Campbellton, N.B.,
Dalhousie, N.B. Bathurst, N.B. Chatham, N.B.

***OUR MOTTO:***

***PROMPT SHIPMENT, SATISFACTORY STOCK, GOOD SERVICE.***

## The North Shore Shingle Association

**of Eastern Canada**

***For Prices write or wire***

# F. G. WHEATON, Amherst, N.S.

**Canadian Sales Agent**

JOHN MCKERGOW, President — W. K. GRAFFTEY, Managing-Director

**The Montreal Lumber Co. Limited**

**Wholesale Lumber**

Ottawa Office: 46 Elgin St. — Montreal Office: 759 Notre Dame St., W.

**CHRISTY-MOIR CO.**
149 Broadway, New York City

*Wholesale Dealers*
13 Foot **SPRUCE** 16 Foot
Lath and White Cedar Shingles

Sales Agents: Iberville Lumber Co.
Sault-au-Mouton, P.Q.

James P. Grant — John K. Campbell

**Grant & Campbell**

Manufacturers of
SPRUCE, HEMLOCK TIMBERS AND PILING AND LATH

Prices promptly given on all enquiries.
New Glasgow, N.S.

**FOR SALE**
**HARDWOOD LUMBER**
Dimension Stock, Mattress Frames, Hard and Soft wood slabs cut to lengths required. Hemlock, Cedar, Posts.
Orders receive prompt attention.
PHONE 37 — RESIDENCE 15
JOHN P. NEWMAN Wiarton, Ont.

**LOG STAMPS**
Write us for particulars and prices
Superior Mfg. Co., Ltd.
93 Church St., Toronto

**HAEBERLE LUMBER CO.**
LUMBER AND TIMBER
White Pine, Norway, Yellow Pine, Hemlock
Oak Mouldings, Doors, Sashes and Blinds, Cedar Poles and Ties.
Yellow Pine Timber a Specialty.
Interior Trim Mill Work.
NIAGARA FALLS, N.Y.

**Hardwood Flooring**
The Celebrated Diamond Brand
End Matched, Bored, Polished and Bundled
Manufactured by
SIEMON BROS., LTD.
For prices write
W. T. EAGEN
Selling Agent for Ontario and Quebec
2 Toronto Street,
Phone M. 2814 — TORONTO

# Lumber

**Good Grades — Right Prices — Prompt Shipments**

Canadian Hardwood. National Grading Rules

**Birch**
**Basswood**
**Maple**
**Elm**
**Beech**

*All Thicknesses*

Also full line in

**White, Red**
and
**Jack Pine**

*All grades and sizes.*

*Get in touch with us for prices*

**C. G. Anderson Lumber Company, Limited**

Manufacturers and Strictly Wholesale Dealers in Lumber

206 Manning Chambers
Toronto

WE Buy, Sell and deal in all kinds of Lumber and Timber in Canada and United States: Spruce, White Pine, White and Basswood, Ash, Cedar, Douglas Fir, Beech, Birch, Walnut, Cherry, Chestnut, Cottonwood, Hemlock, Maple, Norway Pine, Short and Long Leaf Yellow Pine, Oak, Redwood, Birch, Maple and Oak Floorings, Pulpwood Ties, and Cedar Poles.

**AUGER & SON**
QUEBEC

**The Canada Wood Specialty Co., Limited**
Manufacturers:
Lumber, Hardwood Flooring, Handles, Poles, Bed Frame Stock, Cheese Box Hoops, Heading, Baskets, Etc.
Write, Telegraph or Telephone your orders
Orillia, Ont.

**R. LAIDLAW LUMBER CO.**
LIMITED
Toronto
Sarnia
Buffalo

**The Rimouski Industrial Co., Ltd.**
(La Cie Industrielle de Rimouski, Ltee.)
Dressing of wood in transit on the Intercolonial Railway.

SPECIALTIES
Sawed Hemlock
Red Cedar Shingles
White Pine Lath
Bass and Poplar Siding

**James Gillespie**
Pine and Hardwood
**Lumber**
Lath and Shingles
North Tonawanda, N. Y.

**James W. Sewall**

TIMBER Estimates, Topographic and Boundary Surveys, Planting, Logging Maps, Portable Mill Operations.

Technical Training Thoroughness Experience

141 Centre Street
OLD TOWN, MAINE

**The Penetanguishene Planing Mill Sash and Door Factory**

Planing of all kinds done by carload. Railroad Switch in connection with mill. All classes of building material, lime and cement for sale.

ALPHONSE TESSIER, Builder & Contractor
PENETANGUISHENE, ONTARIO

**Books for Sale—Special Prices**

The Preservation of Structural Timber, by Howard F. Weiss. Published in 1915 by McGraw-Hill Book Company. 312 pages, illustrated. Price $2.

Baughman's Buyer & Seller, 75c.

CANADA LUMBERMAN
347 Adelaide St. West, Toronto, Ont.

CANADIAN OFFICE & SCHOOL FURNITURE CO. LIMITED
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Spruce, Hemlock, Pine and Hardwoods

Square Spruce, Hemlock and Cedar Timber, Railway Ties, Telegraph Poles, Etc.

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**Do you know the worth of your Timber Lands?**

My methods of cruising, based on 24 years' experience, will prove as valuable to you as they have to many large Banking and Bond Houses, Railroads, Corporations, and private Investors in the United States and Canada,

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Consulting Forester
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Formerly: Forest Expert U. S. Forest Service, State Forester of New Jersey, Timber Expert Penna, Forest Commission, etc.

**"Well Bought is Half Sold"**

***We Offer the Following Special Lines—***

***For Quick Sale***

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| 2 Cars | 4 x 4 | to 6 x 6 Sound Cedar Squares |
| 100,000 Ft. | 5/4 | 1st and 2nd Basswood |
| 2,500 " | 8/4 | " " " |
| 2,500 " | 16/4 | " " " |
| 12,000 " | 8/4 | 1st and 2nd Soft Elm |
| 17,000 " | 4/4 | No. 1 C. & B. Soft Elm |
| 22,000 " | 8/4 | No. 1 C. & B. Soft Elm |
| 50,000 " | 4/4 | No. 2 C. & B. Birch |
| 13,000 " | 3 x 8 | to 16"—10 to 16 ft. 1st and 2nd White Ash |
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**Hardwoods Thoroughly Dry**
**Your Inquiries Will Have Prompt Attention**

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Special machinery made to order

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Gulf Cypress
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Long Leaf
Timber

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Portland, Me.

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*Manufacturers of* **RED and WHITE PINE**

***We have in stock:-***

100,000 feet 1 x 4 to 9 Common Sidings White
125,000 " 1 x 12 Common "
100,000 feet 5/4 x 4 to 9 Common Sidings White
60,000 " 5/4 x 12 Common "
19,000 " 4 x 4 - 10/18' Norway

***Try some of these Sidings and get a nice assortment of widths.***
***Have them Dressed if required and save freight.***

ESTABLISHED 1855

## THE McGIBBON LUMBER CO.

OF PENETANGUISHENE

Manufacturers of and Dealers in

**Lumber, Lath, Shingles, Etc.**

HEMLOCK BILLSTUFF a Specialty of which we have the Best Assortment on Georgian Bay.

Don't wait to write. Phone us your requirements.

All stock sized or matched if required.

**Our Yards are Unequalled for Drying Lumber**

## To the Owner of Timber Lands

Far sighted owners of timber lands should take advantage of the times incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. This is certain to come at no distant day. Therefore cultivate a closer acquaintance with your holdings, and the best method of marketing them. Let us prepare the way for you. Remember, we not only report on the property, but assist in marketing the bond issue when necessary. Send for our booklet.

## L. E. Campbell Lumber Company

Cruising and Engineering Department

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## California White Pine
## California Sugar Pine
## and Arizona Soft Pine

**Best Stock for Factory and Pattern Lumber**

Ask **LOUIS WUICHET**

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## T. H. Garrett Lumber Co.

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*Mills :—*
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**Long Leaf Timbers, Short Leaf Finish and Railroad Material**

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# The Victoria Harbor Lumber Co., Ltd.

Manufacturers of

## Lumber, Lath and Shingles

Mills at Victoria Harbor, Ont.

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**Special, 400,000 ft. dry 6/4 Canadian Birch**

Hemlock
White Pine
White Oak
Red Oak
White Ash
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Maple
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Soft Elm
Red Gumwood
Yellow Pine
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Three Sawmills and large, well-equipped Planing Mill, including Sash and Door Factory, with special machinery for the manufacture of Oak, Birch and Maple Flooring.

We supply Timbers, Track Ties, Cedar Posts, Lath, Shingles.

Try us once.

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We handle

**Everything in Lumber**

*Write or wire for prices and stock lists.*

**The McLennan Lumber Co.**
Limited
21 Dorchester St. W. Montreal, Que.

# ONTARIO
## Canada's Banner Province

Ontario's timber production last year valued at $26,774,937 or 40% of Canada's total output.

| | |
|---|---|
| Pine production, | 905,442,000 ft. B.M. |
| Pulpwood, | 246,282 cords. |
| Railway Ties, | 5,704,459. |

Ontario's woodworking industries, using 34 different kinds of wood, provide a ready market for the lumberman. Eighty-two per cent. of lumber used in Ontario's industries purchased within the Province.

Ontario's vast resources offer unsurpassed opportunities to the lumberman.
For maps and full information regarding Ontario, apply to

***HON. G. HOWARD FERGUSON,***
***Minister of Lands, Forests and Mines.***

# Edward Partington Pulp & Paper Co.
Limited

**Head Office: ST. JOHN, N.B.**

Mills: St. John, N.B. Blackville, N.B. Nanudogan, N.B. Marysville, N.B.

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**Spruce, Pine and Hemlock Lumber, Laths, Hardwoods**

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**Charlemagne & Lac Ouareau Lumber Co.**
Mills: Charlemagne, Montcalm, St. Adele

**The Gres Falls Company**
Mills: Three Rivers and Cape Madelaine

**St. Gabriel Lumber Co., Limited**
Mill: St. Gabriel de Brandon
Head Office: 524 Board of Trade, Montreal, P. Q.

Manufacturers of
**Spruce and Pine Lumber and Ground Wood Pulp**

President and General Manager D. C. Cameron, Winnipeg
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# LUMBER

**Cedar Shingles, Fir and Cedar Lath**

Car Sills and Sheathing, Cedar Siding

Large and Long Timbers
for heavy construction work

**Vancouver, B.C., and Harrison River, B.C.**

# California PTL Redwood

**For Interior Finish**
Redwood is easy to work and takes a beautiful finish.

**For Exterior Finish**
Redwood leads for it does not rot. It needs no paint.

Ask for our Catalogue. Ask for our Finish Book.

**John D. Mershon Lumber Company**

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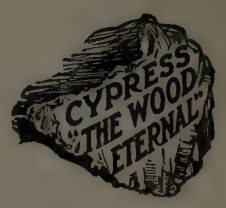
**Our Mills Produce and We Market as Much**

# GENUINE LOUISIANA RED CYPRESS

**As All Other Concerns Combined**

250,000,000 feet constantly in stock insures filling any reasonable order promptly.
Our Canadian trade is constantly increasing and we are always striving to merit a still larger increase.

*Our salaried salesmen receive credit for mail orders. Try us.*




**LOUISIANA RED CYPRESS COMPANY**

Hibernia Building New Orleans, La.

# TORONTO

## Are You Looking For CASH BUYERS?

We are open to buy **MILL-CUTS** of Pine, Spruce, Hemlock Lumber and Lath **FOR CASH.**

**C. A. Larkin Lumber Co., Limited**
705 Traders Bank Bldg.,
TORONTO, ONTARIO

## JOHN DONOGH & CO.

Wholesale Dealers

**HEMLOCK**
**SPRUCE**

*Dry stock in all sizes.* *Quick shipments.*

1205 TRADERS BANK BUILDING, TORONTO

## Do You Want a Salesman?

¶ Every live lumber salesman in Canada reads the Canada Lumberman and Woodworker.

¶ You can get the man you want through a small advertisement in the "Wanted and For Sale" department of this paper.

**Canada Lumberman & Woodworker**
Toronto, Ontario
Montreal Office, 119 Board of Trade Bldg.

***Let us quote you on your requirements of the following stock.***

100,000′ 10 x 10 Hemlock—
heavy to 12′ & 16′ lengths
45,000′ 2″ No. 1 C. & B. Maple
100,000′ 1″ No. 1 C. & B. Birch
30,000′ 1″ & 1½″ Log Run Beech

***Above is all dry well manufactured stock.***

**Spears & Lauder** 501 Kent Bldg Toronto, Ont.

## To the Manufacturing Trade

When wanting lumber in car lots of various kinds and thicknesses. Send us list of your needs. We will be glad to make you quotations on Birch, Basswood, Black Ash, Soft Elm, Pine and Spruce. Mixed car loads our specialty.

**Piling**— Orders for Spruce Piles 30 to 60 feet long filled on short notice.

**Oliver Lumber Co. of Toronto, Ltd.**
540 Confederation Life Building, Toronto

## We Offer for Immediate Shipment

50 M. ft. 4/4 No. 1 Common and Better Elm.
32 M. ft. 8/4 No. 1 Common and Better Elm.
7 M. ft. 12/4 No. 1 Common and Better Elm.
70 M. ft. 4/4 No. 2 Common and Better Maple.
26 M. ft. 8/4 No. 2 Common and Better Maple.
40 M. ft. 4/4 No. 1 Common and Better Birch.
26 M. ft. 8/4 No. 1 Common and Better Birch.
40 M. ft. 4/4 Mill Cull Elm.

**ARTHUR N. DUDLEY**
Lumber, Lath and Shingles
109 Stair Building Toronto Phone M 6368

## Are You in Need of Special Stocks?

If so advertise in the "Wanted and For Sale Department." The want ads are very closely watched by large and small mills with stocks on hand.

Give the "Want" ads a trial and you will use them regularly.

**Canada Lumberman & Woodworker, Toronto, Ont.**

# HARDWOOD LUMBER

## United States Manufacturers and Wholesalers seeking Canadian Business

## Hoffman Brothers Company

**Fort Wayne, Indiana**

**Manufacturers of Hardwoods—Any Thickness From**

1/30″ SLICE CUT VENEER
1/20″ SAWED VENEER
to
2″ BAND SAWED LUMBER

Reg. U.S. Pat. Off. Reg. U.S. Pat. Off.

**Specialty:**

**QUARTERED WHITE OAK**

## LOUISIANA RED CYPRESS

QUARTERED OAK PLAIN OAK
POPLAR ASH

***Yards at Nashville, Tenn.***

We can ship you promptly any of the above Stock, Carefully Inspected

**WE WOULD LIKE TO HEAR FROM YOU**

## WISTAR UNDERHILL & NIXON

**Real Estate Trust Bldg., Philadelphia, Pa.**

Canadian Representative:
Mr. Gilbert B. Woodhull, Box 54, Toronto, Ont.

Plant of The Stearns Salt and Lumber Co.

## Stearns Quality

**Michigan Hardwoods**
**Hemlock and Pine**

## Lumber and Timber

Try out STEARNS SERVICE on mixed car shipments. Retail stocks replenished over night by our 24 hour service.

HEMLOCK
WHITE PINE
HARDWOODS
MAPLE FL'G.
*IN MIXED CARS*
SHINGLES
LATH
POSTS
MOULDING

The
## Stearns Salt & Lumber Co.
**Ludington, Mich.**

## W. M. RITTER LUMBER COMPANY

**Below is List of Dry Lumber We Can Ship Promptly**

**CHESTNUT:**
4/4 1s and 2s, 2 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 3 cars.
5/4 No. 1 Common, 1 car.
6/4 No. 1 Common, 2 cars.
8/4 No. 1 Common, 2 cars.
4/4 Sound Wormy, 3 cars.
5/4 Sound Wormy, 2 cars.
8/4 Sound Wormy, 1 car.

**POPLAR:**
5/8 Reg. 1s and 2s, three cars.
3/4 Reg. 1s and 2s, one car.
4/4 Reg. 1s and 2s, four cars.
5/4 Reg. 1s and 2s, one car.
6/4 Reg. 1s and 2s, one car.
10/4 Reg. 1s and 2s, one car.
12/4 Reg. 1s and 2s, two cars.
16/4 Reg. 1s and 2s, three cars
4/4 No. 1 Common, 4 cars.
5/4 No. 1 Common, 2 cars.
6/4 No. 1 Common, 2 cars.
5/8 18-23, two cars, Panel and No. 1.
4/4 24-27, three cars, Panel and No. 1.
4/4 18-23, two cars, Panel and No. 1.

**BASSWOOD:**
4/4 1s and 2s, 5 cars.
5/4 1s and 2s, 3 cars.
4/4 No. 1 Common, 5 cars.
5/4 No. 1 Common, 3 cars.

**WHITE OAK:**
5/4 1s and 2s Plain, 5 cars.
6/4 1s and 2s Plain, 6 cars.
7/4 1s and 2s Plain, 7 cars.
8/4 1s and 2s Plain, 7 cars.
5/4 No. 1 Common, 3 cars.
6/4 No. 1 Common, 3 cars.
4/4 Qtd. 1s and 2s, 4 cars.
4/4 No. 1 Common, 5 cars.

**PLAIN RED OAK:**
4/4 1s and 2s, 7 cars.
5/4 1s and 2s, 3 cars.
6/4 1s and 2s, 3 cars.
8/4 1s and 2s, 1 car.
4/4 No. 1 Common, 6 cars.
5/4 No. 1 Common, 2 cars.
6/4 No. 1 Common, 3 cars.

The above is a list of dry stock which we can ship promptly. All our own manufacture and band-sawn stock, and thoroughly dry. Do not place your orders before writing for prices.

**CANADIAN REPRESENTATIVE:**

**John Hall, Box 32, Toronto, Canada**

**Phone College 6997**

W. M. RITTER LUMBER COMPANY — COLUMBUS, OHIO

## R. HANSON & SONS

MANUFACTURERS

## Michigan Hardwoods AND Hemlock Lumber

**Grayling - Michigan**

**Spruce**
**White Pine**
**Banksian Pine**
**Birch**

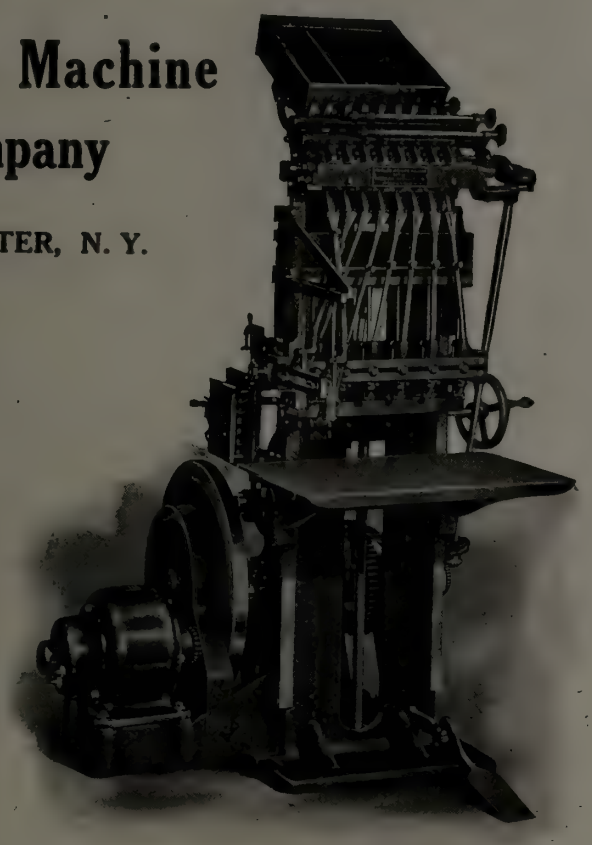
***Get our stock list and prices.***

**—BROWN CORPORATION—**

***Formerly:*—Quebec & St. Maurice Industrial Company, Portland, Maine**

**Morgan Machine Company**

ROCHESTER, N. Y.



Manufacturers of—

**Nailing Machines,**

**Lock Corner Box Machinery,**

**Box Board Matchers,**

**Box Board Printing Machines.**

Every manufacturer of boxes; every manufacturer who has nails to drive in any article, or packages of any kind to manufacture, should write the Morgan Machine Company for latest developments in machinery for the Box Industry.

**Morgan Machine Company**
ROCHESTER, N. Y.

**Fraser Limited**
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**Donald Fraser & Sons, Limited**
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**Fraser Lumber Co., Limited**
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**F & M Lumber Co., Limited**
Whitworth, P. Q.

MANUFACTURERS OF

**Spruce Lumber**
Rough and Finished

**Shingles, Lath, Piano Sounding Board Stock, etc.**

W.H.MILLER CO LIMITED EXTRA CAMPBELLTON N.B.
W.H.MILLER CO LIMITED CLEAR CAMPBELLTON N.B.
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W.H.MILLER CO LIMITED C WALL CAMPBELLTON N.B.
W.H.MILLER CO LIMITED EX No1 CAMPBELLTON N.B.
W.H.MILLER CO LIMITED No1 CAMPBELLTON N.B.

**W. H. Miller Co., Limited**

Manufacturers and Exporters of all kinds of

**Spruce and Pine Lumber**

**New Brunswick White Cedar Shingles**

**A Specialty**

RAIL AND WATER SHIPMENTS. WRITE US FOR QUOTATIONS.

Laths and Ties **CAMPBELLTON, N.B.** Pulpwood

# The Steam Tension Band Mill

It is called the steam tension mill because the tension is maintained by steam—the most sensitive form of tensioning which has been devised.

The result of this is a great saving in saws—**several users of the machine have run through an entire season without cracking a single saw.**

But in addition to raising and lowering the top wheel by steam, there is a separate cylinder for operating the top guide, and these two cylinders make ours an entirely steam-operated mill, and, therefore, exceptionally fast.

It is made with 8 ft., 9 ft. and 10 ft. wheels, and will stand thorough investigation.

Write for bulletin and list of users.

## William Hamilton Co., Limited

### Peterborough, Ontario

# In the future we expect to buy nothing but your absolutely short-leaf stock for Ceiling, Flooring, Finish, etc. We are tired of this hard, pitchy pine.

—From a retail lumberman to a manufacturer of Arkansas Soft Pine.

**There is a difference.** It is all in favor of the men who make things and the men who pay for things after they are made.

**The Man Who Makes Things** finds his work is easy if he can get Arkansas Soft Pine.

**The Man Who Pays for Things** gets full value for the money he invests whether he orders a kitchen cupboard, a house or a barn.

Arkansas Soft Pine is known as *"PICK OF THE PINES,"* because it is the pine your customers will pick if the choice is left to them.

## Its value will endure long after the slight difference in price has been forgotten.

| | |
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| Valley Lumber Company | Reader, Ark. |
| Wisconsin & Arkansas Lumber Company | Malvern, Ark. |
| Arkansas Land & Lumber Company | Malvern, Ark. |
| Arkansas Lumber Company | Warren, Ark. |
| Cotton Belt Lumber Company | Bearden, Ark. |
| Crossett Lumber Company | Crossett, Ark. |
| Eagle Lumber Company | Eagle Mills, Ark. |
| Edgar Lumber Company | Wesson, Ark. |
| Fordyce Lumber Company | Fordyce, Ark. |
| Freeman-Smith Lumber Company | Millville, Ark. |
| Gates Lumber Company | Wilmar, Ark. |
| Southern Lumber Company | Warren, Ark. |
| Stout Lumber Company | Thornton, Ark. |

# Machinery and Timber For Sale

The undersigned offer for sale, in large or small blocks all their remaining timber lands, mills and town property situated in the Town of Parry Sound, Ont.; and other Lumber Equipment, including boom chains, plows, sleighs, etc.

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Shawanaga, Burpee, McConkey, Mills, Allen, Secord, Falconbridge and Street.

Special bargains in the townships of Burpee, Falconbridge and Street for small mills.

**We have the following Sawmill Machinery for sale:**

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 3-block right hand steam feed carriage fitted with steam set works, made by Wm. Hamilton, Peterboro, with 10-in. steam feed cylinder.

1 Double cylinder steam nigger, right hand.

1 Log Loader for right hand mill.

1 8 ft. Double-cutting Telescope Band Mill, made by Waterous Engine Works.

1 10 in. Double-cylinder steam feed carriage, left hand, for cutting 24-ft. logs.

1 left-hand steam nigger.

1 Log-loader.

1 Endless chain jack ladder with two kickers complete for right and left hand mills.

2 Roger Gang Edgers for 8-in. cants and lumber.

1 Waterous double edger, 6 saws.

2 2-saw trimmers.

1 20-ft. Slash table.

1 16-ft. Revolving Slash Table.

1 Horizontal Slab Resaw with 5-ft. wheels, made by Diamond Iron Works.

1 70-ft. Transfer Chain for sorting lumber, with necessary levers, rolls and transfer chains to complete outfit.

1 Lath Mill with bolter.

2 Lath Trimming Saws.

## FILING ROOM

1 Automatic Filing Machine for 12-in. D.C. band saws.

1 Automatic Grinding Machine for 8-in. S.C. band saws.

1 Automatic Machine for circular saws.

1 Hand Machine for cut-off saws.

1 Lap Grinder.

1 Set Band Saw Rollers and levelling blocks, with necessary swedges, a number of second-hand band, gang, edger and slash table saws.

## POWER PLANT

2 Double Duplex, high pressure Water Pumps.

5 60-in. x 16-ft. Return Tubular Boilers, allowed 125 lbs. steam.

2 125 h.p. Water Wheels.

1 Upright Engine for sawdust conveyor.

1 10 h.p. Engine.

1 Mitts & Merrell Hog.

1 Wood Machine for 22-in. wood.

1 Wood Machine for 16-in. wood.

1 Edger for ripping dry lumber, installed.

1 Edger for ripping dry lumber, not installed.

1 30 h.p. Generator, 250 volt.

1 30 light arc generator.

There is also a large quantity of shafting, pulleys, hangers, belting, tram cars and turn-tables, particulars of which may be had on application.

Also, contents of machine shop, containing Planer, Drill, Lathe and Machinery, with tools necessary for repair work.

All of the above open for inspection at Parry Sound.

The
## Parry Sound Lumber Co.
Limited

**26 Ernest Avenue, TORONTO, CANADA**

---

Let Us Quote You On

# Your Requirements

of

# Rough and Dressed Lumber and Lath

We specialize on cutting to order all sizes of

## Dimension Timber

Also in Dressing in car or mixed lots 1", 2" and 3" to customers' specifications.

*Complete stocks always ready for prompt shipment.*

*Send your inquiries.*

## Austin & Nicholson

**Chapleau, Ontario**

---

# The Original "Dunbar" Lath Machine

**The most for the money**

When you buy mill machinery you want the very best obtainable. It must satisfy you in regard to speed, quality of work and cost of upkeep.

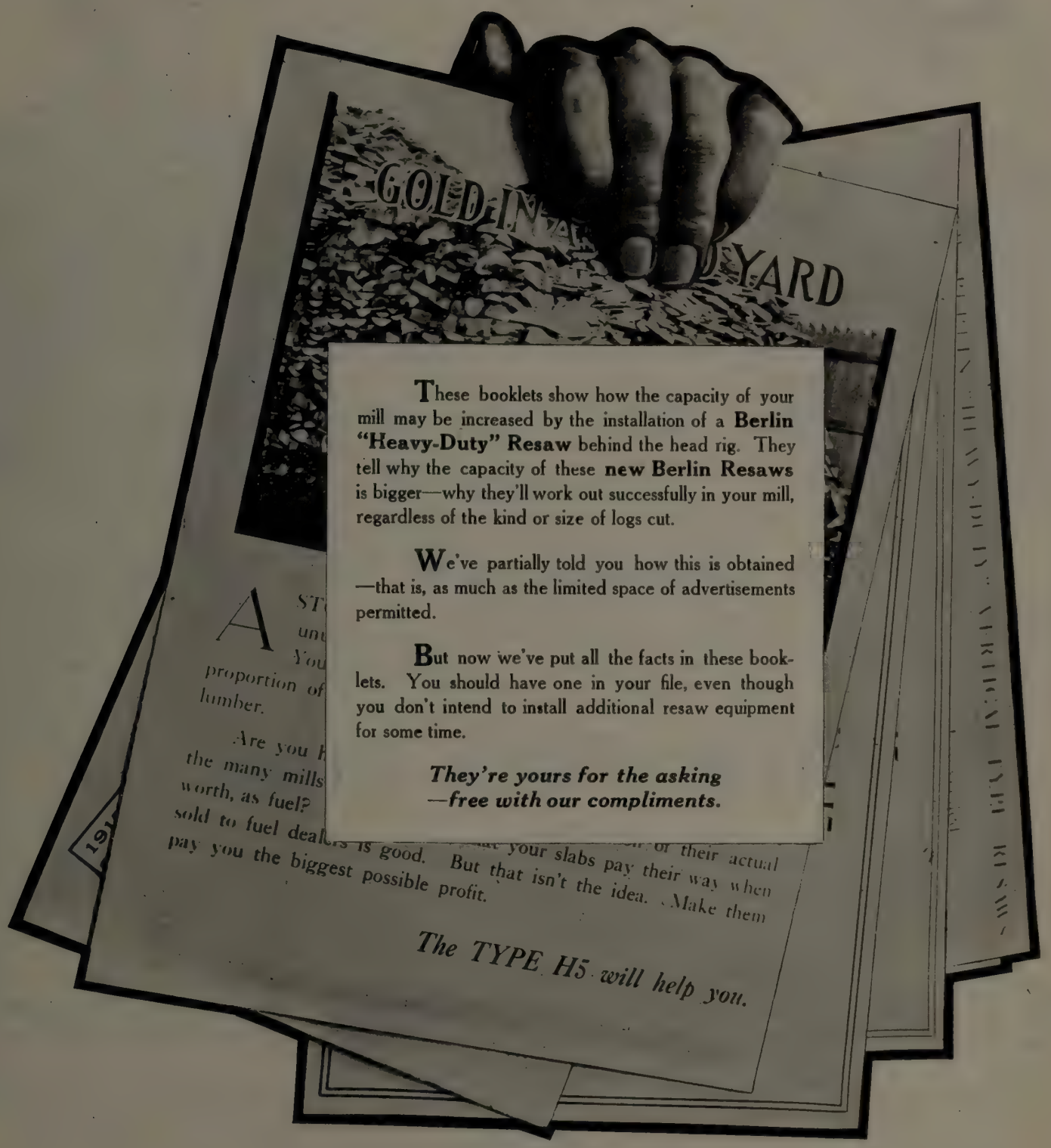
The original "Dunbar" Lath Machine is backed by years of experience, skilled workmen and up-to-date improvements. Every detail of design and construction that makes for the best results in speed and quality of work are present in the Original "Dunbar" Lath Machine.

We are the only makers of the real "Dunbar" Lath Machine. We make Steam and Gasoline Logging Engines, Clapboard Machines and mill machinery of all kinds.

## Dunbar Engine & Foundry Co.

**WOODSTOCK, N.B.**

# "Made in Canada"




These booklets show how the capacity of your mill may be increased by the installation of a **Berlin "Heavy-Duty" Resaw** behind the head rig. They tell why the capacity of these **new Berlin Resaws** is bigger—why they'll work out successfully in your mill, regardless of the kind or size of logs cut.

We've partially told you how this is obtained —that is, as much as the limited space of advertisements permitted.

But now we've put all the facts in these booklets. You should have one in your file, even though you don't intend to install additional resaw equipment for some time.

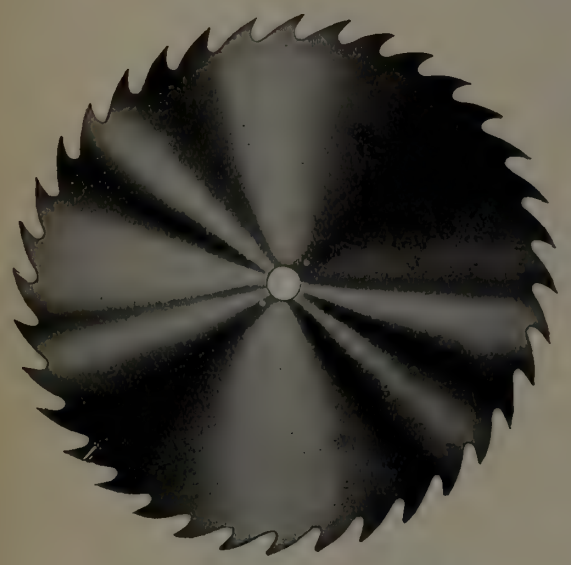
***They're yours for the asking —free with our compliments.***

## BERLIN MACHINE WORKS, Limited, Hamilton, Ont.

***Largest Manufacturers of Band Sawing Machinery in the World.***

**United States Plant** **BELOIT, WIS.**

# SIMONDS SAWS



**"Splendid results from your circular Saws"**

is what our customers say. That's the kind of results you need to make a big profit sawing lumber in Canada today. Simonds Saws made in Montreal, are made of Simonds Steel.
Every Saw guaranteed.

**Write for Quotation**

## SIMONDS CANADA SAW CO., LIMITED

**Vancouver, B. C.** **MONTREAL** **St. John, N. B.**

# THE FULL LINE

Every day more lumber dealers are appreciating more thoroughly the great economy of handling a full line of building papers, roofings, etc.

# NEPONSET Building Products

consist of a full line of roofings, such as NEPONSET Paroid roofing, Granitized Shingles, NEPONSET Built-up Roof, etc., also NEPONSET Wall Board, NEPONSET Waterproof Building Papers, and other materials.

A comparatively small dealer can buy these materials in mixed carload lots therefore getting an advantageous freight rate which he could not get if he bought each item from a different manufacturer.

Write us today for our proposition.

Bird & Son,
Dept. L.,
Hamilton, Ont.

Send us your book "Repairing and Building."
Send proposition on:

NEPONSET Roofings.
Granitized Shingles.
Wall Board.
Waterproof Building Papers.

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# Canada Lumberman & Wood Worker

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Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

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## Wholesalers Who Sell to Consumers

Elsewhere in this issue we have published a number of interesting letters received from retail lumbermen in many parts of Ontario, in response to a circular which we sent out recently. The point of interest in these letters relates to the situation brought about by some of the wholesalers who have been in the habit of giving retailers a raw deal by hunting up their customers, contractors, farmers, carpenters, etc., and selling to them at as low prices as they sell to the retailers. This evil is always with us. It is not confined simply to the retailers and wholesalers of lumber. It can be found in connection with every line of business activity, and there is only one way of reducing it to its least harmful proportions. That way is by co-operation on the part of those who are injured.

We have been, we confess, a little surprised at the extent of the trouble which is revealed by the letters we have received. We had understood that this evil existed, but thought that it was of much smaller proportions than it seems to be. We have heard many of the better class of wholesalers discuss the matter and say that they would be glad to see the unfair wholesaler eliminated, but they have all agreed that the remedy lies entirely in the hands of the retailer. With this view we agree fully. The unscrupulous merchant, no matter to what class he belongs, cannot be brought to time by those who are engaged in the same line of business. The only thing that can affect him is co-operation on the part, either of those to whom he sells, or of those from whom he buys. As to the latter, there is no reasonable expectation of improvement under existing industrial conditions. As to co-operation among the retailers, the proposition is entirely feasible and holds out promise of good results. Briefly, what is wanted is a series of distinct local retail lumbermen's associations, organized for the chief purpose of agreeing not to purchase stock from such wholesalers as are known to be selling to legitimate customers of the retailers. We do not believe that a general association for the province would be practical in this connection, although the various local associations might combine subsequently into a federation of associations for the purpose of standardizing their methods of work, if this were found to be desirable. The local associations could do a great deal. They could make the lot of the unscroupulous wholesaler extremely unpleasant and compel him to abandon the trade or reform his methods, and they could make the lot of the fair wholesaler much more pleasant than it is. In addition to this othey could deal with many other less important problems in which all the retailers of the district are mutually interested.

We hope that this matter will not be allowed to remain where it is. Many good suggestions of this sort are brought up and discussed for a time and then allowed to pass without anything being accomplished, largely because the right man does not appear on the scene to push them towards effective completion. In this case we will be glad to see a number of local organizations spring up, and we will gladly do whatever we can to assist, by giving the matter publicity. Those who have been giving the question their thought should correspond with one another and arrange for local meetings to discuss the subject, and if possible to put the plan into operation at an early date. We hope that we may be able to report some interesting progress in this connection in an early issue and that those who are taking an active interest will let us hear from them as frequently as possible, sending us reports of their proceedings and asking us for our own opinions if they think we can be of assistance to them.

## Collection or Extension—The Promisory Note Problem

In connection with the management of credits by retail and wholesale lumbermen there is room for much reform, but the man who can indicate the direction of the reform and devise a plan for putting it into effect is so rare and valuable that very few lumber firms can afford to employ him. One would think that it was quite a simple matter to get hold of the money of a man who has gone into a lumber office and given an order for stock. He has, to all intents and purposes, given his word of honor that within a short space of time the money will be forthcoming, but unfortunately lumbermen have not found that the thing works out quite so simply. They have to spend untold hours and a great deal of money in getting from their customers a considerable portion of the money which the customers owe to them. This points to something wrong in the business methods of lumbermen. If this were not the case they would be getting better results than they are. One may say that the same thing is true in every other line of business, but this statement will not stand investigation, for there are many notable lines of business which have tightened up their credit management and brought about a revolution in their business methods. Why should not the same thing be done in the lumber business?

Most editors of lumber trade journals have all along had some such idea as this in their minds, but have seldom come across very definite cases where the remedy has been worked out and put into successful practice. It was with a little feeling of pride, therefore, that a few days ago we heard the very idea that we have been nursing along privately, and to some extent publicly, brought forward by Mr. J. B. Reid at a meeting of the Lumbermen's Section of the Toronto Board of Trade. In brief, Mr. Reid's proposal was that lumbermen—wholesalers and retailers alike—should stiffen up their backs and say to their customers in future that they must pay 50 per cent. upon their notes when they mature. We felt that the trouble had been solved so far as Toronto was concerned and we waited confidently to see Mr. Reid's motion upon the point unanimously carried.

It is one thing, however, to tell a man that he must pay 50 per cent. at least, when his note falls due, and it is another thing to get your hands upon the 50 per cent. at the end of that period. The debtor comes along with such credible stories as to his present inability to pay and convinces one so definitely that he will be able to pay everything a little later on, that the lumberman lets him run along a little more and the mischief is done; for, the customer has found the lumberman easy and trims his sails accordingly for the next meeting. Many lines of business have been able to turn their affairs over from a credit to a cash basis to very great advantage. We do

not say that this is advisable or possible in connection with the lumber trade, but a near approach to it has been made in some notable instances and so long as the lumber trade in general continues to let the financial end of its affairs be dictated by its customers there will be trouble.

While it is one thing to tell a man that he must pay 50 per cent. upon the maturity of his note and another thing to get hold of the 50 per cent., it is not such a difficult matter to say to that man when he refuses to pay the 50 per cent. that he can have no more of your lumber. It requires a stiff bit of backbone, but it can be done, and if the majority of those in the trade in Toronto, or in any other city or district, will co-operate upon such a plan they will get results, we believe, quickly. The real trouble is that such a step is a difficult one to take unaided. It is no use telling a man that he cannot have any more of your lumber unless he pays 50 per cent. of the amount owing on previous orders, because he will immediately walk over to another yard or another wholesaler and favor him with his trade. The problem is one of co-operation, and similar problems have been solved time and again by co-operation such as Mr. Reid suggested in his motion. We do not wish to commit ourselves as of the opinion that Mr. Reid's suggestion is the best or the only way of meeting the situation. We simply wish to record our conviction that the problem is one which can be solved.

No such plan can be crystalized into a hard and fast rule. It would be necessary upon occasions to give lenient terms to men who are for the time being unable to pay the 50 per cent. This would be a matter for individual discretion, for the lumberman would have reason to feel sure that the customer would pay before very long. It would be folly to endanger the whole amount of such a man's indebtedness, to say nothing of his future valuable custom, by standing out rigidly for the full amount, or for the 50 per cent. But, as a general rule, we would like to have someone tell us why it would be difficult to refuse a man's custom if he made a practice of paying only a fraction of the 50 per cent. when his notes fell due.

If everyone insisted upon the same rule the result would be a great and everlasting boom, for those whose custom was worthless would be squeezed out, and those who were left would soon be paying their notes regularly. Then the situation that Mr. Reid is aiming at would be brought about, for the sound retailers would find their hands strengthened and the unsound ones would cease to exist. The wholesaler's business life would be sweetened to a remarkable extent. Incidentally some retailers and some lumber customers who are doing business upon an unsound basis would see the error of their ways and reform. We hope that there will be an extensive discussion upon Mr. Reid's motion and that some definite steps will result.

# A Square Peg in a Round Hole

Two of the chief factors which have assisted in the modern development of systematic methods in every line of business activity, are trade associations and trade journals. We do not say this by way of patting our own backs, but by way of introduction for a few ideas which we have been considering during the past several weeks. Although these facts are so self-evident that few people would venture to deny them in public, we occasionally come across men who are disposed to express their disbelief in them privately when they think they can get away with the statement. As to the trade journals, their position is so well established that there is no question of "getting in under our skin." The trade journal is a power in the industrial world and no amount of criticism can make it otherwise. The trade association is in the same class as an industrial factor. Both are working for the same ends and their interests are mutual. The last person in the world to utter a criticism against trade journals should be—one would expect—a trade association officer of responsibility. We feel certain that the last people in the world to say anything derogatory of the work of trade associations would be the trade journals.

It is only a few weeks ago, however, that a case came to our attention which we would like our readers to think over. We do not care whether any of them write us a letter about the matter or not. We think we understand our own position well enough without needing to care whether one or two people do not understand us; but we would like our readers to think over the case of a prominent official of a lumber association who seems to have become so deeply set in a rut that he does not know what is going on in the world round about him. There are, comparatively speaking, so few associations of lumbermen in Canada that we have hesistated in referring to this matter for fear of giving any false impression as to its origin. We have concluded, however, that it is such an important instance of a peculiar attitude of mind which occasionally crops up, and which is sadly out of place under modern business conditions, that we think it is something in the nature of a duty to outline the facts, feeling sure that the other association officers in Canada and the trade in general will not come to any wrong conclusions in regard to the personality of the association officer in question.

We will put the matter as briefly as we can. Not long ago a lumberman of long experience and high standing, who contributes occasional articles to these columns, wished to write an article regarding a particular feature of the trade in which he knew that a great deal of interest was being taken. As a source of information he thought of the lumber association in question and called at its office. There could be no question that if the officer of the association was efficient he would be full of information upon this subject. Judge of our contributor's surprise, therefore, when, instead of assistance he met with discouragement. What he wanted was simply facts and figures regarding a certain feature of the lumber trade which this officer should have had in his possession and which he should have been only too glad to hand out, as their publication would have assisted in increasing the trade of the members of that association. The officer, however, to quote our contributor, "straightened himself back in his chair, threw out his chest, and sought to throw cold water upon the efforts of the Canada Lumberman" and its contributor, in trying to put before the lumbermen of Canada some pertinent facts regarding their business. There might have been some particular reason, our contributor imagined, for the association officer not desiring to hand out this special information, but when he went further and said that he did not believe in trade journals, and that any effort our contributor might make to prepare the article in question for publication would be just so much time wasted. The visitor was surprised beyond measure. The lumbermen were fully awake as to what should be done, continued the association officer, without any articles being written upon the subject, and much more to the same effect.

Now the truth of the matter is that lumbermen themselves, in all parts of Canada, have admitted in public and in private, times without number, that upon this particular subject—the development of our export trade—they have not been fully awake, and that while they have slept, their neighbors in the United States have been securing a strangle-hold upon the trade. It was our desire to put the matter before them in every light, and the association officer in taking such an absurd position was doing something which he would never have had the nerve to do in public. If his directors knew of his doing so they would not be long in coming to the conclusion that he was a square peg in a round hole.

Such men, with such ideas, have been responsible for the lumber trade having to fly the flag of distress at top mast today. Our contributor was inclined to tell the officer so, but restrained himself, telling him simply the same thing in less disagreeable terms and smoothing him down a little before he left, with an appointment for a later date when the official "would see" whether he could give him a little of the information he desired. Our own inclination would have been to tell the officer a great deal more than our contributor did. By way of relieving himself, however, the latter sent us a letter concluding with the following, which puts the matter pretty clearly and briefly:—"The fact of the matter is that there are a bunch of such fellows at the head of the lumber business, who can peddle any amount of hot air, and they think they are very clever, and so they are, in a way. But take them out amongst lumber and they are lost.

Such is life in the lumber business here, although it is little short of disastrous."

As we have said already, we do not wish to leave an impression that anything has got in "under our skin." After many years of editorial work our skin has become tough enough to stand this kind of thing three times a day, but we cannot avoid a feeling of regret that so complete a failure to grasp the true values of things should be shown by a man high in authority in the councils of the lumber trade. It is nothing short of fatal to the interests of the trade that this should be the case. We are inclined to take a little more lenient view of the matter perhaps than our contributor, and to think that something "had got under the skin" of this particular association officer upon the morning when our contributor was unfortunate enough to call upon him, and that the opinions he expressed were not really his convictions. We do not believe there is another association officer in the country who would think so little of himself as to express such opinions. We know that these views are not held by the trade in general. In fact we are very much in doubt whether they are held by anyone outside of the officer in question, who, we hope, has seen his mistake and tried to make amends for it long before this.

# Export Markets Must Be Fought For

The energetic campaign which the Hon. William R. Ross, Minister of Lands for British Columbia, is undertaking for the development and extension of the export lumber trade of British Columbia, a campaign which already is attaining important results, as evidenced by recent orders from the British Admiralty, from Australia and India, is being watched with much anticipation in the United States. Under the head of "International Rivalry in Export Lumber Trade," the American Lumberman of Chicago devotes a column and a half to the subject, and warns United States mills that they must be careful "lest they lose their advantage of long establishment in the foreign trade and of their present superior position." The American Lumberman, contrasting the work being done by the Hon. W. R. Ross to promote the lumbering industry of British Columbia, with the attitude of the United States Government, says, "Unfortunately, the Government of the United States does not help its citizens, who need to take special measures to promote their former business. The new shipping law, or "Seaman's Bill," as it is called, promises to make more expensive the operation of the freighters from American ports than it has been in the past, and, since the bill applies not merely to the coastwise trade, but to all foreign business, it will tend to keep foreign vessels away from American ports. However, lumber exporters of the United States are moving to hold their foreign business and to extend it by closer co-operation than they have ventured to undertake in the past."

The American Lumberman, in its article following upon a reference to the aggressive policy of Hon. W. R. Ross for the extension of the lumber trade of British Columbia, says: "From an outside standpoint the situation which British Columbia millmen consider prejudicial to their interest appears to be due partly to historic conditions over which they have little control, and partly to their own laches. The lumber industry on the Pacific Coast began about 1850, and soon became more than a local or domestic interest, being extended by means of export to other countries. California, with its redwood and pines, long ago developed something of an export trade, and soon after the establishment of the industry in that State the lumbermen and timber owners of California went north and began to develop in water-borne traffic the fir and spruce resources of Washington and Oregon. Washington, with its many harbors and ports, was at first the more attractive, and there are heavy operations on Puget Sound and Grays Harbor that had their beginnings forty, fifty or sixty years ago. So far as shipment by water is concerned, the lumber industry of Washington is old, and some of the interests that established themselves fifty or sixty years ago on Puget Sound are still cutting chiefly for the water-borne trade, whether coastwise or export.

"During this long period they established foreign connections of value; they built their own fleets, and some of them still have a dozen or more vessels which on occasion can serve them in the export trade as well as the coastwise. It was ten to twenty years after the industry was well established on Puget Sound that British Columbia lumber began to be developed. Therefore the States had the advantage over the province of an earlier establishment in the export business and long and friendly acquaintance in the foreign markets. Lines of trade thus established and maintained are not easily disturbed.

"But the fault of British Columbia lumbermen, or what to us seems to be their fault, or at least their responsibility for their own present situation, arose from the tremendous development of the prairie provinces. During the last two decades settlement of the prairies of Manitoba, Saskatchewan and Alberta demanded such tremendous amounts of lumber that not only the mountain mills were kept busy, but those men on the coast proper were tempted to neglect their water-borne trade for the more insistent and temporarily higher priced trade coming from the other provinces of the east. During the same period there was no such extraordinary demand from the United States, so the lumbermen of Washington and Oregon in a condition to export were able to step in and take much of the trade which British Columbia mills were neglecting in favor of the home market. But in the last few years, as was earlier the history of the western states of the Union, the special boom in the prairie provinces came to an end, and the British Columbia mills found a tremendous loss of current business with the agricultural districts, and that in the meantime they had to a considerable extent lost their foreign trade.

"There is nothing in the quality of their timber nor in its manufacture that handicaps the British Columbia mills, nor ordinarily is there a lack of shipping for them, except that the big markets draw the big supplies of carriers, and in its export trade the United States, so far as the shipping law is concerned, is on a parity with Canada. American mills, however, must be watchful lest they lose their advantage of long establishment in the foreign trade and of their present superior position."

This quotation from our contemporary, bearing out much that we have already published in these columns, comes as a lesson and as a timely warning, showing us that eternal vigilance will be the price of our export trade, and that, however keen our efforts may be to get into the export markets, we will find equally determined efforts being made by our competitors in the United States.

## New Brunswick's Pulpwood Policy

The New York Paper Trade Journal, referring to recent New Brunswick legislation, says: "We will not say that the regulation providing that no timber be cut below a certain size is not a wise and necessary measure. There has been altogether too much prodigality in the cutting of the forests as Americans have found to their cost, and conservation has become a watchword on both sides of the line. But a country can suffer just as readily from a hoarding of its resources as it can by a wasteful policy. If this was a time when capitalists were seeking investments in Canadian properties for the purpose of paper manufacture, as they were doing when Ontario and Quebec first began to impose export restrictions on wood, it would be possible to understand the present attitude of the New Brunswick Government. But when there is no prospect for additional mill construction in the Dominion except at some remote and indefinite period, and when it has been found that the prohibition of pulpwood shipments to this side has not been productive of a single paper mill within the province, is it not poor business policy to withhold the raw material when it might be sold to advantage and profit? Ontario has the right idea. Her restrictions have been elastic. She raises and lowers the bars as circumstances dictate, with the consequence that she has at all times a revenue from her resources."

# The Reader's Viewpoint on Trade Topics

## Retailers Complain of Wholesalers Who Sell to Consumers—Local Associations for Protection Being Considered

**Articles or letters to the Editor of the Canada Lumberman, dealing with trade conditions, or discussing questions of interest to manufacturers, wholesalers or retailers of lumber are always welcomed by our readers. Here are a few that have been received lately:—**

The following letters have been received in response to a circular sent out by the Canada Lumberman recently, asking the retailers for their views in connection with a proposal made by the Ross-Taylor Company, Limited, Exeter, Ont., that the retailers should organize local associations for the purpose of regulating many of their trade affairs; in particular for the purpose of meeting the situation resulting from some of the wholesale trade selling to contractors, farmers, carpenters, etc., who are legitimate customers of the retailers only. The Ross-Taylor Company, Limited, suggested local organizations for this purpose and asked us to secure the views of others in the trade. The letters which follow show a distinct desire on the part of retailers in Ontario to follow up such a plan. Opinions are varied as to the methods to be adopted, but evidently something can be done if the matter is taken up vigorously.

We do not wish any of our friends in the wholesale trade to consider this matter as reflecting upon wholesalers in general. The point brought out very clearly in all these letters is that there are some wholesalers, a small proportion of them fortunately, but sufficiently numerous to cause much trouble, who do not give the retailer fair treatment. So far as it lies in our power we will be glad to do our share in putting an end to this unsatisfactory state of affairs. The letters follow:—

### Retailers Have Many Troubles

Editor Canada Lumberman: Dresden, Ont.

We take it that you have sent a copy of your request to all the retailers in this western district, if not, we wish you would, so as to get a full expression. We do not feel capable of writing up so important and large a question. We concur in what Ross-Taylor Company have written and we are satisfied that nearly all the retailers are of the same opinion, and many have similar grievances.

We have experienced the same trouble here, and think it is the same wholesalers in their case as in ours.

In our case we can put it considerably stronger for this wholesaler we have reference to has shipped several cars of lumber and posts direct to our customers. These customers, in times past, when they were unable to pay for their lumber and other building materials would ask for credit, which was granted, and we carried them for months, in some cases for years. Some of the men whom we assisted to make good send their cash now to the wholesaler, being encouraged by this wholesaler to come to him, as he will sell cheaper than the retailer.

This wholesaler endeavors to make the retailer believe he will protect them, but that is far from the fact, and the retailers should get together and work out some scheme, under which action will be taken to combat such treatment by the wholesaler. When the retailers form some kind of organization and work in harmony to their mutual benefit against such encroachments by the wholesalers, then, and only then, can they protect their trade.

There are some wholesalers who care not who they sell to, whether to a retailer's customer or any one else.

We are of the opinion that the retail lumber dealers do not exchange trade views. They should meet and discuss the trade situation in all its details and, if the retailers in each district would meet, say once a month and exchange ideas and tell their individual grievances to the others, and then draft out a line of action to pursue which would be beneficial to the trade, their position would be greatly improved. This has not been done. In fact we think the retailers are not free enough to express themselves for fear that the other fellow may make a handle of it to his detriment. There should be more confidence placed in each other. If this were done, a great good could be accomplished.

We do not think any organization should be formed with a view to making prices more than a legitimate profit, but, we do think the retailers should try to protect their own interests from the encroachments of wholesalers selling direct to the consumers.

We could go on writing giving instances of how we have been treated, but, this would not help the situation.

It is our intention to write Messrs. Ross-Taylor Company asking their co-operation, and if they will meet the retailers at some appointed time and place when some definite understanding might be decided upon, something may result.

Then, again we might refer to the Farmers' Clubs which have been pretty thoroughly organized in this section. When they can organize, why not the retailer? This organization has for its object the buying of all kinds of goods, groceries, binder twine, lumber, cedar posts, fence wire, and any or all kinds of goods they may require, to the detriment of the retailer. In buying in that way they send their cash out from the home town. This is not only a detriment to the trade, but when a town has been thus treated the values of the farms are depreciated as well as the town. When their cash has gone in this way the customer goes to the retailer and asks for credit and as the retailers cannot afford to hold their goods, neither can they afford to sell on credit, yet they naturally extend the credit to their own downfall, for we think a great many failures in the retail trade have been occasioned by the credit system, where naturally some unworthy one has had credit, and some of the kind above named, as well as the man who does not think of the time when he was given the credit asked for when he had no cash, and who waits his own convenience or pleasure to pay up. Some would not pay till sued.

Another matter we think should not be encouraged, the mail order business which some concerns persist on doing. Of course the mail order houses have goods made purposely to carry this on, not that the customer gets value, but, he thinks he is buying cheaper. So he may be, but not getting value.

It would be well to have the opinion of others in the same line of business, especially west of London to Windsor and Sarnia. This no doubt would make each one think more favorably of some kind of action being taken.—Laird Brothers.

* * *

### Trouble on All Sides

Editor Canada Lumberman:

We are no exception to the rule, as we frequently run up against the wholesaler who sells to the consumer, and the worst of it is that the same wholesalers who sell direct to the consumer at wholesale prices, have the NERVE to send their wholesale list to us, and offer their goods. Not only that, but the list price on one occasion was for No. 1 Hemlock $19 per 1,000 at mill in rough, on a 9 cent rate, and they immediately quoted a customer of mine $20 sized, for the same kind of material, freight paid. Figuring their price as $18.00 at the mill, with $1.00 added for sizing, and $2.75 for freight, it seems that they would rather peddle their goods around the country, than sell to legitimate retailers. I might add that this same firm quoted us a price on a certain bill of material, supposedly to be wholesale price, and then filled the bill for a carpenter for about $25 on the whole bill less than we could do it on their quotation.

Regarding the organization of retailers, would say that, on the whole, I do not fall in with the idea of the retailers organizing in everything, but certainly agree that something must be done to protect our legitimate trade. We have our money invested in a business, and we cannot afford to stand aside and watch the farmers go by and haul their stock directly from the cars, shipped in by a wholesale dealer.

I might also say that I have a warm spot in my person for the wholesaler who will treat a retailer as he should be treated, and I also have some of my closest friends in the wholesale lumber business. It is only a few fellows who cannot, or will not market their products through the wholesale who are low enough to try and cut out their FRIENDS the retailers.

I might also add that considerable of the material which the FARMER buys direct is material which when sized looks quite passable, but if sent to a retail yard in the rough, could scarcely be sold at all. This has the tendency to make the customer think that the retailer is SOAKING him, but he cannot see the difference in quality. We have customers around here, who would pick up the piling strips around the yard, and buy them if you sold them cheap. They will take a board off the fence to patch up with, so you cannot wonder at them biting at a low-priced article regardless of quality.

I trust that I have not said anything out of the way, but I do not feel any pleasanter about this question than our friends of Exeter. I suppose every dealer runs up against the same thing sometimes.—Fair Trade.

* * *

### Many Questions for an Association

Editor Canada Lumberman: Dunnville, Ont.

We have read your letter from a retail lumberman with much interest. The proposition made by the writer of the letter that the retailers should organize themselves for the purpose of bringing the wholesalers to time in regard to selling direct to consumers, is a good one and meets with our sincere approval. We have had some trouble in our district with wholesalers selling direct to consumers, particularly in the door and interior trim departments.

Our idea is that if the retailers had some way of listing all firms who

conduct themselves thus and could submit their names to the organization for a full investigation of each particular case, it would strengthen the hands of each retailer to obtain justice. At the same time there is always danger of some retailers (very few we believe) making exorbitant charges and virtually driving the consumer to deal direct. This aspect of the case would have to be taken into consideration also.

By all means let us have an organization formed as there are many other questions arising constantly which could be better handled collectively than individually.

And further, our idea is that if such an organization is formed, it should have no connection with any association now in existence, but should be composed solely of bona-fide retail lumberman.

We hope that enough of the retailers will see the importance of such an organization to bring about the speedy formation of the same.—The Wm. Shirton Company, Limited.

* * *

## Regret Not Having Organized Long Ago

Editor Canada Lumberman: Niagara Falls, Ont.

Several years ago I tried to form such an association as your retail correspondent suggests. I made a personal canvass of the district, but met with such poor success that I finally abandoned it. Nevertheless, those who refused me then have regretted it more than I. We need it by all means, and I for one approve of it. At that time we had three retail yards and mills in town, now we have six with less business than we had before.

Wholesale men now sell to any carpenter or contractor they may pick up. I could tell you of one traveller who sold to a carpenter who was building a house, then to another repairing a barn, finally to another carpenter enough oak flooring to cover a room. Jobbers are now placing stocks of lumber in carpenter-contractors yards. These are selling stock at a price a retailer cannot touch and pay his 100 cents on the dollar.

We have no power to protect ourselves against the present class of traveller on the road. With the past seven years' prosperity of the country, any man who could hustle and learn his lesson by rote, was put on the road given a good salary, and he found business his own way.—James Harriman.

* * *

## Selling to the House Owner

Editor Canada Lumberman: Guelph, Ont.

We are perfectly in accordance with what you say in your letter. We have had two or three glaring instances of wholesalers selling to consumers occur under our own vision. One of them was with a wholesale lumber firm, who, when we asked them to get a carload of 12-foot long white pine, frowned on us, but when a local foundry whom we have been supplying for years and saving all the 12-foot stock for them, wanted some lumber; this wholesale firm deliberately picked out a whole carload of 12-foot, and sold it to them.

Another instance is in regard to maple flooring. As you are aware there are several good firms making this. Now, we cannot buy from them all, and one, the best of them, has resorted to canvassing citizens in Guelph to sell them enough flooring to cover their kitchens.

We could give you other instances but are just mentioning these to give you an idea of what some wholesalers are doing.—Robert Stewart, Limited.

* * *

## Thought they Were the Only Ones

Editor Canada Lumberman: Brampton, Ont.

We thought we were the only persons or firms whom the wholesalers were using unfairly.

We, for instance, were supplying a contractor with material, and upon running short of some stock we gave him reference to a firm to supply the material wanted to complete the work. but to send to our address. But to our surprise the firm to whom we sent the man is supplying the contractor direct now and never even thanks us for getting some business for them.

The way we have of doing things with this firm is to not buy a board from them and show then that other firms have the same stock for sale and conduct their business honestly.

In our town we have two yards; one a contractor and retail dealer; our own simply a retail yard. We simply buy from the firms who do not sell contractors and we find we have better satisfaction all around.—J. York & Sons.

* * *

## Only a Few Unfair Wholesalers

Editor Canada Lumberman:

We have not found a great deal of difficulty arising from wholesalers selling to consumers in our territory. There are a few who make themselves objectionable in this respect. Two of them are milling concerns, and there are one or two wholesale lumber firms who do business in a small way, and whose connection is not very large, and they feel obliged to dump their goods in this city when they cannot make sales elsewhere.

We find that the reputable and reliable wholesale lumbermen never infringe on this business.

We cannot say that we are favorable to the formation of another retail association, as we feel that we are already called upon to subscribe to too many associations, and know that some of those which exist now, seldom have any meetings.—Retailer.

## Organization Or Trouble

Editor Canada Lumberman: Hagersville, Ont.

We thoroughly agree with you in regard to the retail business. We think that the retailers of to-day will have to get busy and organize, or their business will suffer, more so as the days go by. We are up against the wholesaler to-day selling to farmers.—A. & W. J. Bailey.

* * *

## Co-operation Among Retailers Required

Editor Canada Lumberman:

One way to remedy this is for all lumber dealers to combine and not buy any supplies from any firm who sells the company referred to, so long as they have agents soliciting the contractors. This would inconvenience them in buying southern and western lumber, flooring, doors, columns, shingles, lath, etc.—Lumberman.

* * *

Editor Canada Lumberman: Acton, Ont.

We think the idea of forming a retailers' association a good one as it would be to our mutual advantage to talk over the several problems which come before the retail lumberman. We do not see how you can control the wholesale difficulty as the supplies of lumber are in so many different hands, and while most of the wholesalers are loyal to the retail dealers, there are also a number of outside men who will sell to any person. The only way to meet that class of competitor is to sell at a close margin in car lots and for cash.—J. B. Mackenzie.

* * *

Editor Canada Lumberman: Welland, Ont.

I would consider it very wise for the retailers to organize themselves and talk this important fact over. It hardly seems the right thing for us to be treated as we sometimes are by wholesalers. If the wholesalers do not appreciate our business enough to protect us better I centainly would be very much in favor of handing my part of the business to people who are capable of looking after it honestly.—F. Rounds.

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## A Problem for Millwrights?

Editor Canada Lumberman:

Would some of your readers explain how the bore in a flywheel, which was found to be too small to go on the shaft could be made large enough? This had to be done some years ago in an out of the way place, hundreds of miles from a shop; no railroad, and no appliances at hand for such work.

The fly wheel was a large one, 12 ft. in diameter, the shaft 9 ins. diameter, the bore in the wheel was 1-128 part of an inch too small.

The wheel came to the mill in two halves, there were two iron rings shrunk on the hub and fastening bolts at the rim to hold it when put together.

The man in charge did the work at the mill in a very short time; the men who were working with him told the writer about this, but could not give a very clear explanation of how the work was done.—W. Marsh.

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## Lumber and Furniture for South Africa

Attention is called by the Department of Trade and Commerce to Trade Inquiries Nos. 688 and 689, appearing in the Weekly Bulletin, forwarded by Mr. W. J. Egan, Trade Commissioner at Cape Town, South Africa.

The first refers to a South African commission house desirous of obtaining samples and quotations of British Columbia lumber. They state that there is a demand in South Africa for a hardwood which is called "Canadian Pacific wood." It is described as a brownish wood and is used for piles, girders and shaftings. Quotations c.i.f. South African ports, together with full particulars of sizes, quantities and delievries are requested. They have at present a special inquiry for the following sizes:—

Length, 5 feet x 16 x 4½ inches.
Length, 5 feet x 18 x 4½ inches.
Length, 10 feet x 16 x 4½ inches.
Length, 10 feet x 18 x 4½ inches.

or in logs 22 inches diameter, length 10 feet 3 inches. It is also requested that prospecitve shippers in quoting should give the weights in cube so that the South African rail charges may be estimated in making quotations for inland deliveries. Attention is also called to the demand which at present exists in South Africa for hickory.

With regard to the second Trade Inquiry, Mr. W. J. Egan, Trade Commissioner at Cape Town, states that the dealer referred to requests catalogues and price lists on furniture ready for upholstering, packed for export in the knock-down state: The largest demand is for dining-room furniture made of birch and finished in walnut and oak. There is also a demand for frames of couches and easy chairs made from the common deal. Prices should be quoted f.o.b. Montreal or St. John, also data giving information of the number packed in each crate and the weights and measurements of each crate or case.

Birds eye view of Three Rivers, Que.

# Quebec's Great Lumber Producing Centre

## Three Rivers—A City with Exceptional Manufacturing and Shipping Advantages —Output of Over 300,000,000 Feet Annually

Quebec Province has long been noted as one of the greatest lumber producing provinces of the Dominion, and Three Rivers as one of the largest centres of the lumbering industry in that province. In fact. Three Rivers owes its existence and its growth to a city of over 15,000, directly to this important industry.

The city is ideally located on the St. Lawrence River, half way between Montreal and Quebec, and at the junction of the St. Lawrence and St. Maurice rivers, at the head of deep water navigation. The St. Maurice River itself taps the heart of one of the largest timber sections of the province. Its shipping facilities are further augmented by the C. P. R., G. T. R., I. C. R., St. M. V. R., and the D. & H. R., and present to the manufacturer, particularly of lumber and lumber products, unexcelled facilities. As a result some of the largest pulp and lumber manufacturing concerns of the province have located there, and the industrial backbone of Three Rivers and the surrounding country has for many years been the lumber industry, supplied by the forest products of a vast territory extending northward more than 300 miles and drained by the great St. Maurice River and its many tributaries.

### History of the Three Rivers Industry

Lumbering operations were first opened up on the St. Maurice River about a century ago (1816), Mr. George Baptist building the first sawmill at the little river Cache about 12 miles above Three Rivers on the St. Maurice River. A few years later he began operations at the Gres Falls, about four miles higher up the river, with the first water power plant in the district, and floated the manufactured products to Three Rivers and large timber rafts to Quebec for shipment to the Old Country. This was the opening of the lumber and pulp industry now known as that of the St. Maurice Territory.

Canadian and American capitalists became interested and gradually established themselves. Grand Piles, 31 miles above Three Rivers, soon became the headquarters of supplies for the upper regions. Grand'Mere and Shawinigan Falls afterwards became prominent as pulp and paper manufacturing centres, the Laurentide Pulp & Paper Company establishing an immense plant in the former town, whereas in the latter town the development of the famous Shawinigan Falls by the Shawinigan Water & Power Company, and the installation of the Belgo-Canadian Pulp & Paper Company, and several other large industries followed shortly afterwards. The progress of these companies is now well known to those well informed. The latest in this district is the town of La Tuque (100 miles from Three Rivers), where a splendid water power is at hand; it is owned by the Brown Corporation, manufacturers of pulp and paper. La Tuque is built on the main line of the Transcontinental, Quebec and St.

Rear of mill and sorting shed—Wayagamack Pulp and Paper Company.

Le Boulevard—Three Rivers, P.Q.

Brown Corporation plant at La Tuque, P.Q.

Conveying pulpwood from river to plant—Brown Corporation.

John Railways. It is at the head of the navigable waters of the St. Maurice and promises to be a flourishing lumber centre, being favorably located for the northern operations for the lower part of the district.

### Prominent Three Rivers Firms

At Three Rivers are located the immense pulp and saw mills of the Wayagamack Pulp and Paper Company, whose sawmills alone turn out over 30,000,000 feet annually, and whose up-to-date plant was fully described in a former issue of the Canada Lumberman.

The Gres Falls Company, operating a large mill at Three Rivers, cut over 50,000,000 feet, which is converted into pulpwood and lumber. Unfortunately, the sawmill of this concern was burnt to the ground several weeks ago, but plans are already under way for the reconstruction on a larger scale than before. The concern is a subsidiary company of the Union Bag & Paper Company, who also operate mills in the district.

Another large industry at Three Rivers is the St. Maurice Lumber Company, which manufactures about 50,000,000 feet into lumber and pulpwood.

J. H. Dansereau operates a modern mill at this point and this year will cut 10,000,000 feet of lumber.

The Burrill Lumber Company also operate a mill at Three Rivers, with a capacity of 2,000,000 feet annually.

At the present time this territory furnishes a cut of lumber and pulpwood floated and driven on the St. Maurice River and tributaries equal to about 330 to 350 million feet board measure, of which no less than 175 million feet is manufactured in Three Rivers. Of this large cut about 100 million feet is being cut for the export trade in the European market this season.

Mill of The Gres Falls Company. Destroyed by fire recently but being rebuilt.

## The Late J. D. Shier

Readers of the Canada Lumberman learned recently with much regret of the death of Mr. J. D. Shier, president of the J. D. Shier Lumber Company, Bracebridge, Ont. In our issue of June 1st we were able to include only a brief reference to the loss which the lumber industry of Ontario has sustained through Mr. Shier's death.

The late Mr. J. D. Shier had been in poor health for nearly a year and had been confined to his home almost continually since February. Mr. Shier was born on July 10th, 1845, in Brock Township, Ontario County. He received an elementary education in the public schools and remained on the home farm until he was 25 years of age. He was the fourth son of Mr. Philip Shier whose parents came from Ireland in the early thirties and settled in Brock Township when that section was a dense forest. In 1837 the late Philip Shier raised a company of 100 men during the rebellion.

When Mr. J. D. Shier reached 25 years of age he looked for a wider field of work than that which he could obtain upon the farm. His start in the lumber business was made at the bottom of the ladder. He went into the camps in winter and worked on the drives in the spring and summer, for four years, after which he was in a position to start a small shingle industry at Washago. Later he moved to Severn Bridge where he remained for four years and built up a good business in the manufacture of shingles. Soon he had increased his capital sufficiently to enable him to buy out the old saw mills at Bracebridge. This was the foundation of the large business which he built up. The J. D. Shier Lumber Company has the distinction, it is said, of being the first mill in Canada to install a double cutting band saw. This indicates the progressive nature of the management which the late Mr. Shier gave to his business. In less than 30 years the young man who went into the camps as a lumberjack had become an extensive exporter, the annual output of the plant being between 15,000,000 and 20,000,000 feet.

Mr. Shier's energies were not confined to the building up of his own business success. He gave his services freely to the town of Bracebridge and was a member of the Council from 1892 to 1900 and again in 1904. In 1903 he was elected mayor. Mr. Shier was a fluent speaker, shrewd business man, and of a kindly disposition which brought him the respect and admiration of everybody with whom he came into business or social contact. Much of the progress of the town of Bracebridge in recent years has been due to his energy and foresight.

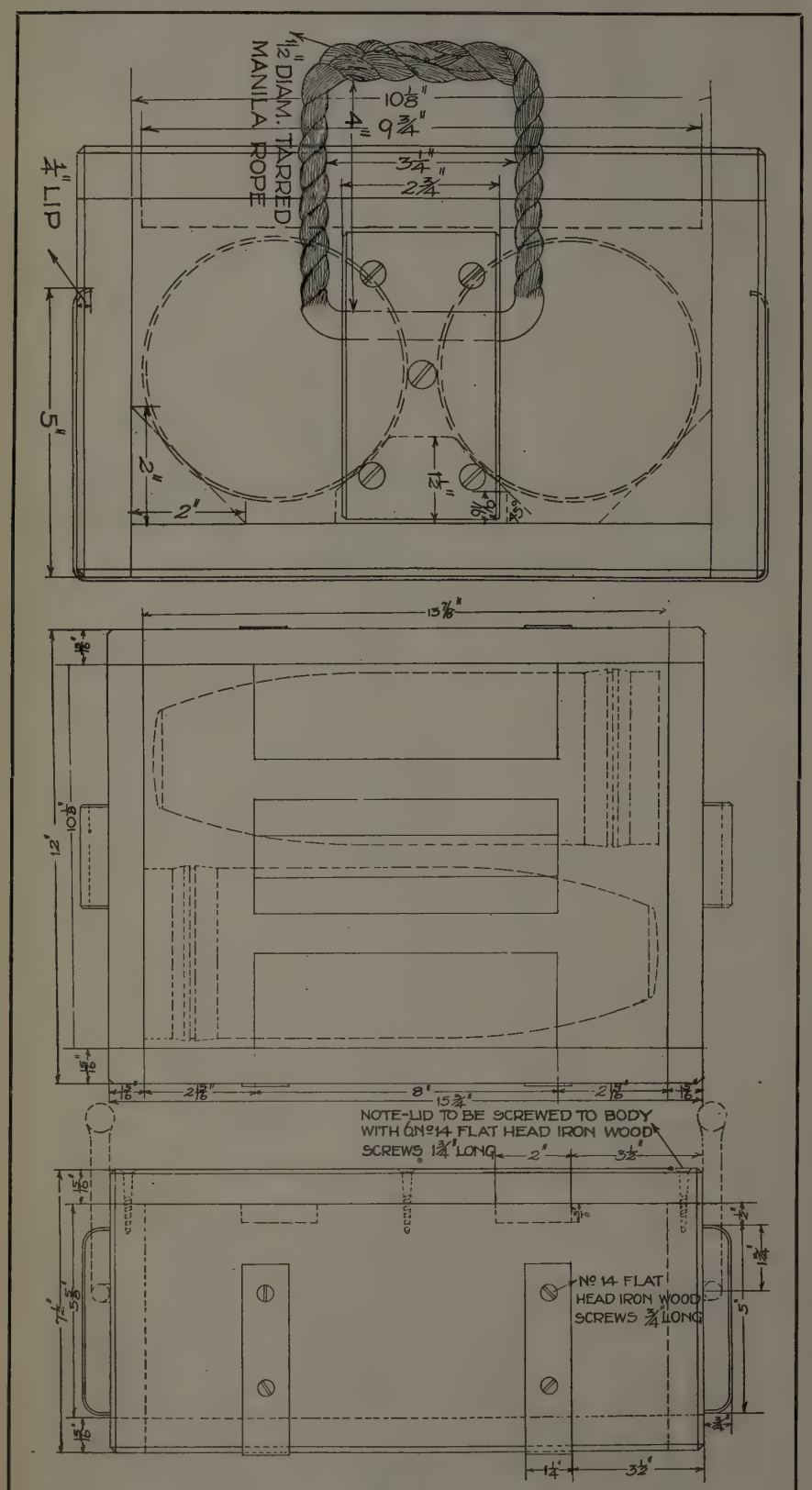
Burrill Lumber Company's office.

# Shell Committee Wants Many Boxes

## Specifications and Drawings Showing Details of Box Required for Shipment of Howitzer Shells

Ottawa, June 8th (Special to the Canada Lumberman-:—The Shell Committee of the Dominion Government will require thousands of boxes in which to ship to England the great quantity of shells that are being made in over 300 factories throughout Canada. The Committee is open to receive tenders on boxes in lots of 25,000 or more. These boxes are each to hold two 4.5 inch Howitzer shells. The boxes are to be well made, according to the following specifications. Tenders should be addressed to the Shell Committee, Stephen Building, Queen Street, Ottawa, Canada.

The specification reads as follows:—




**Sketch plan of box required by Shell Committee, Ottawa.**

Box Projectile.—Wood without tin lining, to hold two plugged shells.

Shell Q. F. high explosive 4.5 inch Howitzer Mark V/L/.

Specification to govern manufacture and inspection.

**General.**—The box must conform in all particulars with drawing S.C.-C38, the sealed pattern and this specification. Should any discrepancy be found to exist between the drawing, pattern and this specification, reference is to be made to the Chief Inspector.

1. **Lumber.**—All lumber to be manufactured from sound stock and to be of even thickness the entire length. To be thoroughly seasoned or dried, free from sap, black or unsound material and loose knots. One end only may be allowed to be split, this split not exceeding 6 inches. No knot is to exceed 2 inches in diameter.

These boards should be firm, strong, serviceable, without waste, and dressed. Thoroughly seasoned as here used is meant a seasoning or drying, either in the open air, or in a kiln or in both, uniformly throughout the entire sections of size delivered, the average percentage of moisture contained in the lumber when delivered not exceeding more than 10 per cent. of its weight, as determined by the actual experiment.

2. (a) **Body.**—The body to be made of spruce except the ends and handle cleats, which are to be made of hardwood, birch or maple. The lid and bottom may have one joint in each, which must be grooved, cross-tongued and glued. The sides, ends and bottom, to be well nailed together with 2½ in. wire nails, the boards may be dressed to an even thickness of 15/16 in., the sides are to be further secured to the bottom by sheet iron bands held by iron screws.

(b) **Lid.**—The lid is to be provided on the inside with battens of spruce, to be secured with 1¼ in. wire nails, also drilled with six countersunk holes for screws 1½ in. No. 12.

(c) **Internal Fittings.**—The box is to be provided on the bottom with V supports of spruce accurately made to the requisite form, shown in the drawing.

(d) A handle is to be attached to each end of the box by a cleat secured by iron screws. The handles are to be made in the form of a spliced gummet of ½-in. diameter tarred manilla rope of the best quality obtainable.

3. **Material and Workmanship.**—The materials are to be of the best quality, thoroughly sound and free from defects. The wood is to be well seasoned. Where boards are made in more than one piece, the joints are to be made to clear the screw, and no piece is to be less than 3 inches in width; the flue to be of the best.

The external edges are to be chamfered off as per drawing, and the boxes to be delivered unpainted.

4. **Tests.**—The contractor is to intimate to the Inspector when the material is ready for inspection. All parts damaged by or during testing must be repaired or replaced free of cost, by the contractor, to the satisfaction of the Inspector.

The boxes will be tested by a strain applied to the handles equal to a dead weight of 350 lbs., and must be capable of standing this test without showing any defect.

5. **Marking.**—Each box is to have the following stamped on it in legible type, and all on the same end of the box.

Contractor's initials or recognized trade mark.

Year of Supply

Numeral

6. **Inspection.**—If on examination of 20 per cent. of any delivery, .20 per cent. of these examined be found defective or incorrect, the whole delivery will be rejected without further examination. Any departure from the terms of this specification may involve the rejection of the boxes affected.

The boxes may be inspected during manufacture by, and after delivery will be subject to testing by and final approval of the Chief Inspector or an officer deputed by him.

Further, the inspector is to have the privilege of examining the lumber at any stage of manufacture, from the kiln to the finished box.

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## Australia Timber Requirements Increasing

The importations of timber from the Pacific Coast have, during the last few months, been particularly heavy and, from forward contracts made, there is every indication that large quantities of Douglas fir will be delivered at the principal Australian ports during the balance of the year, says Mr. D. H. Ross, Canadian Trade Commissioner at Melbourne, in a recent report. The demand has been to some extent accelerated by the shortage in supplies of Baltic timber. At a recent date the shipments arranged from the Pacific Coast aggregated over 20,000,000 feet, comprising twelve cargoes for Sydney, six cargoes for Melbourne and two cargoes for Adelaide. Of the twenty ships chartered, nineteen loaded in United States ports and one loaded in British Columbia. This fleet of timber carriers is chiefly composed of sailing vessels, a number of which sail under the United States flag. At latest advices there was practically no disengaged tonnage capable of carrying timber on the Pacific Coast. The demand for tonnage, despite the heavy advance in freights for timber shipments, has caused an addition to the regular steamers and sailers engaged in the trade across the Pacific by the advent of a number of smaller vessels that seldom go into the over-sea trade.

# Credit Troubles Need Co-Operation

## J. B. Reid Tells Toronto Trade That They Should Agree to Cut Out Chronic Note Renewers

At the meeting of the Lumbermen's Section of the Toronto Board of Trade, which was held on June 4th, an important discussion was commenced in connection with the renewal of notes by customers. The matter was brought up by Mr. J. B. Reid, who presented the following motion:—"We, the members of the Lumbermen's Section of the Toronto Board of Trade, agree that we will not sell to customers who do not pay fifty per cent. of their notes at maturity; this resolution to apply on all new business from the date when it is carried."

Mr. Reid, in speaking to his motion, said that it was intended to give the wholesaler the same standing as a bank manager. He would be able to say to his customers when they came to renew their notes, that the best he could do would be to take a payment of fifty per cent. in cash and the balance in a renewal note. The motion was meant to impress the retailer as well as the wholesaler. As a general proposition this would be a good step for everybody.

Mr. W. J. Lovering expressed his approval of the plan if it could be effectively carried out. He had always endeavored to conduct his own business on similar lines, but in the last eight or ten months he had found it very hard to get a payment of 25 per cent., some times even 10 per cent., when a note was being renewed. It often happened that he was very glad to get even 10 per cent., and that, knowing his customer's position, he was satisfied that he would get his money finally, and so he was willing to continue selling to him. If the motion were carried and put into effect they would be obliged not to sell to this kind of man, until he had redeemed his paper. He did not think they could make a hard and fast rule along these lines. It was a good rule to have as a basis of business management that notes should not be renewed for more than fifty per cent., but there were circumstances under which they would not be able to follow it.

### Should Cut Out Frequent Renewals

Mr. Reid explained that the object of the motion was to have the new rule apply only upon business transacted after the motion should be carried. He wanted to have it agreed that in future customers would be told that they must pay fifty per cent. when their notes fall due. The retailers, he said, wanted to force the hands of the wholesalers a little, to make them help themselves and so help the retailers. If the wholesalers continued furnishing lumber for retailers and taking ten per cent. payments when the notes fell due, they would kill every retailer who paid 100 per cent. As a retailer he wanted to see the wholesalers meet the retailers half way by agreeing to insist upon a payment of 50 per cent. If the wholesalers would not do this all the retailers would soon be in the same boat as the 10 or 25 per cent. man. The wholesaler who accepted 10 or 25 per cent. on mature notes was putting a weapon into the hands of his customers with which to strike a blow at the man who could pay and wanted to pay his notes in full. They were helping men to continue in business who never should be in it. A large amount of the trouble in connection with the lumber trade today was the result of the wholesaler giving indiscriminate credit to the retailer. He thought that it was really time for the wholesale men in Toronto to realize that it was their duty to protect the retail men who were doing a respectible business.

The renewal business was the biggest curse in the whole lumber trade. It could be all worked out and put upon a satisfactory basis. It was only a matter of not trying to do all the business. It would not take twelve months to educate all their customers and to convince them that they must pay at least one half upon their notes at maturity. If they could not or would not pay one-half then, the trade should stop selling to them until they could. The honor, the respectability, and the future good of the lumbermen of Toronto depended greatly upon this one matter.

### A Suggested Amendment to Include Terms of Trade

Mr. Eckardt expressed the opinion that he would not like to see the motion carried in the form in which it had been presented. It would be unwise to pass a resolution when they knew beforehand that they could not carry it out. The motion might be an advantage if it carried with it the general terms of the trade. He would move as an ammendment that it should be recommended to the members of the Lumbermen's Section of the Board of Trade that the terms of the trade should be 2 per cent., 15 days, or 90 days net, and that renewal notes should not be given for more than 50 per cent. of the original amount, and that when the renewal note matured payment in full should be required. He would prefer to put the matter thus, in the form of a recommendation, so that when carried it would be as an understanding arrived at in regard to the terms of the trade in general. While his own firm had made it a general rule that 50 per cent. should be paid when a note fell due, they had been at times in the same position as Mr. Lovering, having to take even less than 10 per cent. from men whom they knew to be alright.

Mr. Reid said that he did not think it would be any hardship to make a rule of telling customers that they must pay at least 50 per cent. at maturity. The resolution simply called for an understanding that, in connection with new business, men who would not pay 50 per cent. at maturity should no longer be granted credit.

On motion of Mr. Lovering the discussion on the subject was adjourned until the next meeting.

At the meeting held on June 11th, the discussion was continued and Mr. Reid's motion was finally carried unanimously, in a slightly altered form, as follows:—"We the members of the Lumbermen's Section of the Toronto Board of Trade agree that, to the best of our ability, we will not sell to customers who do not pay at least 50 per cent. of their notes at maturity; this resolution to apply on all new business from this date."

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## Ontario Exports to United States

The United States Consul at Toronto in his annual report to the Bureau of Foreign and Domestic Commerce, includes the following statistics of exports from all Ontario Consulates and Agencies to the United States during 1913 and during 1914.

| Articles | 1913 | 1914 |
|---|---|---|
| Wood, and manufactures of: | | |
| Logs | ..... | 44,927 |
| Pulp wood, peeled | 805,235 | 317,606 |
| Timber, ship | 1,201 | 1,748 |
| Lumber— | | |
| Dressed | ..... | 190,465 |
| Rough | 8,231,478 | 7,404,086 |
| Hubs of wheels | ..... | 701 |
| Laths | 474,876 | 434,773 |
| Pickets | 184,066 | 87,249 |
| Shingles | 56,994 | 45,538 |
| Staves | ..... | 2,604 |
| Wood pulp | 320,061 | 1,045,215 |
| Furniture— | | |
| Cabinet | ..... | 37,781 |
| Willow | ..... | 2,195 |
| Barrels | ..... | 6,194 |
| Boats | 4,880 | 2,371 |
| Hockey sticks | 4,104 | 1,564 |
| Poles | 4,454 | 20,416 |
| Posts | ..... | 12,495 |
| Railway ties | 30,134 | 5,183 |
| All other | 1,102 | 361 |

From the Toronto Consular District the declared exports included the following:—

| Article | 1913 | 1914 |
|---|---|---|
| Wood, and manufactures of: | | |
| Boat hulls | ..... | 500 |
| House furniture | ..... | 36,981 |
| Laths | ..... | 14,625 |
| Lumber— | | |
| Rough sawn | 68,360 | 101,179 |
| Dressed, two sides | ..... | 2,922 |
| Telephone poles | ..... | 263 |

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## Wood By-Products Required in England

The Canadian Trade Commissioner at Leeds, Eng., in a recent report says:—A market exists in this part of England for certain wood by-products, and some particulars in regard to this trade should be of interest to Canadian firms.

Wood fibre (or wool), which should be thoroughly dried before shipment, is imported in press-packed bales. The chief use which is found for this fibre is for the packing of all kinds of merchandise. It is also used in the upholstery trade, and in this connection one local firm supply the fibre for such purposes as the upholstering of railroad and other carriages, street cars, automobiles, omnibuses and steamships. In some cases, wood wool is also used for water filtration.

Another by-product is wood meal or flour. This meal is sold in different grades of fineness and is used in the linoleum trade as well as in the manufacture of explosives.

Wood rope, which is spun from wood fibre, is another commodity dealt in, and finds a market among furniture packers, ironfounders, and engineers.

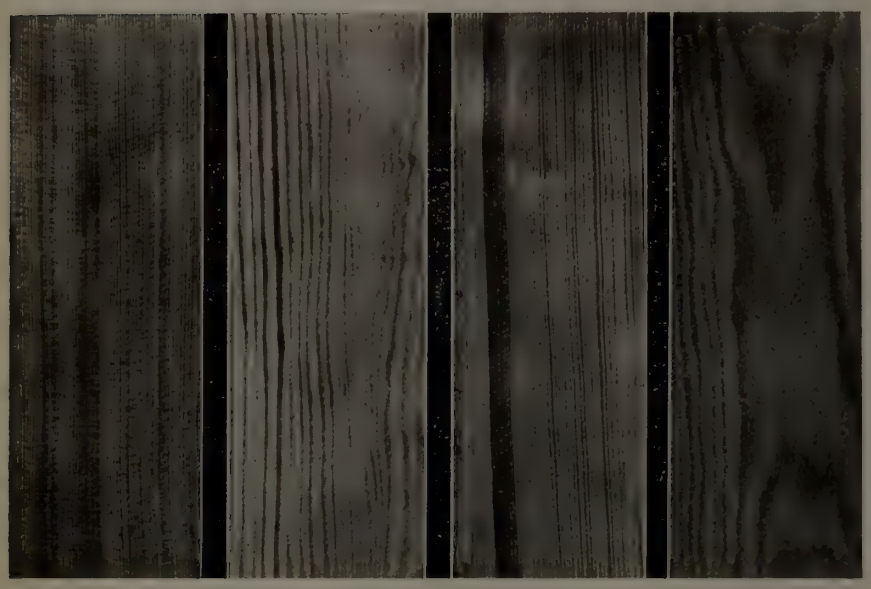
Another article of commerce manufactured from wood waste is miscible naphtha, which is used as a constituent in the making of methylated spirits. One Canadian firm, it is pleasing to state, already send wood naphtha to this market.

All of the above products are manufactured in England, but, in addition, supplies are imported from Norway, Sweden, and also from Belgium and Germany (in normal times). At present, the import trade is considerably handicapped by the high shipping freights now ruling.

# The Commercial Importance of Hemlock

## Technical Properties and Practical Uses of the Different Varieties of an Important Canadian Wood

By A. H. D. Ross



1. 2. 3. 4.

1. Eastern Hemlock, Edge Grain
2. Eastern Hemlock, Slash Grain.
3. Western Hemlock, Edge Grain.
4. Western Hemlock, Slash Grain.

Of the 27 kinds of lumber manufactured in Canada during the year 1913 hemlock ranks fourth in the amount produced. For this year 1,198 mills reported a cut of 306,342,000 board feet of hemlock, which is 8.6 per cent. of the total cut of 3,553,029,000 feet of soft-wood lumber, or 8 per cent. of the total production of 3,816,642,000 board feet.

During 1912 the total cut of hemlock was 333,238,000 board feet, or 7.6 per cent. of the total cut of 4,389,723,000 board feet, and the average price obtained was $13.45 per M.; whereas in 1913 the average price was $14.71 per M.

A comparison of the figures for 1912 and 1913 shows that in 1913 the amount of hemlock manufactured into lumber diminished 8.1 per cent., whilst the cut of spruce fell off 9.6 per cent., Douglas fir 10.9 per cent., white pine 25.6 per cent., and cedar 35.2 per cent. This shows that the falling off in the production of hemlock was less than for the rest of the woods used for construction purposes. One reason for this is the growing scarcity of the good old white pine, another the use of spruce in increasing quantities for the manufacture of pulp and paper, and a third the care taken by manufacturers of hemlock lumber to produce it in uniform widths; particularly in 2 x 4, which is especially suitable for studding. Most mills also sort out the different widths and lengths and are therefore in a position to supply any number of pieces in the sizes called for—thus making it popular with the retail dealers and the builders.

The following table shows the number of mills manufacturing hemlock lumber in each of the provinces during the year 1913, the amount of lumber sawn in each, its percentage of the total production of 306,342,000 board feet and the average price per M.

| Province | Number of Mills | Board Feet | Percentage of Total Cut of Hemlock | Average Price per M |
|---|---|---|---|---|
| Ontario ... ... ... ... | 467 | 142,731,000 | 46.6 | $16.78 |
| Nova Scotia ... ... .. | 204 | 63,851,000 | 20.8 | 11.63 |
| Quebec ... ... ... ... | 378 | 38,491,000 | 12.6 | 14.12 |
| New Brunswick ... ... | 80 | 21,952,000 | 7.2 | 12.38 |
| Prince Edward Island.. | 16 | 265,000 | 0.1 | 14.59 |
| British Columbia ... ... | 53 | 39,052,000 | 12.7 | 14.06 |

### Three Distinct Species of Hemlock

From the above table it will be seen that seven-eighths of the hemlock lumber produced is cut in 1,145 mills in eastern Canada, whilst the remaining eighth is cut in 53 mills in British Columbia. In eastern Canada it is all obtained from Eastern Hemlock (Tsuga canadensis), which is also known by the names Canadian Hemlock, Hemlock Spruce, and Spruce Pine. In British Columbia practically all of the lumber is manufactured from Western Hemlock (Tsuga heterophylla), which is also known as Black Hemlock, Western Hemlock Spruce, Prince Albert's Fir and Alaska Pine. Occasionally a log or two of Mountain Hemlock (Tsuga Mertensiana), which is also known as Patton's Hemlock, Black Hemlock, Hemlock Spruce, Alpine Spruce and Weeping Spruce, comes up the jack ladder with western hemlock.

The range of eastern hemlock extends from Nova Scotia westward through New Brunswick, the Valley of the St. Lawrence, and Lake Temiskaming to Lake Superior and eastern Minnesota; southward to Delaware and along the Appalachian Mountains to Georgia. It is seldom found in pure stands, but is nearly always mixed with other species in upland forests; often covering the northern slopes of rock ridges and the steep rocky banks of narrow gorges. It is a moisture-loving tree, and does best in cool, deep, moist soils, but will also adapt itself to dry and shallow soils; although, in the latter case the growth is much slower than in better situations. A study of 186 trees in Michigan and 124 trees in North Carolina showed that the average age of trees measuring ten inches in diameter (outside the bark and 4½ feet from the ground) was 120 years in Michigan and 96 years in North Carolina; whilst twenty-inch trees were produced in 220 and 218 years respectively. These figures give some idea of the long time required to grow hemlock logs. If a cross-section of hemlock is examined it will generally be found that the annual rings of growth are much narrower in the centre than some distance from it, and that narrow rings are found again near the bark. The reason for this is that hemlock usually begins its growth in the shade of other trees and grows slowly because it is deprived of much light. Being a shade-enduring species it is able to hold until the crown-cover of its competitors becomes thinner, when the extra light admitted causes a more rapid growth. Finally, the crowding together of the crowns and the competition of root space in the soil causes a diminution in diameter growth and a consequent narrowing of the rings. Thus it appears that the life history of the tree may be read from a cross-section of its stem.

The stem, trunk or bole of the eastern hemlock tapers considerably and is often irregular in outline. When full grown the trees attain a height of 60 or 80 feet and a diameter of 2 or 3 feet; occasionally reaching 100 feet and 4 feet.

The western hemlock is found from Alaska southward to northern California and eastward over the mountains of south-eastern British Columbia to Montana and Idaho. A heavy precipitation and high humidity favor its growth and the trees range in height from 120 feet to 250 feet, and in diameter from 2 feet to 7 feet; the largest size being found in Washington and Oregon. In British Columbia a study of 30 trees near Yale, 39 trees near Lake Slocan and 72 trees near Ladysmith showed that ten-inch trees were grown in 86, 99 and 60 years, respectively; and twenty-inch trees in 140, 162 and 108 years. The stems taper less and are more cylindrical than those of its eastern relative, but are often much buttressed at the base. The trees thrive in any soil with abundant moisture and are usually mixed with Sitka spruce (Picea sitchensis) in the north; commonly with Douglas fir (Pseudotsuga mucronata), western cedar (Thuya plicata), and low-land fir (Abies grandis)—but also occur mixed with western white pine (Pinus monticola), western larch (Larix occidentalis) and Englemann spruce (Picea engelmannii).

The mountain hemlock is an alpine tree with little general resemblance to the better known western hemlock; the upper third of the crown having very short drooping branches and exceedingly slender whip-like leaders which are gracefully pendulous. In southern British Columbia it occurs mixed with yellow cedar (Chamaecyparis nootkatensis), amabilis fir (Abies amabilis) and alpine fir (Abies lasiocarpa). At high altitudes it is mixed with western white pine, alpine fir, Englemann spruce and mountain larch (Larix Lyalli).

### Technical Properties and Uses of Eastern Hemlock

The heartwood of eastern hemlock is of a light brown color tinged with red, is rather cross-grained and coarse-textured, has an average weight of 26 pounds per cubic foot when thoroughly kiln dried, is fairly stiff, but is rather harsh and splintery. For this reason it is somewhat difficult to work, and as it also has a tendency to warp and twist it does not find much favor with woodworkers. It is, however, a stiff, non-resinous wood, holds nails well, is abundant and fairly cheap, and is suitable for many purposes where more expensive woods were formerly used. In Ontario 90 per cent. of the hemlock lumber used goes into the framework of buildings, and into rough sheeting; the other 10 per cent. being used in the construction of box cars, rough boxes, moulding flasks, well covers, curbing, cribbing, etc. The native supply is quite adequate for the demand and 97 per cent. of the hemlock used comes from Ontario mills—the remaining 3 per cent. coming from Quebec, Wisconsin and Michigan. One-inch hemlock sheeting cannot be excelled, as it holds nails much better than any other wood and is more durable than any other roof-

ing material. Hemlock is also desirable for breakwater and wharf construction and is usually the right size for producing 10-in. x 10-in. and 10-in. x 12-in. timbers, which are the two favorite sizes for this class of work. Both white pine and spruce are too expensive for this work and the latter is generally too small in size.

In the Maritime Provinces hemlock is used mainly for building construction and car building, and to a limited extent for boat frames, interior finishing, rough boxes, slack cooperage, agricultural implements, ground wood pulp and sulphite pulp.

Mechanical tests of eastern hemlock grown in Marathon County, Wisconsin, gave the following results. These tests were made in the Forest Products Laboratory at Madison, Wisconsin, which is probably the most complete testing plant in America, if not in the world, and is under the control of the United States Forest Service. Clear, straight-grained specimens measuring 2 inches square and four feet long were used for testing in various ways. The specimens showed an average of 24.4 rings per inch, 31 per cent. of summer wood, and a moisture content of 129 per cent. as they came from the logs sawn up in the mill. The shrinkage in volume from the green to the oven-dry condition was 9.2 per cent. Cross-bending tests were made in two ways. In the static method a steady pressure was applied to the centre of the specimen supported in a horizontal position and was increased until it failed. In the impact test a 50 pound hammer sliding in a frame (as in a pile driver) was allowed to drop from a gradually increased height until the specimen failed. The average of the static tests on green specimens showed that the "modulus of elasticity" was 917,000, and on specimens containing only 9.5 per cent. moisture it was raised to 1,048,000. For green and dry specimens the "modulus of rupture" was raised from 5,770 to 7,510. In the impact tests the modulus of elasticity was found to be 1,025,000 and complete failure occurred when the height of the hammer drop reached 17 inches. For green specimens the endwise crushing strength was 2,750 pounds per square inch, and for those containing 9.5 per cent. moisture, 5,740 pounds.

The hardness tests were made by finding the number of pounds pressure required to force a steel ball 0.444 inches in diameter into the wood to half its diameter. For end surfaces the average pressure was 463 pounds, for radial sections (edge grain) 354 pounds, and for tangential sections (slash grain) 334 pounds. Shearing tests were made in a direction parallel to the grain, and showed a strength of 790 pounds per square inch in a radial and 813 pounds in a tangential direction. The cleavage strength in a radial direction was 168 pounds per inch of width and 151 pounds per inch in the tangential direction. Anyone who has split hemlock will appreciate this.

### Properties and Uses of Western Hemlock

The heartwood of western hemlock is pale yellowish-brown, straight-grained, fine textured, weighs about 28 pounds per cubic foot when thoroughly dry, is rather soft, but is strong and tough, and does not splinter like eastern hemlock. Its sapwood is thin and nearly white and the lumber is much superior to that of eastern hemlock—the better grades of western hemlock being superior to the poorer grades of white pine. The larger size of the trees and their comparative freeness from wind shake and butt rot result in a much higher percentage of clears than are ever obtained from eastern hemlock. Its straighter grain and greater softness make it easier to work, whilst its lighter color makes it more suitable for interior finishing. Besides all this it is a much stronger wood and quite free from warp and shake. Test pieces containing 52 per cent. moisture showed a modulus of elasticity of 1,428,000, a modulus of rupture of 7,290 and an endwise crushing strength of 3,390 pounds per square inch, whilst a reduction of the moisture content to 12 per cent. of the kiln dry weight raised these values to 1,666,000; 10,370 and 5,400, respectively. Because of the prejudice against the name "hemlock" in any shape or form, western hemlock is often sold under the trade name of "Alaska pine" or "red fir." Greater efforts should be made to let its advantages be known to the general public.

### Hemlock Ties

In 1913 the number of eastern hemlock ties sold to the steam and electric railways of Canada totalled 1,199,699, and the average price paid for them was 38 cents. Ties made from western hemlock totalled 479,113 at a cost of 31 cents each. As the total number of ties sold was 19,881,714, it will be seen that eastern hemlock made up 6 per cent. and western hemlock 2.4 per cent. of the total.

Western hemlock is used to some extent for piling but does not drive as well as Douglas fir. In fresh water it lasts about ten years, but in salt water is soon attacked by the teredo and other boring mollusks. This wood is used to a very limited extent for telephone and telegraph poles.

### Preservative Treatment

Untreated hemlock ties last from four to six years, according to quality of timber and location in track. In considering their treatment with creosote or other preservatives it is first necessary to know something about the minute structure of the wood before deciding upon the method of treatment to be adopted. A knowledge of structure also furnishes an explanation of the behaviour of the wood under the rail. In the case of eastern hemlock, the cells formed in the first part of the growing season are much thinner walled than those formed in the outer portion of the annual ring. This outer zone of thick-walled tracheids forms from one-fifth to one-quarter the cross-section of the ring, but the line of demarkation between the two classes of cells is not so sharp as in eastern tamarack and western yellow pine. The thin-walled tracheids in cross-section are generally squarish and show a comparatively large interior space or "lumen," but their corners are not thickened as in western yellow pine, and consequently the wood crushes more easily. Besides this the hemlock tracheids are "brash" and break off quite short under the pressure of the rail. The pith rays are composed of single rows of cells arranged one above another, but as these cells are comparatively short and easily parted the rays (resembling the spokes of a wheel) do not bind the wood together as firmly as in the oaks. In western hemlock the summer-wood portion of the ring is about equal to the "springwood" portion; the structure of the latter being very open, with large thin-walled tracheids.

The structure of both eastern and western hemlock admits of treatment with antiseptics, but it must be thoroughly done if the best results are to be obtained. There is abundant proof of well-treated hemlock ties lasting 15 to 20 years, and one instance of a kyanized (mercuric chloride treatment) tie being still sound at the end of 39 years. Both mercuric chloride and zinc chloride (burnetizing process) hardens the fibres of the wood and increase its strength. Creosote preserves the timber but does not harden the fibre. When treated with creosote the fluid is absorbed rapidly by the summer wood, and then the spring wood; the heaviest absorption being along the zone of the resin cells. The absorption in the radial and tangential directions is only about one-eightieth of that in the longitudinal direction, and hemlock ties exhibit the peculiarity of exuding oil for many hours after treatment; probably because of the escape of air confined in the wood.

During 1913 the total amount of wood used for the manufacture of pulp and paper was 1,109,034 cords; 68 per cent. of this being spruce, 25.5 per cent. balsam fir, 4.3 per cent. hemlock, and 1.7 per cent. eastern jack pine. Of the 47,360 cords of hemlock used, 44,431 cords (92.3 per cent.) were used in British Columbia. Of the eastern hemlock, 1,700 cords were used in Nova Scotia, 705 in Quebec and 524 in Ontario. The finer-grained structure of western hemlock and its longer fibre should make it more suitable for pulping purposes than its eastern relative. Possibly the mountain hemlock will be used for this purpose as it is usually too small for saw timber. The principal objection to both the western and the mountain hemlocks for pulp is the reddish tint of the heartwood.

Until a few years ago practically all the tannin used was obtained from the bark of eastern hemlock and oaks, but now only small tanneries situated in hemlock districts depend altogether upon bark. In Ontario there are 36 tanneries, in Quebec 26, in New Brunswick 3 and in Nova Scotia 2. In Wisconsin the tanneries use approximately 150,000 cords of hemlock bark each year and in Michigan the consumption is 87,000 cords—the average price obtained in Wisconsin being $10.50 per cord f.o.b. cars, and in Michigan $10.00. In Canada the 67 tanneries use about approximately 77,000 cords a year; averaging $8.42 per cord.

Chemical analysis shows that the bark of the eastern hemlock contains 13.1 per cent. of tannin, and of the western hemlock 16.5 per cent. Although the western species shows the higher percentage of tannin, its bark is thinner and the cost of collecting is higher, so it has not been used to any extent for tanning. In New Brunswick considerable hemlock bark extract is manufactured and shipped to England, but there is not a heavy demand for it because of the competition of other extracts, such as quebracho, mangrove, mimosa, divi divi, chestnut, etc.

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## Saskatchewan Report Upon Planing Mill Industry

The annual report of the Bureau of Labor for the Province of Saskatchewan states that during 1914 the planing mills which were kept in operation in the province maintained only a portion of the regular staff; whilst in volume the output compared favorably with that of previous years. To a large extent the material used was of the cheaper or more common grades. The condition of the industry during the year is indicated by the following table:—

| Planing Mills | 1913 | 1914 |
|---|---|---|
| Number of establishments in operation. | 36 | 34 |
| Capital employed, including plant .. .. | $1,599,048.00 | $1,579,648.00 |
| Average capital employed ... ... ... | 44,418.00 | 46,460.00 |
| Number of employees ... ... ... .. | 864 | 782 |
| Total salaries and wages ... ... .... | $667,692.00 | $476,819.00 |
| Average annual earnings per employee. | 772.75 | 609.74 |
| Gross value of product ... ... ... .. | 2,445.504.00 | 1,660,686.00 |

# Production of Pulp Wood and Pulp

## Wood Pulp Output Shows Increase of 10.4 per cent in Quantity and a Few Cents in Average Price

A bulletin dealing with the production and consumption of pulpwood and pulp in Canada during 1914 has been prepared by the Forestry Branch of the Department of the Interior, and will be published in the near future. Extracts relating to the export trade in these products were published in the Canada Lumberman of June 1st. The following extracts relate chiefly to the domestic features.

In spite of the widespread disturbances to industry in general occasioned by the war, the manufacture of wood pulp in Canada is still on the increase. During the calendar year 1914 the quantity of wood used in this industry showed an increase of 10.4 per cent. over the preceding year.

The increase from 1910 to 1911 was 12.3 per cent., from 1911 to 1912, 28.8 per cent., from 1912 to 1913, 28.1 per cent., and from 1913 to 1914, 10.4 per cent. The relative positions of the five provinces on the list remained the same as in 1913. Increases took place in the consumption of wood for this purpose in Quebec (1.0 per cent.) and Ontario (39.4 per cent.). Over four-fifths of the wood consumed in Canada was made into pulp in these two provinces. Decreases in consumption were reported from the three remaining provinces as follows:—British Columbia (4.9 per cent.), New Brunswick (7.1 per cent.), and Nova Scotia (47.6 per cent.)

The average value of pulpwood at the mills in 1914 was $6.61 an advance of only a few cents from the value reported for 1913. The value increased in British Columbia remained the same in Quebec, and decreased elsewhere.

The following table shows pulpwood statistics for 1913 and 1914, by Provinces, quantity used, total value 1914, and average values 1913 and 1914:

| Provinces | Active Firms Reporting | Quantity 1913 Cords | Quantity 1914 Cords | Total Value 1914 | Average Value Per M Ft B. M. 1913 | Average Value Per M Ft B. M. 1914 |
|---|---|---|---|---|---|---|
| Canada | 49 | 1,109,034 | 1,224,376 | $8,089,868 | $6.53 | $6.61 |
| Quebec | 23 | 629,934 | 636,496 | 4,148,405 | 6.52 | 6.52 |
| Ontario | 15 | 321,244 | 447,751 | 3,172,235 | 7.15 | 7.08 |
| British Columbia | 2 | 84,173 | 80,013 | 426,444 | 4.77 | 5.33 |
| New Brunswick | 4 | 53,121 | 49,339 | 296,769 | 6.44 | 6.01 |
| Nova Scotia | 5 | 20,562 | 10,777 | 46,015 | 4.61 | 4.27 |

The woods most commonly used in pulp manufacture in Canada vary but slightly from year to year. The increased manufacture of sulphate of kraft pulp has enabled the manufacturers to use increasing proportions of jack pine. The use of balsam fir has increased steadily in past years. Hemlock is used to a greater extent than any other wood in British Columbia. In every other province but British Columbia spruce heads the list of woods converted into pulp.

### Relative Importance of Processes

The proportion of wood used in the manufacture of chemical fibre in Canada is steadily increasing. In 1910 only 22 per cent. of the wood was converted into pulp by the chemical processes. In 1914 this proportion had increased to 47.3 per cent., almost half the total.

In the mechanical process where the fibres are more or less broken and their strength impaired, only the best quality of pulpwood can be used. The machinery however, is comparatively cheap and easily installed, and so long as the supply of good pulpwood was convenient this process was largely used. Of late years the quantity of wood used in the sulphite process has steadily increased in spite of the high cost of installing the necessary plant. In this process the wood requirements are not so exacting, and the higher price for the pulp produced easily repays the cost of the plant.

The introduction of the sulphate or kraft process for the manufacture of coarse, strong, dark colored pulp for wrapping papers has permitted the use of jack pine and other so-called inferior species in a greater proportion than had hitherto been possible.

The following table shows the kinds of woods used for pulpwood during 1913 and 1914, by kinds of wood: Quantity used, total value 1914, and average value 1913 and 1914:—

| Kinds of Wood. | Active Firms Reporting | Quantity 1913 Cords | Quantity 1914 Cords | Total Value 1914 | Average Value Per M Ft B. M. 1913 | Average Value Per M Ft B. M. 1914 |
|---|---|---|---|---|---|---|
| Total | 49 | 1,109,034 | 1,224,376 | $8,089,868 | $6.53 | $6.61 |
| Spruce | 49 | 754,858 | 836,387 | 5,605,926 | 6.76 | 6.70 |
| Balsam Fir | 35 | 283,292 | 314,183 | 2,067,434 | 6.38 | 6.58 |
| Hemlock | 5 | 47,360 | 45,246 | 254,576 | 4.25 | 5.63 |
| Jack Pine | 3 | 19,383 | 24,715 | 135,762 | 5.25 | 5.49 |
| Poplar | 3 | 4,141 | 3,845 | 26,170 | 7.02 | 6.81 |

In 1913 the wood used in the mechanical process for the manufacture of ground-wood pulp formed 54.1 per cent. of the total consumption. This proportion was reduced to 52.7 per cent. in 1914. The proportion in the case of sulphite pulp increased from 33.1 to 35.5 per cent. remained about the same, but a decrease took place with the sulphate or kraft process from 12.3 per cent. to 13.9 per cent. The only actual decrease in quantity was in the case of wood used in the soda process.

### Increase in Wood-Pulp Manufacture

The estimated quantity of wood-pulp manufactured in 1914 was 934,700 tons, an increase over 1913 of 9.4 per cent. The increase in the manufacture of ground-wood pulp was only 7.4 per cent., while that of pulp produced by the three chemical processes was almost 14 per cent. Considering these three processes separately the increase was in the case of sulphite pulp, amounting to 11.8 per cent. of the production in 1913. The quantity of soda pulp estimated was a decrease of over a third from 1913.

Mechanical pulp is manufactured in all five provinces, Quebec leading with over sixty per cent. of the total. Sulphite pulp is manufactured in every province but Nova Scotia. Ontario leads in the production of this class of fibre with 53.3 per cent. Sulphate or kraft fibre is manufactured in Quebec, Ontario, and New Brunswick, Quebec producing also ninety per cent. of the total. Soda pulp is produced only in Quebec province.

In spite of the fact that Canada in 1914 produced nearly a million tons of wood-pulp valued at approximately twenty million dollars, and exported pulp to the value of over eight million dollars, we still import this commodity from other countries. The importations of wood-pulp in 1914 were valued at $426,601, an increase over the imports of 1913 of 19 per cent. Although the greater part of the material comes from the United States (51 per cent.) the value of imports from that country decreased by $87,182 in 1914. A decrease took place in the value of imports from Great Britain and no pulp was imported from Germany, but increases are to be noted with the other countries on the list, especially Sweden.

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## Helping Forest Protection by "Movies"

An interesting departure has been made under the direction of the Hon. W. R. Ross, Minister of Lands for British Columbia, to make our people realize the great importance of the lumber industry and the necessity of protecting the forest resources of British Columbia from damage by fire. Last year a number of the motion-picture theatres in the province were supplied with a set of slides to be used in the intervals between the ordinary films, the pictures bearing the following legends, each accompanying a typical forest scene:—

"One moment, please." While waiting, resolve to be careful with fire in the woods."

"Only six trees (shown in picture) but their manufacture into lumber employed 100 men for one day. Put your fires out."

"$400,000 reward! Is what the lumber industry of the Pacific North-West pays the community daily for labor, supplies, etc. You share it. Be careful with fire in the woods. The road to prosperity lies through the forests; don't burn them up."

The slides were sent out under instructions from the Minister of Lands with a letter explaining the need for the co-operation of the theatre proprietors in order to reach a large body of the public inaccessible by any other means. The result was entirely satisfactory, both theatres and patrons expressing their appreciation.

This year the idea was extended, every motion-picture theatre in British Columbia receiving a set, the subjects being more direct in their appeals, as is shown by the inscriptions:—

(1) "**Wage Earners and Merchants!** The lumber industry already employs over half the wage earners in British Columbia, and distribute over twenty million dollars annually for labor and supplies. . . . . make it permanent by protecting the forests from fire (view shown of export sawmill with shipping)."

(2) "**Taxpayers!** Forests pay into British Columbia Treasury two and a half million dollars annually. . . . . Prevent fires, and keep your taxes down (logging scene)."

(3) "**Hunters and Fishermen!** Green forests afford shelter for game, and clear water for fish. . . . . Help keep them green (Forest Guard in canoe on patrol)."

In utilizing the motion-picture theatre on the lines described, a powerful agency has been recognized for reaching the general public. The posters displayed along the roads, and in the neighborhood of logging camps and sawmills are familiar to many, while the woodsmen and other followers of the open air life are reminded of the necessity for care with fire every time they use a Forest Branch whetstone.

The general public with its plans for holiday-camps, picnics and the like, will also be reminded of the fire danger, and will undoubtedly respond as good citizens and shareholders in the prosperity of the province.

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It is expected that the camp cut of cedar in the Vancouver Forest district during the month of April in logs and shingle bolts will create a new record, according to reports which are now nearly completed. The number of handloggers has recently shown a great increase, and also the number of small logging camps.

# Hardwood Men Convene at Chicago

## Annual Meeting Largely Attended—Important Reports of the Year's Association Happenings

The annual convention of the National Hardwood Lumber Association was held at Chicago, Ill., on June 10th and 11th, and was exceptionally important and successful. The president, Mr. E. V. Babcock, in his address said in part:—

We have passed through probably the most discouraging year to make money in, that the members of this Association have ever had. It would seem that we have reached a point where any change for the lumbermen would be for the better. It would seem that the sun of prosperity is slowly but surely rising, although there are many who do not look for a restoration of business prosperity until we have a reenactment of a protective tariff and legislation to remove the many harsh provisions in the present laws regarding business. Letting Canadian and British Columbia lumber into our country free and paying seven and one-half (7½ per cent.) export duty on all lumber shipped there in return is neither reciprocal nor fair to American lumber manufacturers.

Can it be said that we lumbermen with our forty thousand saw mills, our seven hundred and eighty-five thousand employees, our annual output amounting to $1,600,000,000—greater than that of any other industry in this country, should not be considered in making up the laws of our land? Is it not time that we sat up and took notice with this very old, very large and very honorable business?

### Grading Matters Discussed With Consumers

Early in the year we were called upon by Mr. Robert W. Irwin, President of the Federation of Furniture & Fixture Manufacturers, to meet their organization in conference. In addressing us, he said: "We feel that as large purchasers of lumber we should have some part in, or rather be considered in the making of the rules which surround the purchase and sale of this product. We come to you in the spirit of constructive work. We are extremely anxious as manufacturers for the establishment and maintenance of standard grades of hardwood lumber, grades that will not be changed from year to year. We are not coming to you with any idea of asking for anything that in any way fixes or limits the price of your product. What we want and what we ask of you is some working agreement, whereby, when a set of rules are established, they can be maintained one year after another, so that the experience we accumulate under our cost system in our factories will be available from one year to another, and will not be thrown in the air because of changes in grades."

You will recognize this as a high-class, dignified request from a great, big organization of big and splendid business men. Up to this time they had refused to use our authorized rules for inspection. Their representatives were met by our Rules Committee. The two committees. after a long conference, agreed that the Federation would use our present rules for the inspection of lumber, and that the conferring about rules should be prosecuted throughout the next year.

### Rival Associations Getting Together

Again, our Officers and Directors were requested to meet the representatives of the Hardwood Manufacturers' Association of the United States, with a view of reconciling any differences between the two organizations and a hope that some common ground could be found whereby these two organizations could be amalgamated and at the same time the interests of all be protected.

These conferences with these sister Associations were taken part in by full committees representing our Association and by big and broad-gauge men representing their organizations.

While the endeavors to come to a mutual understanding with the Manufacturers' Association were unsuccessful, a vastly better feeling now exists between the two organizations than has apparently existed at any time past.

I say to you with considerable forethought that the existence of two rival hardwood organizations, antagonistic in some respects, is detrimental to the best interests of the members of each.

It is the expectation of your President, and probably of your other officers and Directors, that common ground will be found for constructive co-operation between the Federation of Furniture & Fixture Manufacturers. and the intense hope that common ground can be found for the amalgamation of the now rival hardwood associations, to the end that the interests of their members will be not only protected but enhanced and bettered.

### The Secretary's Report

The Secretary, Mr. F. F. Fish, in his annual report said in part:—

The popularity of impartially certified grades, evidenced by the bonded certificate of this Association, is steadily increasing among the producers and consumers of hardwood lumber, as the value of such grades are not problematic, but are already determined by competent authority, and there is at the present time a sincere desire on the part of a large element of the consuming trade to co-operate with this Association in its efforts to standardize grades of hardwood lumber permanently. This is the same element that one year ago was in open opposition to the work being performed by this organization. This desirable change in attitude has resulted from a better understanding of the aims and methods of this Association and further emphasizes the progress that has been made during the past year.

The common ground which the lumberman and his customer may jointly occupy is intelligence and honesty. Neither should seek to get the best of the other. The lumberman should deliver the grade he sels and the customer should accept the grade he buys. This disinterested offices of the National Hardwood Lumber Association enables each party to the transaction to achieve this desirable result with practical certainty.

There is a constantly increasing sentiment on the part of this membership against frequent and radical changes in the rules of inspection. A widespread feeling has developed that permanence is the element most desirable in accepted standards and the general belief prevails that the absolute value of this element more than offsets any ephemeral gain that might result to the lumbermen from further changes in the rules.

Since the Buffalo convention, June 18 and 19, 1914 (less than one year ago), 136 new applications for membership have been received, of which 9 were rejected on account of being ineligible or undesirable. The record of failures and withdrawals from business greatly exceeds that of any previous year in the Association history and numbers 141; 29 have been dropped on account of being delinquent in dues, and 13 have resigned. The total number of new members admitted during the year is 127, which brings the present number of members in good standing to 845.

The quantity of lumber inspected during the year was 119,600,756 feet. The earnings from this work amounted to $51,055.23, and its cost was $50,877.99. Of the 119,600,756 feet inspected, official reinspections were requested and made on 1,143,187 feet, and of that amount the original inspection was found to be in error on 260,294 feet.

Attention is again invited to the results being obtained in our reporting department, and the co-operation is urged of every member who has not been keeping in touch with this important branch of our work. During the past year the demand for service on this department from members now familiar with the service has materially increased, which doubtless due in part to the rather general uncertainty surrounding credit conditions and in many instances to the difficulty experienced in making collections. While the reporting department is not prepared to furnish promptly reports asked in every instance, a large number of late and thorough reports have been added to the files and the value of the reporting service has been substantially increased. It is now a recognized fact among students of credit information, that the interchange of ledger experience furnishes a more reliable basis for extending credits than any other method, and this Association, if granted the hearty co-operation of its present membership, would have access to nearly nine hundred ledgers.

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## Record Imports of American Lumber at Hong Kong

The year's record in lumber imports at Hong Kong, China, especially in American lumber during 1914, was exceptionally good, especially of Oregon pine and other lumber from the United States, and were the largest in the history of the port. The total imports of lumber from the United States during the year amounted to 12,155,242 feet, of which 1,896,840 feet were of redwood sleepers and about 200,000 feet of spars, the remainder being of Oregon pine. The increase in imports in general represents actual increase in consumption, which is the result of an active campaign in behalf of American lumber and timber for various uses to which they have not been devoted heretofore in Hong Kong. There was an unusual amount of building in Hong Kong and vicinity during the year, which accounted for a considerable proportion of the increase, which would have been much greater had freight rates been more favorable. Freight rates during the year ranged from $6 and $6.50 to $7 gold per thousand feet at the beginning of the season to from $12 to $12.50 at the end of the year. Imports of hardwood during the year were below the average. There was a shortage in supplies of teak, resulting in an advance of about 20 per cent. in price. Imports of various Philippine hardwoods during the year amounted to about 3,500,000 board feet, which represents a large increase over the previous years. Imports of Borneo hardwoods aggregated about 10,000,000 board feet, 60 per cent. of which went to Canton. Imports of teak from Siam amounted to about 1,200,000 board feet.

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A despatch from Kingston, Ont., states that the steamer Jones of the George Hall Company's fleet, recently arrived in Ogdensburg, N. Y., with the largest cargo of lumber that ever passed through the Welland Canal, the total being 1,750,000 feet of pine lumber, which was loaded at Sheldrake, Mich.

# Treated Wood-Block Pavement Its Advantage and Costs

A bulletin upon "Treated Wood-Block Paving," prepared by W. G. Mitchell, M. Sc., has been published by the Department of the Interior as Bulletin No. 49. The bulletin contains a great deal of interesting and valuable information regarding this important subject. It would not be possible in limits of our space to give a resume of the information which it contains. A few extracts, however, will be of interest. The experience of those cities of the United States where wood block paving has been most extensively adopted, the bulletin says, has shown that for many kinds of service creosoted wood blocks are entitled to a high place in the classification of road-surfacing materials. In 1905 the total area of such pavement in the United States was slightly less than 1,500,000 square yards, while in 1913 the city of Minneapolis alone had in use over 1,000,000 square yards, which indicates in a striking way the extent to which this type of pavement has grown in favor during the last decade.

The Forest Products Laboratories of the Forestry Branch of the Department of the Interior have under consideration an extended investigation of the possibilities of treated wood blocks for road paving, dealing with the relative merits of different native woods, details of seasoning and preservative treatment and methods of laying, having particular regard to the climatic and traffic conditions to be met in Canadian cities. It is the intention of this department to place under close observation several stretches of wood-block paving which are subject to representative conditions of service, in the hope of obtaining more or less direct correlation between the data gathered from periodical inspections and the results of laboratory investigations.

Pending the completion of such parts of this undertaking as will justify the publication of further reports, and to meet the present call for authentic information on the subject, this bulletin is offered largely as a compilation of the information available to date, and a summary of the published work of other investigators, whose experience with wood paving and wood-preservative treatment in general entitle their conclusions to the most careful consideration.

The essential requisites of modern city paving are durability, safety, low traction resistance and ease of cleaning. Considerations somewhat less important economically require that pavement shall be such that noise and vibration from heavy street traffic will not be excessive, and that such factors as the radiation of heat, reflection of light and emission of unpleasant odors will be minimized. On a basis of the foregoing requirements, modern treated wood-block pavement is regarded by many authorities as closely approaching the ideal.

### Cost Figures in Canadian Practice

Vancouver, Victoria, Calgary, Moose Jaw, Winnipeg, Toronto, Hamilton, Ottawa, and Montreal are among the Canadian cities where wood-block paving has been adopted to some extent. Douglas fir has been used almost exclusively on the Pacific Coast for paving-block manufacture. Hard (Southern or yellow) pine blocks have been imported by some of the Eastern cities, and Norway pine, tamarack and hemlock blocks are also in use. Birch and maple are regarded as valuable woods for such service by some authorities, although these species have not yet been adopted to any extent in Canada.

Initial and ultimate cost, durability, availability of supply and adaptability to conditions of traffic are factors upon which the choice of a pavement surface depends. The fact of availability of supply will influence Canadian practice, because of high transportation costs. In the East the supply of timber for paving-block manufacture will be drawn from Norway pine, tamarack, birch, hemlock, and maple. At the present time imported yellow pine blocks compare favorably in price with native wood blocks, but this is an anomaly due to present market conditions, and can hardly be expected to continue. The coast cities have hitherto used Douglas fir blocks almost exclusively. It is possible that such other species as tamarack or hemlock may replace fir for this purpose. At present there is a considerable diversity of opinion as to the suitability of Douglas fir for paving-block manufacture. Difficulties of treatment have hitherto been responsible for the development of some prejudice against this species, although it is claimed that this trouble has been overcome by recent improvements on methods of seasoning and impregnation.

The initial cost of wood-block paving is rather higher than for other types of pavement. Compared with asphalt surface on an equal foundation its first cost is considerably greater. The cost of wood-block pavement will vary considerably according to design, and more particularly in proportion to the cost of timber stock, cost of treatment and labor for construction. This variation ranges from $2.50 to $3.90 per square yard.

A cost-figure is reported from Minneapolis of $2.50 per square yard, representing an average of several years' construction. The cost of a 3-inch treated-block pavement in Moose Jaw is reported as $2.84 exclusive of excavation. Vancouver reports as low a cost as $2.10 per square yard, exclusive of excavation and foundation. In this case the cost per yard of treated blocks was $1.35, half of which represents the actual cost of treatment. The timber stock was Douglas fir and a twelve-pound impregnation was required.

These figures can hardly be assumed as representative of costs in the East. Probably a fair cost-figure in Eastern Canada would be from $3.25 to $3.85 per square yard for a 4-inch pavement on a 6-inch foundation. This cost is slightly higher than that of brick pavement, and approximately the same as that of asphalt block.

It is claimed by some of the most extensive and successful users of treated wood-block pavements that when properly constructed, the relatively high durability of such pavement liberally discounts the greater initial cost, and reduces ultimate cost to a figure which compares very favorably with other types of road surface. Remarkably low maintenance costs are claimed for treated-block pavements, some of which have been in use for ten to fifteen years. It may be said that there are no cases of American wood-block pavements laid according to best recognized practice, which have been in service for a sufficient length of time to yield conclusive information as to the ultimate life of such pavements. However, the performance records to date of well constructed wood-block pavements, under a wide variety of service conditions, are such as to commend them to the careful and impartial consideration of all highway engineers.

The Canadian wood-preserving industry is represented at present by four producing companies: the Dominion Tar and Chemical Company, of Sydney and Winnipeg, the Canada Creosoting Company, of Toronto, the Dominion Creosoting Company of Vancouver, and Alex. Bruce & Company, of Fort Frances, Ont.

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## Consignee Loses Action Against Shipper

A case of interest to shippers and consignees has been dealt with by Mr. Justice Maclennan, at Montreal, the suit of the Drummond Lumber Company vs. the Standard Chemical Company being dismissed with costs. Briefly, the circumstances were that the plaintiff sued defendant for $5,786.57, which it alleged it had had to pay as extra freight on several shipments of wood made by defendant to plaintiff. Plaintiff alleged that, by the contract between the parties, the wood was to be in a fairly dry condition, and the cars were to be loaded up as full as possible so as to reduce the freight charges. It alleged that contrary to the contract, the logs were taken directly out of the water and placed on the cars, whilst the cars were not fully loaded up; this, said the plaintiff, resulted in increasing the freight charges to the extent mentioned.

The defendant admitted the contract, and declared that the logs were in fair condition when placed on the cars at the various points of shipment. It further pleaded that the wood was to be delivered to the plaintiff on the cars at the various points of shipment, and that, both by law and by the terms of the contract, the inspection of the wood and the acceptance or rejection of it was to take place at these points; that all the wood was delivered to plaintiff at the said points of delivery and was accepted without protest or complaint of any kind.

Mr. Justice Maclennan held that the place of delivery must be presumed to be the place of inspection by the buyer unless the contract otherwise provided. Thus, if the cars on which the wood was loaded by the defendant at the various points of shipment were not completely full, and if the wood when loaded was not completely dry or not in good fair condition for shipping, these defects were apparent and could have been discovered and established by plaintiff by inspection or survey at the points of shipment, and if these defects existed, plaintiff should have refused acceptance. By allowing the shipment to be made to points in the State of Maine, without inspection or after such inspection or survey as the plaintiff saw fit to make at the points where the wood was loaded on board the railway cars, the plaintiff accepted the wood and had no right to question the quality or the quantity of the shipments after arrival at their point of destination. The action was dismissed with costs.

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The United States export only 7.1 per cent. of their annual cut. This distributed over several different woods shows for the annual cut of each:

| | |
|---|---|
| Redwood | 13.5 per cent. exported |
| Fir | 12.5 per cent. exported |
| Gum | 10.0 per cent. exported |
| Yellow pine | 9.8 per cent. exported |
| Oak | 7.0 per cent. exported |
| Poplar | 5.0 per cent. exported |
| White pine | 1.7 per cent. exported |
| Spruce | 1.5 per cent. exported |
| Cypress | 1.5 per cent. exported |
| All other woods | 2.2 per cent. exported |

The European countries received 41 per cent. of all that was exported or about 3 per cent. of the total U. S. lumber production.

## Brazil's Imports of Wood and Manufactures of Wood

Imports of wood into Brazil during the past four years were valued in paper milreis as follows:—1913, 14,197,039; 1912, 11,743,725; 1911, 8,077,532; 1910, 8,564,210. Imports of printing paper during 1914 amounted to 12,395,987 kilos, valued at 2,963,374 milreis. In 1913 the totals were 15,060,481 kilos, valued at 3,642,249 milreis. In order to convert milreis into dollars an approximate result can be obtained by dividing the total by 3. The following table shows the values in dollars of imports of wood and manufactures of wood into Brazil during 1914 and 1913:—

| Articles and principal countries of origin. | 1913 | 1914 |
|---|---|---|
| Furniture: | | |
| Total | $843,231 | $397,069 |
| United States | 90,353 | 74,882 |
| Austria-Hungary | 385,360 | 130,381 |
| Germany | 97,790 | 76,422 |
| France | 139,254 | 43,123 |
| Great Britain | 44,487 | 51,465 |
| Pine blocks, planks and boards: | | |
| Total | 3,488,555 | 976,959 |
| United States | 3,200,509 | 852,160 |
| Sweden | 182,388 | 68,357 |
| Canada | 48,181 | 522 |
| Staves and hoops: | | |
| Total | 237,981 | 52,557 |
| United States | 2,315 | 909 |
| Germany | 157,082 | 15,145 |
| Great Britain | 52,737 | 29,107 |
| Wood of all kinds, rough, sawed, planed, and veneered: | | |
| Total | $410,395 | $208,487 |
| United States | 12,641 | 5,710 |
| Paraguay | 9,215 | 4,148 |
| Norway | 7,004 | 36,704 |
| Sweden | 28,053 | 3,169 |
| India | 6,352 | 21,052 |
| Germany | 32,014 | 13,723 |
| Belgium | 220,978 | 167,202 |

According to a recent report from the United States Consular Agent at Santos, Brazil has been consuming in recent years between 6,000,000 and 10,000,000 feet b. m. annually of Swedish pine. The larger part of this is white pine, the remainder the well-known red pine of the Baltic region. The Swedish sawmills grade their pine into three grades: Firsts, seconds, and "brak." It is the first grade, clear except for a few small, sound, inconspicuous knots, that is sent to Brazil. The pines have considerable sap, but they are delivered entirely free from stain or discolorations and as bright as the day the lumber came from the saw. The Brazilians explain this as the result of particular care taken to ship the lumber according to specifications, "thoroughly air seasoned." All Swedish pine is said to be stuck-piled six months or longer before it is sent to South America.

The regular "Rio deals" 3 by 9 inches and of lengths varying from 14 to 20 feet (usually 14 feet) are typical as to size, and it is interesting to notice the uniform precision with which the lumber is manufactured to size. The price differs according to the market. It ranges from 14 to 18 pounds sterling per "standard," 1,980 running feet, or the equivalent of $34 to $44 per thousand feet. The principal use of the Swedish white pine deals is for boxes—soap cases in particular. The deals are resawed into thin boards and cut into shooks and the boxes made in the same factory that uses the cases. This wood is largely employed for temporary uses, and being soft and easily smoothed and cut, it is sought for odd jobs, repair work, concrete forms, etc. With the Swedish red pine it enters to a limited extent into the manufacture of doors and blinds and into planing-mill products, chiefly moldings for painted work and ceiling.

The effect of the European war on transportation from Baltic regions and the recent declaration of lumber as contraband have practically cut off Brazil from the sources of supply of Swedish pine. The stock on hand will not last long, and the lumbermen and exporters are looking for a substitute.

## Brazil Market for Printing Paper and Pulp

In a recent report written at Rio some two or three years ago, the attention of Canadian manufacturers of printing papers was directed to the possibilities which the Republic offered. It was pointed out how the trade had grown during the years immediately previous to that in which the report was written, viz., from 8,569 metric tons in 1903 to 16,406 tons in 1909, the last year for which statistics were available. In 1913 the imports amounted to 30,052 tons, which shows a growth of about 360 per cent in ten years. Germany has maintained her hold, and is credited with about 36 per cent. during 1913, Norway 18 per cent., Sweden about 13 per cent., and the remainder from the Netherlands, Belgium and the United Kingdom. For some reason neither the United States nor Canada seem to have been able to obtain any part of this trade.

When it is considered that Argentina and Brazil between them are in normal years importing about 60,000 metric tons, equal to 66,000 short tons, it will be seen that the trade is well worth cultivating. It is much to be desired that in the future, Canadian mills will make an effort to secure at least a share of this trade, as besides being profitable for Canadians, it would contribute very considerably towards providing tonnage for a line of steamers between Canada and South American ports.

A little over 6,000 tons of wood pulp were imported during 1913 into the Republic. Brazil manufactures a certain amount of paper, such as account and memo forms, colored paper and colored tissues, but all printing paper is imported and pays only a light duty.

The following tables give details of Brazil's currency and weights:

1,000 reis gold equals 1,700 reis paper currency.

1,000 reis paper equals 1 milreis paper.

1,000,000 reis equals 1,000 milreis equals one conto (paper).

One pound equals 15 milreis.

$1.00 equals 3.082 milreis, written 3$082.

$1,000,000 equals 3,082$000 or 3 contos and 082 milreis, written 3,082$000.

1 milreis equals 32.45 cents or approximately one-third of a dollar.

Note.—In regarding the trade returns, if the figures when in milreis be divided by 3, the result will approximate to the value in Canadian dollars. In calculating the trade returns, paper currency is employed.

1 kilogram equals 2.2046 pounds (2 1/5 lbs. approximately).

1,000 kilograms equals 1 metric ton equals 2,205 lbs. (1 1/10 short tons.).

## Canadians Seek American Outlet

A recent despatch from Boston, Mass., says: It is beginning to look very much as if the scarcity of tonnage would have a serious effect upon lumber prices in the domestic market. Now that it is becoming apparent that Canadian spruce can not be moved to British markets in the volume in which it is produced the provincial manufacturers are sending their representatives to New England and New York markets to find an outlet. The bulk of the product of the northern New England spruce mills is used right here in the East and the competition with the Canadian production would undoubtedly weaken prices.

More than 130s. a standard has been offered for little American coasting schooners to carry deals to England, and what few are secured are far from enough.

The falling off in arrivals of ships at Boston from 150 in May of last year to only 121 vessels this May just past, though there never before in the history of the port was such a brisk demand for bottoms to carry the huge exports to European countries, well illustrates the conditions.

## An Important Customs Ruling

The Customs Department at Ottawa recently made an important ruling in connection with shipments of lumber from Vancouver Island to Toronto. Our readers will remember that a large shipment of material for use in the Toronto harbor improvements was brought to Toronto from Vancouver Island on the steamer Robert Dollar, being trans-shipped by way of New London, Conn. The shipment consisted of nearly 5,000,000 feet of lumber, being the first of a large order. The customs ruling is that this lumber must pay a duty of 7½ per cent. The first shipment got through without having to pay the war tax, but the new ruling will affect future shipments which may come in by way of American ports. The Steamer Bessie Dollar took the second cargo of this shipment for New London and the steamer Atlantic is also on her way.

## Quebec's Forest Wealth

Hon. Walter Mitchell, provincial treasurer of Quebec, in a speech recently, drew a glowing picture of the future of the lumber and pulp industries of the province. He said the forest wealth of Quebec Province was the greatest of any province in the Dominion. In the whole of Canada there were 414 million acres of forests, and of these 130 million acres were in Quebec. So far only six million acres in the province had been touched. The forest wealth of the province was estimated at $600,000,000, and although development had only just begun as regards pulpwood, last year 61 per cent. of the pulp produced in Canada was produced in the mills of Quebec Province.

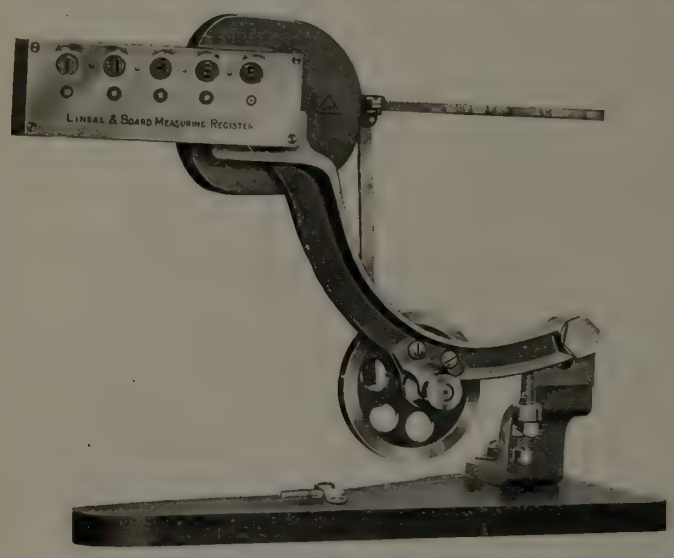
A forest fire on the North Branch Road, about 15 miles north of Port Arthur, Ont., destroyed a great deal of valuable timber during the last week in May.

# Machinery and Equipment

**What Manufacturers of Logging, Sawmill and Woodworking Appliances are Doing**

## The Morrison Lumber Measuring Register

A machine that should be in use in every planing mill, woodworking plant, furniture factory and sawmill, is the Morrison Lumber Measuring Register, placed on the market by the James Morrison Brass Manufacturing Company, Limited, of Toronto. This Register can be attached to the planer, moulder, resaw, sorting table or any other position required, and will measure the stock continuously, giving the result in board or lineal feet as desired. It is a labor saver that will save the cost of itself many times over in a short while, and not only will reduce the running expenses in the mill, but will keep an absolute tally on workmen, as at the end of the day one can see at a glance just how much lumber has been put through each machine.




**Morrison lumber measuring register for measuring lineal feet and board measure. Made also for lineal measure only.**

Each machine is solidly constructed with nothing to get out of order, and is guaranteed to be accurate in every detail. It can be instantly adjusted to any machine required. The Morrison Lumber Measuring Register is already in use by leading firms throughout Canada. Full particulars can be obtained by writing to the manufacturers.

## Dry Kiln Patents Upheld by Court

In a case known as Grand Rapids Vapor Kiln vs. Sidman, which has recently been decided in the United States District Court at Grand Rapids, Mich., a judgment of interest to our readers was handed down. Primarily the suit was one for infringement of patent No. 1,055,338 on vapor kilns, against the Johnson Furniture Company, Grand Rapids, Mich., which, the plaintiffs alleged, in June, 1913, erected a kiln under the plans furnished by the Sidman Company. The Grand Rapids Veneer Works, in a report of the judgment, advise us that the Court handed down a comprehensive opinion confirming the infringement and sustaining the validity of all but two minor claims of the Linn patent, under which the Grand Rapids Vapor Kiln is now made. The company state that they will now follow up all owners and users of Sidman kilns, and, after adjustment of royalty endeavor to give them the advantages of co-operation in the modernizing of their kilns and of consultation and inspection service enjoyed by all users of Grand Rapids Vapor Kilns. The company also state that during the trial it was shown that the efficient combination in the Linn patent of heating coils properly located, spray pipes, heated discharge stacks and downward circulation to produce the sweating or steaming operations in drying lumber was a distinct advance and discovery and was patentable.

The Heisler Locomotive Works, Erie, Pa., have issued an attractive illustrated catalogue No. 115, which will be interesting to many of our readers. Heisler locomotives are well known to Canadian logging companies for the remarkable manner in which they help to solve the difficulties connected with transporting logs from the limits to the sawmills. The illustrations in the new catalogue are very striking and convincing, giving one an excellent idea of the suitability of these locomotives to their varied lines of work.

## Simonds Canada Team the Winners

During the past season much interest was taken in Montreal in the competition among the various teams making up the Manufacturers' Bowling League. Readers of the Canada Lumberman will be interested in learning that the winner of the city championship was the team representing the Simonds Canada Saw Company.

## Carborundum at the Panama-Pacific

Prominent among the remarkably interesting and instructive exhibits in the Palace of Machinery at the Panama-Pacific International Exposition at San Francisco is the display of the Carborundum Company, Niagara Falls, N.Y. The accompanying illustrations give some idea of the attractiveness of the display, but beauty of construction and arrangement were not the sole ideas in planning the exhibit. Industrial education was the big idea embodied, for any visitor to the Carborundum exhibit will surely learn some valuable lessons regarding the many and wonderfully varied uses to which Carborundum products are put.

In brief, the plan of the exhibit is to show a wide variety of materials and products in their crude or unfinished state and after they have been cut, ground or finished with Carborundum products. The result has been a wonderful collection gathered from manufacturing plants, not only in this country, but from South America, England, India, New Zealand, Australia and other foreign countries. The collection embraces materials and products ranging from tooth picks to flooring, from flour mill rolls to needles, from steel shafts to watch dials, from beautiful semi-precious stones to shrapnel shells and malleable castings and also includes samples of marble, onyx and granite, pearl, cut and engraved glass, sueded skins and boots and shoes, and in the grinding, shaping and finishing of every piece shown Carborundum products have played their important part. In each case the particular Carborundum product which did the work is shown.

To display attractively the hundreds of products, a space of about 1,400 square feet was necessary. The materials are shown in full glass mahogany-trimmed show cases. The exhibit is railed off with

**Carborundum Company's fine exhibit at the Panama-Pacific Exposition.**

heavy silk cords of green strung from newels. The back of the exhibit is a classic colonnade, supported by fluted columns finished in old ivory enamel.

In the centre of the exhibit is a wonderful fountain. This fountain, which is shown in the illustration, is built of irregular masses of the wonderfully iridescent Carborundum crystals over which real water plays, splashing into a marble basin, the coping for which was moulded with Carborundum wheels. The jewel-like fountain is twelve feet high and is strikingly beautiful.

Visitors to the Panama-Pacific Exposition will surely find it well worth their while to spend an hour at the Carborundum exhibit.

## The Zelnicker Bulletin

The Zelnicker Bulletin issued by the Walter A. Zelnicker Supply Company, St. Louis, Mo., is an important weekly announcement of bargains in various lines of locomotives, cars, journal boxes, tool steel, spike mauls and many other lines of products handled by this important supply firm. Readers of the Canada Lumberman will do well to get in touch with this firm when they are in the market for such supplies as it handles.

## Maples Limited

Maples Limited, of Toronto, are particularly equipped this season to supply the camp trade with maple syrup, mince meat and jams. Their new four-storey factory at the corner of Vanhorne and Dufferin Streets, is equipped with the very latest facilities and their output has found favor with the trade from coast to coast.

## Milk for the Camp

During the last few years the process of evaporating or drying the water from liquid milk has been more and more perfected, so that today it is possible to take fresh liquid cow's milk, pasteurize it, and immediately remove all of the water, leaving the solids. Owners of lumber camps, and men working in lumber camps, should know more about milk; what it is, and what the causes are for the existing milk problem. 87½ per cent. of the best fresh, liquid milk is pure water. The other 12½ per cent. is made up of the solids of fresh liquid milk. If you remove this water the resulting product is a dry milk. Milk in powder form has come into general use where ordinary liquid milk is used. Companies having construction camps, boarding houses, hotels, and lumber camps, have found milk in powder form to be the cheapest and best form of milk that has yet been produced.

The product most largely used is a separated milk powder made by a process that has been in use for about five years. This process produces a powder that is perfectly soluble in water. When this powder is dissolved in water in the proportions of one pound to every seven pints or nine pounds of pure water it makes a liquid that can barely be distinguished from fresh liquid milk. In this reconstituted liquid form the camp can have at a moment's call a milk suitable for tea, coffee, cereals, and any use for which ordinary fresh, liquid milk is commonly used. For cooking, such as making all kinds of pastry, pan cakes, puddings, etc., the best results can be obtained by using the milk powder dry with other dry ingredients, such as flour and sugar, then add water where milk would otherwise be added in the recipe.

The advantages to be obtained from the use of milk powder are many. As the powder can be bought at about 20c. per pound, and as one pound will make a gallon of liquid, it is possible, the manufacturers assert, to obtain milk in the most remote parts of Canada at 4½c. per quart, or 20c. per gallon. Milk in this powder form will not freeze. It is not affected by heat.

The manufacturers of this milk powder in Canada have had samples analyzed by the Dominion Government, and advise us that the results published by the Government showed that their powder is genuine, and that no preservatives, chemicals, or adulterations of any kind are used in making it.

In buying milk in powder form freight is paid upon 99 per cent. of dry product, and not on a product the large proportion of which is pure water, which is the commonest article to be obtained in the woods without any cost.

Canadian Milk Products Limited, Mail Building, Toronto, produce milk in powder form specially for lumber camp use, which is known as "Klim." The name is understood by speillng it backwards. This powder is put up in convenient sizes of containers to suit the different requirements of the lumbermen.

## Chinese Markets for Canadian Lumber

Mr. James C. Shields, Kamloops, B. C., well known in the lumber manufacturing industry of British Columbia, recently returned from a lengthy visit in the Orient. Speaking of the markets for lumber in Japan and China, Mr. Shields said:—

Lumber offers a steady and good paying market. Outside ornamental trees in private grounds there is hardly a stick of timber growing in China. Away back before history began to be recorded the inhabitants of the country cut down the timber, and, as apparently the population has always been great, the consumption overtook the first growth and left the country denuded. Unlike Japan, there are no measures looking towards reforestation. In Japan it is the law that whenever a tree is cut down another must be planted to replace it, and this applies even to a bamboo. While China has to import all her lumber Japan is an exporter of both hardwood and pine, and has undertaken some very large contracts for the supply of railway ties. Up the Yang-tze River in China there is imported each year some 180,000,000 feet of lumber, about a quarter of the lumber demand for the whole of China. This waterway, with its connecting canals, give inland navigation for a distance of over 2,000 miles, some of the canals still operated having been built over a thousand years ago. With these canals in active use the country can do without railways, for the sampans which carry the freight inland are navigated at such a slight cost that railway carriage can hardly compete with them. On the banks of this river and along the canals you can see Chinamen whip sawing logs of wood, delivered from Manchuria, most of them just the same as they did hundreds of years ago, but cheap as their labor is, lumber from our mills could be landed there to advantage.

The Puget Sound and Columbia River mills get most of the Chinese business in the lumber trade, not because they sell cheaper than we do, but because they have frequent sailings of regular lines of steamships. These vessels often have extra space aboard not occupied by commodities taking a higher freight rate and they fill up with lumber, and naturally the mills nearest the ports of call of the steamers get the business. Most of the United States firms also have established connections in China, and the buying is done through agencies at that end, for the changing values of Chinese currency do not appeal to the Canadian or American business man. To the Chinese merchant, however, the exchange is an attractive gamble.

Dr. Ross, the Canadian Trade Commissioner at Shanghai, the only one in China representing this country, is making every effort to establish British Columbia timber over there, and hopes to work out his problem before long. He has not had, however, a great deal of encouragement. In one case where, after a great deal of effort, he succeeded in securing an opening order for railway ties, treated by a special process, after the order was placed the Canadian firm securing the business got another order and quietly turned down that for China, leaving the railway there to find another source of supply just about the time the consignees were expecting delivery from this country. Needless to say, Dr. Ross does not expect to secure any more orders of this kind after having fallen down so disastrously.

## Quebec Cullers' Report

The following comparative statement of timber measured and culled to date, is furnished by the Supervisor of Cullers, Quebec, P. Q., under date of June 3rd:—

| | 1913 Cubic Feet | 1914 Cubic Feet | 1915 Cubic Feet |
|---|---|---|---|
| Waney White Pine | 5,720 | 52,520 | 28,200 |
| White Pine | 40 | ..... | ..... |
| Red Pine | ..... | ..... | ..... |
| Oak | 560 | 32,240 | 56,400 |
| Elm | 29,480 | 96,960 | 44,840 |
| Ash | 840 | 480 | 480 |
| Birch and Maple | 47,680 | 50,800 | 42,200 |

## Quotations for Boxes Required in England

Mr. H. R. MacMillan, the Special Commissioner investigating the possibilities for the sale of Canadian lumber abroad has cabled the Department from London that quotations for 300,000 boxes for delivery at Melbourne, Australia, are required, shipments to take place monthly commencing in October. Canadian manufacturers are requested to cable their lowest quotations c.i.f. Melbourne inclusive of war risk, insurance and 5 per cent. seller's commission. The measurements and other specifications of the kind of boxes required are as follows: Inside measurement 17¾ inches x 11⅞ inches x 6⅝ inches; tops and bottoms, 7/16 inches thick may be in three pieces, tongued and grooved, glued or in one piece at the option of the supplier. The sides to be 9/16 inches in one piece, the ends 11/16 inches in one piece. The wood should be unprinted, of good quality and smoothly sawn.

## Commissioner of Commerce Confers with B.C. Lumbermen

Mr. Richard Grigg, Commissioner of Commerce, Ottawa, is on a visit to British Columbia, during which he has been conferring with representatives of the lumbering industry and with the Vancouver Board of Trade on subjects of vital importance to the lumber industry. One of the matters which was taken into consideration at a conference between Mr. Grigg and Victoria, B.C., lumbermen, was the proposal to appoint a Canadian Customs official at the port of New York. This would do away with the necessity for paying duty on lumber shipped from British Columbia by way of the Panama Canal and New York to a destination in eastern Canada. With a customs official at New York this lumber could be sent through in bond. During the conference with the Victoria lumbermen, Mr. Grigg gave details regarding the chief requirements of the United Kingdom in the way of lumber at the present time. Mr. Grigg's visit is a proof of the desire of the Dominion Government to co-operate with the Provincial Government in promoting the welfare of the lumber industry of British Columbia.

# WANTED & FOR SALE DEPARTMENT

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 15 cents per agate line (14 agate lines make one inch.) ($2.10 per inch) each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word net. Cash must accompany the order. Minimum charge 50 cents.

Advertisement must be received not later than the 10th and 26th of each month to insure insertion in the subsequent issue.

## Wanted-Lumber

### Wanted to Buy

Inch Cedar suitable for boats. Box 184, Canada Lumberman, Toronto. 9-12

### Basswood Wanted

No. 2 Common and Mill Cull. Winter cut preferred. Apply Firstbrook Brothers, Ltd., Toronto, Ont. 7-tf

### Wanted

Three hundred thousand feet of one inch and two inch spruce, and three hundred thousand feet of one inch and two inch No. 1 Hemlock, advise stating prices, lengths and widths. Box 202, Canada Lumberman, Toronto. 11-12

### Wanted—Rock Elm

250,000 to 350,000 feet of 10/4 No. 1 common and better, standard lengths, 6 ins. and wider. Will take the stock green or dry. Address American Lumber & Manufacturing Company, Pittsburg, Pa. 9-12

## For Sale-Lumber

### Lumber For Sale

200 Pieces 1 x 15 and up 22 ft. Cypress.
375 Pieces 1 x 15 and up 24 ft. Cypress.
Clear for boat building, in stock at Montreal.

GEO. C. GOODFELLOW,
c Montreal, Que.

### For Sale

PILING, any length in Spruce, Red, White and Jack Pine or Hardwood.
Telegraph Poles, Ties and Fence Posts. Square Cedar and Hemlock up to 12 in. x 12. Correspondence solicited.

ANGUS PRENTICE & SON,
189 Arthur Street,
9-14 Toronto, Ontario.

### FOR SALE
### Norway and Jack Pine—Mill Run

| | |
|---|---|
| 1 x 4/5 x 10/16 ft. | 1,000,000 ft. |
| 1 x 6 | 500,000 ft. |
| 1 x 8 | 85,000 ft. |
| 1 x 10 | 14,000 ft. |
| 2 x 4 | 165,000 ft. |
| 2 x 6 | 220,000 ft. |
| 2 x 8 | 320,000 ft. |
| 2 x 10 | 218,000 ft. |
| 2 x 12 | 65,000 ft. |
| Norway Pine Culls | |
| 1 x 4 and up x 10/16 ft. | 1,500,000 ft. |

DEVON LUMBER CO.,
lt.f. Ottawa, Ont.

### We Have a Full Stock

of Hardwood, Hemlock and White and Norway Pine Lumber, Norway and White Pine Piling, up to 60 ft. Keenan Bros., Limited, Owen Sound, Ont. 3t.f.

## For Sale—1914 Cut

40,000 ft. 1 x 10/12 in., Mill Cull White Pine.
40,000 ft. 1 x 4, 12/16 ft. Box and Com. White Pine.
90,000 ft. 1 x 4/6 in. Mill Run Red Spruce.
25,000 ft. 2 x 6, 10 x 16 ft. No. 1 Spruce.
48,000 ft. 2 x 4 to 8 ins., 19/16 ft. No. 1 Spruce.
A close price will be made on any items.

THE ELGIE & JARVIS LUMBER COMPANY, LIMITED,
12 Toronto, Ontario.

## For Sale
## Dry Stock

10 cars 8/4 Hard Maple, No. 1 Common and Better.
10 cars 12/4 Hard Maple, No. 1 Common and Better.
10 cars 4/4 Hard and Softwood. Sound Crating.
10 cars 4/4 Basswood, runs well to white.
5 cars 4/4 Soft Elm.
3 cars 4/4 Brown Ash.
10 cars 6/4, 8/4, 12/4 and 16/4 No. 2 and 3 Common Maple.
25 cars 4/4 to 8/4 Hemlock, all sizes.
5 cars 4/4 Mill Cull White Pine.
5 cars 4/4 Mill Run White Pine.
The above stock is well milled and end trimmed, good widths and lengths.
Prices low to a satisfactory buyer.

HALL BROS.,
15-15 174 Mutual Street, Toronto.

## Wanted-Employment

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra.
Minimum charge 25 cents

Band Saw Filer wants Position. A1 reference; fifteen years' experience. State what you have in first letter. Address A. W. Woodward, 57 Kirkwood Street, Akron, Ohio. 9-12

WANTED—Position by experienced Band Sawyer. Sober. First-class reference. Address Frank Weston, P. O. Box 59, Odanah, Ashland County, Wis. 9-12

Highest grade accountant, 20 years' experience in public works and lumber, now chief accountant in Ontario, wants change, Ontario or elsewhere. 40 years old, married. Highest references and securities. Box 210, Canada Lumberman, Toronto. 12-17

### Position Wanted

Band sawyer wants position. Single or double cut. Best of references. Used to fast rigs. Can come at once. Box 204, Canada Lumberman, 119 Board of Trade, Montreal. 11-14

## For Sale-Machinery

### Woodworking Machinery For Sale

1 No. 51 Crescent universal woodworker; 2 24-in. planers and matchers; 3 12-in. buzz planers; 1 12-in. four-side moulder; 1 No. 802 Canada Machinery Corporation shaper; 5 30-in. Ideal pedestal bandsaws; 2 No. 619 Canada Machinery Corporation saw tables; 1 36-in. double drum sander; 1 20-in. American wood scraper.

H. W. PETRIE, LTD., Toronto.

### Machinery for Sale

One Double Surface Planer.
Power-Feed Rip Saw.
12-in. Moulder.
Heavy Flooring Machine.
Vertical Boring Machine.

A. J. LINDSAY,
11-13 92 Pembroke Street, Toronto.

### Rebuilt Veneer Machines

We have the following rebuilt veneer machines ready for immediate shipment.
1 Coe Lathe, 50-in. swing, 88-in. knife, 6-in. spindles.
1 Coe Lathe, 50-in. swing, 64-in. knife, 5-in. spindles.
1 Coe Lathe, 50-in. swing, 76-in. knife, 6-in. spindles.
1 Coe Lathe, 42-in. swing, 60-in. knife, 3½-in. spindles.
1 Coe 100-in. Power Clipper.
1 Coe 54-in. Power Clipper.
1 Coe Type A. Stamper.

These machines are decided bargains and carry the same guarantee as we give our new ones. Prices on application.

THE COE MFG. COMPANY,
Painesville, Ohio.

## Business Chances

### Timber Limits For Sale

Can be quickly and profitably disposed of by advertising them on this page. This is where buyers of timber property look for opportunities to invest. If your "ad" is here the investor will see it. Canada Lumberman, Toronto, Ont. tf

## Miscellaneous

## Tenders for
## Pulpwood Limit

Tenders will be received by the undersigned up to and including Wednesday, the fifteenth day of September, 1915, for the right to cut pulpwood on a certain area situated north of the Transcontinental Railway, west of Lac Seul and south of English River in the District of Kenora.

Tenderers shall state the amount they are prepared to pay as bonus in addition to the Crown dues of 40c. per cord for spruce, and 20c. per cord for other pulpwoods, or such other rates as may from time to time be fixed by the Lieutenant-Governor in Council, for the right to operate a pulp mill and a paper mill on or near the area referred to.

Such tenderers shall be required to erect a mill or mills on or near the territory, and to manufacture the wood into paper in the Province of Ontario—the paper mill to be erected within such time and in such place as the Lieutenant-Governor in Council shall direct.

Parties making tender will be required to deposit with their tender a marked cheque payable to the Honourable the Treasurer of the Province of Ontario, for ten per cent. of the amount of their tender, to be forfeited in the event of their not entering into an agreement to carry out the conditions, etc.

The highest or any tender not necessarily accepted.

For particulars as to description of territory, capital to be invested, etc., apply to the undersigned.

N.B.—No unauthorized publication of this notice will be paid for.

G. H. FERGUSON,
Minister of Lands, Forests and Mines.
Toronto, June 5th, 1915. 12-17

### Saw Mill Machinery For Sale

Sawmill near Sellwood, Ontario, daily capacity 60,000 feet. All machinery including:—Log Ladder, Bullwheel, Steam Kicker, Log Loader, Stationary Steam Nigger, 42-in. Steel Carriage, 10-in. Steam Feed, 8 ft. Double Cutting Bandmill, Cast Iron Lumber Table, 5-Saw Slab Slasher, 48-in. Big Champion Edger, Trimmer, Transfers to Edger and Trimmer Tables, Sorting Tables, etc. Also, Independent Lathmill, Filing Room Outfit and Power Plant complete. This machinery is of the latest design, practically new and in excellent condition. Offers will be accepted for all or any part of this machinery, where it stands or F.O.B. cars Sellwood.

The Waterous Engine Works Company,
22-t.f. Brantford, Canada.

### For Sale

Copies of "The Preservation of Structural Timber," by Howard F. Weiss. Published in 1915 by McGraw-Hill Book Company. 312 pages, illustrated. Price $3.00. Canada Lumberman, 347 Adelaide Street West, Toronto.

### Do You Want to Buy or Sell?

If you wish to purchase or dispose of a particular stock of lumber or logs, a mill property or timber limit, or some second-hand machinery, the CANADA LUMBERMAN AND WOODWORKER will bring quick returns. Use our "Wanted and For Sale Department."

### Stave Markets in France

The principal stave markets of France are Marseilles, Cette, and Bordeaux, which supply the viticultural regions of the Republic. While the Bordeaux barrel stave is the one most in demand in those markets, the larger staves, however, are practically the only ones used in the consular district of Havre, about 80 per cent. of the importations at this port being extra heavy pipe staves. These came mainly from Texas, Arkansas and Louisiana, and are shipped as dunnage in vessels bringing cotton from Galveston and New Orleans. There exists, however, a demand for other staves in Havre, and the kinds mostly imported here, together with their dimensions in inches, are: Triple extra heavy pipe, 60 by 5 by 2; extra heavy pipe, prime, 60 by 5 by 1½; culls, 60 by 5 by 1½; extra heavy culls, 60 by 5 by 1½; pipe culls, 60 by 4 1¼; light pipe culls, 60 by ¾ by 1; extra hogshead, 48 by 4 by 1½; hogshead culls, 48 by 4 by 1¼; extra claret, 40 by 4-5 by 1½; claret culls, 40 by 4 by 1¼; extra barrel, 33 by 4-5 by 1½; French claret (faconnes), 44 by ¾ by 1½ and 36 by ¾ by 1½.

Staves, to meet the requirements of this market, should be of white oak in the rough, even in quality and dimensions, well seasoned, clean, dry, and free from worm holes and other defects. There is little or no demand for the finished stave. Almost all the staves imported into Havre from the United States are shipped on consignment. Few shipments are made for cash; but in such an event the shipper draws for 80 per cent. of the amount of the invoice against documents giving a discount of 2½ per cent.

## Exports for Eleven Months Ending with February

The latest figures showing exports of wood and manufactures of wood from Canada are for the eleven months ending February, 1915. They include the following total values which are for goods of Canadian produce only:—

Lumber—

| | | 1913 $ | 1914 $ | 1915 $ |
|---|---|---|---|---|
| Deals, pine | United Kingdom | 1,282,033 | 1,321,804 | 1,072,788 |
| | United States | 74,003 | 57,498 | 54,515 |
| | Other countries | 22,490 | 24,767 | 19,367 |
| | Totals | 1,378,526 | 1,404,069 | 1,146,670 |
| Deals, spruce and other | United Kingdom | 4,375,551 | 5,739,166 | 5,497,936 |
| | United States | 726,148 | 500,423 | 490,314 |
| | Other countries | 85,586 | 80,173 | 37,715 |
| | Totals | 5,187,285 | 6,319,762 | 6,025,965 |
| Deal ends | United Kingdom | 171,361 | 247,465 | 237,264 |
| | United States | 25,709 | 30,408 | 11,041 |
| | Other countries | 21,809 | 11,949 | 9,210 |
| | Totals | 218,879 | 289,822 | 257,515 |
| Laths | United Kingdom | 21,261 | 8,055 | 2,104 |
| | United States | 1,658,031 | 1,592,806 | 1,633,192 |
| | Australia | 18,390 | 3,845 | 5,720 |
| | Other countries | 5,662 | 10,548 | 3,694 |
| | Totals | 1,703,344 | 1,615,254 | 1,644,710 |
| Planks and boards | United Kingdom | 1,765,861 | 1,749,259 | 1,506,549 |
| | United States | 15,440,626 | 14,292,250 | 14,861,322 |
| | Arg. Republic | 1,350,881 | 1,253,788 | 419,849 |
| | Australia | 244,336 | 83,902 | 92,205 |
| | Cuba | 335,397 | 207,981 | 226,978 |
| | Other countries | 743,732 | 838,478 | 483,481 |
| | Totals | 19,880,833 | 18,425,658 | 17,590,384 |
| Scantling | United Kingdom | 265,929 | 361,799 | 351,498 |
| | United States | 1,049,340 | 796,630 | 772,881 |
| | Arg. Republic | 90,036 | 47,516 | 12,161 |
| | Other countries | 6,709 | 2,740 | 330 |
| | Totals | 1,412,014 | 1,208,685 | 1,136,870 |
| Shingles | United Kingdom | 160 | 292 | 2,475 |
| | United States | 1,304,329 | 1,472,072 | 2,626,070 |
| | B. W. Indies | 23,613 | 27,554 | 23,520 |
| | Other countries | 8,282 | 6,812 | 16,299 |
| | Totals | 1,336,484 | 1,506,730 | 2,668,364 |
| Total Lumber | United Kingdom | 8,245,219 | 9,742,651 | 8,871,048 |
| | United States | 20,566,566 | 19,068,664 | 20,630,242 |
| | Other countries | 3,057,969 | 2,670,716 | 1,417,699 |
| | Totals | 31,869,754 | 31,482,031 | 30,918,989 |
| Total Timber | United Kingdom | 1,276,835 | 494,362 | 516,433 |
| | United States | 9,062 | 10,606 | 4,455 |
| | Other countries | 14,759 | 13,486 | 7,775 |
| | Totals | 1,300,656 | 518,454 | 528,663 |
| Wood for wood pulp | United Kingdom | ..... | ..... | ..... |
| | United States | 6,250,496 | 6,628,868 | 6,055,494 |
| | Other countries | ..... | ..... | ..... |
| | Totals | 6,250,496 | 6,628,868 | 6,055,494 |
| Total wood, unmanufactured | United Kingdom | 9,580,538 | 10,335,332 | 9,416,064 |
| | United States | 28,177,057 | 27,025,899 | 28,218,318 |
| | Other countries | 3,084,579 | 2,693,700 | 1,525,965 |
| | Totals | 40,842,174 | 40,054,921 | 39,160,347 |
| Wood pulp | United Kingdom | 735,519 | 1,137,378 | 1,496,321 |
| | United States | 4,187,773 | 4,285,639 | 6,801,530 |
| | Other countries | 73,829 | 267,824 | 198,353 |
| | Totals | 4,997,121 | 5,690,841 | 8,496,204 |

The complete statistics of manufactured wood show that the exports for the eleven months amounted in value to the following:—

| | 1913 $ | 1914 $ | 1915 $ |
|---|---|---|---|
| United Kingdom | 1,018,205 | 1,408,963 | 1,764,629 |
| United States | 4,298,808 | 4,401,093 | 6,976,936 |
| Other countries | 496,628 | 650,765 | 452,854 |
| Totals | 5,813,641 | 6,460,821 | 9,194,419 |

The total exports of wood and manufactures of wood for the eleven months were valued as follows:—

| | 1913 $ | 1914 $ | 1915 $ |
|---|---|---|---|
| United Kingdom | 10,598,743 | 11,744,285 | 11,180,693 |
| United States | 32,475,865 | 31,426,992 | 35,195,254 |
| Other countries | 3,581,207 | 3,344,465 | 1,978,819 |
| Totals | 46,655,815 | 46,515,742 | 48,354,765 |

## Wood Imports into France

Imports into France during 1913 and 1914 included the following, the ton referred to being the metric ton of 2,204.6 pounds:—

| | | | | |
|---|---|---|---|---|
| Wood: | | | | |
| For building | 1,562,179 | 34,208,000 | 819,000 | 17,925,000 |
| For furniture | 80,171 | 3,350,000 | 63,205 | 2,543,000 |

Driving conditions on the Nashwaak River, N.B., are reported to have been good.

## Samples of Wood Paving Block

Particulars with reference to the requirements of wood blocks for street paving in the United Kingdom were published in Trade and Commerce Weekly Bulletin No. 584. It was stated that tenders are invited periodically by the various municipalities and Canadian firms interested were advised to communicate with the surveyors of the largest cities and towns in the United Kingdom. The details of a specification issued by one municipality and the requirements with reference to the creosoting of the blocks were also given. By way of further reference to these particulars Mr. J. E. Ray, Trade Commissioner at Birmingham, has forwarded to the Department samples of the wood-paving blocks which may be taken as a fair indication of what is in general use among the municipalities of Great Britain with but slight differences in sizes. The sample blocks which have been forwarded are uncreosoted although it is stated that the majority of municipalities in the United Kingdom buy them already creosoted.

Canadians interested in this matter may inspect a sample of the blocks in question at the Canadian Manufacturers Association, Toronto, or at the Board of Trade, Vancouver, B.C. Other samples are being retained at the Department of Trade and Commerce, Ottawa, where they may be inspected on application. (Refer File A-883).

## An Interesting Forestry Bulletin

An interesting circular (No. 11), entitled "The Relation of Forestry to the Development of the Country," by Mr. R. H. Campbell, Director of Forestry, has been published by the Forestry Branch, Department of the Interior. The circular deals in an interesting manner with this subject, and concludes as follows:—While an argument from the experience of Europe or Great Britain cannot be transferred to Canada without consideration of the different conditions, it is quite clear from the study I was able to make during the past summer of this question in the Old Country, that for the best development of a country both in industries and in population, it is necessary to have a proper balance between the agricultural, grazing and forest interests, and that these are not necessarily antagonistic but should be mutually helpful.

## Lumberman Wins Case Against Railway Company

Judgment has been given by Chief Justice Mathers at Winnipeg in the case of Dutton vs. Canadian Northern Railway, in favor of the plaintiff for $41,000 and costs. The action was brought to recover loss by fire which the plaintiff sustained at his sawmill in Greenwood River, Sask., on May 20th, 1910, when it was claimed that sparks from the smoke stack from one of the railway company's locomotives started a fire on the right-of-way which finally spread to the plaintiff's limits, destroyed property of large value, standing timber, logs, logging camp outfits, etc.

## Canadian Trade Holding Up Well

According to a statement recently issued by the Department of Trade and Commerce the grand total of Canadian trade for the fiscal year ending March 31st, 1915, was $1,078,173,240, as compared with $1,112,562,107 for the previous fiscal year, a specially good showing in view of the dislocation of the world's trade by the war and the unfavorable economic conditions which prevailed previous to the war. A significant fact brought out by the Government's statement is that during the last month of the fiscal year, namely March, a decided improvement was noticeable, the trade total being $110,540,998, as against $92,887,053 in March, 1914.

## Many Sailing Vessels at Halifax

A recent despatch from Halifax, N. S., gives an idea of the strong demand now existing for tonnage and of the manner in which sailing vessels are assisting. During three previous days there had arrived from European ports no less than six barques and one full-rigged vessel. The total number of arrivals of square-rigged vessels shows that the sailing craft have gone into the trans-Atlantic trade with a vengeance. When the above despatch was sent there were twelve barques at Halifax loading deals for trans-Atlantic shipment.

## B. C. Shipping Lumber to San Francisco

A despatch from Victoria, B. C., states that a shipment of 900,000 feet of lumber is being sent to San Francisco on the Schooner Graywood from the Genoa Bay mills. This is said to be the first large direct cargo of lumber to be shipped from Vancouver Island to San Francisco, and it is expected that other ships will be chartered for further business. The same despatch states that a strong demand exists in Australia for lumber, and numerous schooners and square-rigged vessels are being chartered on the Pacific Coast for the Australian trade.

Despatches from Prince Albert, Sask., tell of disastrous bush fires in the neighborhood of Hudson Bay Junction. One report states that the Ruby Lake timber limits had been destroyed and that Greenbush was in danger. Fire had also done great damage in the limits of the Great West Lumber Company.

# Review of Current Trade Conditions

### Ontario

In the lumber trade of Ontario, as in every other line of business, conditions have reached what may almost be termed a normal war time nature. While the volume of trade is not so large as we were rather confidently hoping for a month or two ago, there is sufficient going on to keep the trade from anxiety. The normal situation among retailers to-day is a fair movement of stocks for consumption in work which is essential. Retail stocks are sufficient for such a trade, and the movement from wholesalers to retailers can be taken as being more closely on a par with the movement out of the retail yards to consumers than it has ever been before. Throughout the province the best trade continues to be in the districts where country trade, i.e., that of the farmers is the chief factor. The farmers however, are not loosening up to any exceptional extent as one would expect them to do in view of the low prices which they can secure to-day.

Manufacturing conditions show no alteration. A good deal of last winter's rather heavy cut will be brought to the mills this year, although there are many reports of logs having been hung up. This will reduce the output to some extent below earlier estimates, but there is no question about the volume of new stock this year being sufficient for the market. If anything the situation is expected to be of the opposite nature. In a normal year present conditions would be healthy so far as the manufacturers are concerned, but this year, with the shortage of tonnage for export, one already hears discussion of the possibility of stocks cut for export being likely to come on the local market.

There is no alteration to report either in prices or demand. Stocks of all kinds are on a level at which the wise course to adopt is to accept what trade comes without seeking to stiffen the demand or to secure orders by depressing prices. This is not to say that a fair volume of trade is not going on, but that anxiety to secure orders at someone else's expense is not the best policy to pursue. A feature of present conditions is the tendency it has developed among all branches of the trade to tighten up, or rather to reorganize credits. There is a general feeling that with the reduced volume of orders to-day the logical course to adopt is to see that one gets paid promptly for the stock he delivers, a course which is especially wise in these days and ought to be more general than it is at all times.

The lumber trade at Ottawa continues quiet, the only activity of note being a moderate demand from the United States. All the mills in the Ottawa Valley are working at full capacity and the water is high. The high ocean freight rates are still presenting a great difficulty in connection with shipments to England. The trade with the West Indies and South America is very quiet on account of scarcity of money in those countries and the shortage of vessels.

### Eastern Canada

At Montreal the lumber trade is experiencing a lull although some of the trade are looking for improvement soon. It is significant of present conditions that instead of discussing the volume of building permits one hears discussion of individual permits, upon each new one of which the trade bucks up and renews its stock of courage. Large contracts involving dimension timbers are very scarce. Export shipments by the regular liners are light, as the Government are using so great an amount of the available vessel space. Most of the exports are spruce and birch. Ocean freights are still showing an upward tendency, the present quotations from Montreal being 150 shillings per standard. In spite of the great demand there has been for spruce deals in England, the difficulty in making shipment is commencing to have an effect upon the market, and reports have been heard of prices being easier, also of a portion of the stocks originally meant for the Old Country being more likely to find their way into the Eastern States.

The base quotation, Boston rate, on railroad shipments of spruce dimension was dropped recently to $23. This is the result of the large output of the smaller mills, which apparently are glutting the market. Other conditions were considered good for a steady and active market, but the over-production of the small mills is apparently too extensive. There is a good, steady demand for eastern spruce frames from New England and New York yards. The shortage of tonnage also has resulted in freer offerings of New Brunswick and Nova Scotia spruce, which ordinarily would have gone in the form of deals to the United Kingdom. Stocks from this source consist mostly of random running to short lengths and do not bring quite so good prices as domestic production. Current random quotations are 2 x 3, 2 x 6, 2 x 7, $21; 2 x 4, $22; 2 x 8, $22.50; 2 x 10, $24; 2 x 12, $24.50. There is a plentiful supply of spruce boards at Boston and prices are weak. Good covering boards are bringing $19.50 to $20, and matched boards 10, 12, 14 and 16 ft. are bringing $21 to $22. Wholesale shingle dealers at Boston think that they are suffering on account of the anti-shingle campaign, as they feel that they are not getting the customary amount of trade, considering the extent of the building operations in progress. Good white cedar extras are offered at $3.35 and sometimes less; clears at $2.75 to $2.85; second clears at $2.40 to $2.50. Red cedar good extras are offered at $3.25 to $3.50. Lath are selling steadily, but offerings are heavy. For 1⅝ in. the usual price is $4.10, and for 1½ in. $3.75.

### Great Britain

Recent English advices tell of rather quiet conditions in the timber trade. Holders of stock are apparently in less hurry than formerly to dispose of the small amount in their possession, as there is a feeling that changes in the international situation may cause prices to rise still further. There is a belief, however, that the days of rapid changes of 10s. or 20s. per standard are over, and that the trade has accommodated itself in a great measure to war conditions. Under these circumstances merchants are expected to continue their policy of following the market closely and keeping their stocks at a low level. Deliveries at London docks during the week ending May 22nd amounted to 4,224 standards, as compared with 4,982 standards in the corresponding week of 1914.

Arrivals of fairly good proportions are noted in the latest reports from Liverpool. During the last week regarding which news was available, over twenty vessels brought timber either as full or part cargoes, and of these, seven were sailing craft. Three of the sailing craft arrived with cargoes of spruce. Several small sailing vessels were also reported with spruce deals from New Brunswick and Nova Scotia. The difficulty in securing freight for spruce deals seems to be as great as ever. A large proportion of the shipments which had reached Liverpool at latest reports were already sold, but there was great delay in discharging cargoes on account of congestion at the docks resulting largely from the inability of the railways to handle all the traffic. The c. i. f. market for spruce deals at Liverpool is rather curious. Freights are firmer than ever, yet shippers have recently sold cargoes at less than they would have accepted c. i. f. a few weeks ago. These prices are reported to be from 5s. to 10s. per standard less than former prices. The difference is probably due to the fact that the freights on these particular shipments did not touch current quotations. This situation has had an effect upon spot values, especially at Manchester, where the demand is not so keen as was expected. Indications in connection with hardwoods are that prices will increase steadily along all lines as they have during the past few months.

The timber market at Glasgow has been rather quiet of late. Arrivals of spruce have been a little too heavy for the market and some stocks have been stored. Values are not quite so firm as they have been. The opening arrivals for the season from Quebec have consisted almost entirely of deliveries of contract goods, chiefly pine and spruce deals and birch logs. It is reported that some of the parcels of birch do not look very attractive. Values of hardwoods continue to advance in sympathy with the increasing freight rates. Stocks of all kinds of hardwoods are exceptionally light.

### United States

The political developments of the last fortnight have had the effect of checking to some extent the steady development of domestic industry and trade in the United States. The entrance of Italy into the war, the probable entry of Roumania and Bulgaria at an early date, the unsatisfactory reply of Germany to President Wilson's note, and the note sent to Mexico, were all important factors, and have combined to produce the slowing up of industrial development. Since the opening of the war, however, the general industrial and commercial situation in the United States has been so effectively reorganized as to enable all these events to pass by with only a mere fraction of the effect which they would have had under different conditions. The latest estimate showed that actual orders for war material, as yet unfilled, but which will be filled and paid for before the goods leave the United States, amount in value to about $500,000,000. The steel industries of the United States are fairly active on a profitable basis. Over 75 per cent. of the steel plant capacity is now employed. A

View of Mills in Sarnia.

# BUY THE BEST

Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

***"Rush Orders Rushed"***

## Cleveland-Sarnia Sawmills Co., Limited

**SARNIA, ONTARIO**

B. P. Bole, Pres. F. H. Goff, Vice-Pres. E. C. Barre, Gen. Mgr. W. A. Saurwein, Ass't. Mgr.

100 per cent. capacity is never employed, so the situation is about normal.

The lumber trade is looking more and more to the domestic markets, as the lack of vessels for shipment makes the export markets difficult and uncertain to handle. Prolonged rains and cold weather in the Mississippi and Missouri Valleys have recently made the retail lumber trade rather slow. This is only a temporary handicap, however. The general belief is that the crop this year will be very much the same as that of last year. There is abundant evidence that the demand for lumber from the country and agricultural districts will be large and active. Confidence in the future of the retail trade is well established. Country retailers have been buying steadily, but not extensively. Their purchases are, however, unquestionably in excess of their current sales, indicating a certain amount of stocking up so as to be ready for future business.

Weather conditions have interfered to some extent with the distribution of northern soft woods for retail yards, but there has been a fairly satisfactory wholesale movement. Receipts at Buffalo and Tonawanda by water are about up to the average. Some of the Lake Erie markets have been active buyers.. Prices are about steady. The best movement has been in Illinois, Indiana, Michigan and Ohio. The eastern spruce situation is rather unsteady, partly on account of the inability of manufacturers in eastern Canada to make their export shipments to the United Kingdom and France, as vessels are so scarce. It is thought that, if these goods cannot all be shipped across the water, an effort will be made to dispose of some of them in the United States. Spruce manufacturers of Maine and New Hampshire, therefore, are afraid that their markets may be cut into seriously. Great quantities of spruce are being used in the construction of trenches, bomb-proof shelters, temporary roads and walks along the front. This material is practically gone forever.

The hardwood market continues quiet with no alteration worth mentioning in the demand or in prices. The movement, if any, is in the direction of slowly increasing requirements. An unusually large percentage of hardwood is going into boxing and crating for the shipment of war materials.

# Market Correspondence

**SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD**

## Ottawa Mills are in Full Swing

Ottawa, June 8th (Special to the Canada Lumberman):—Outside of a medium demand for lumber from the United States trade is quiet in this district at present with no immediate prospects of improvement. Locally, there is little to report. All the mills on the Ottawa River and its tributaries are working full swing and the water is higher than it was at this time last year, but is falling, and if rain in considerable quantities does not come soon, operations may be handicapped to some extent.

Though there is a demand for certain grades of lumber in England, the high ocean freight rates, the scarcity of bottoms and other factors due to the war are proving a serious handicap to Canadian exporters. The freight rates from Montreal to Liverpool, which were, before the war, from $4 to $6 per thousand feet, are now from $17 to $20. Added to these high charges is a war risk of from 1 to 1½ per cent. ad valorem and the insurance on the freight rates, which has gone up four times. In the face of such high charges buyers in England are naturally only purchasing what they must have. The business to the West Indies and South America is practically nil just now, owing to the scarcity of money in those countries, and the difficulty in getting boats. The freight rates to South America have advanced about 35 per cent.

In spite of the fact that there are no immediate prospects for a market for their lumber, which is being cut at their mills, lumbermen in Ottawa are employing practically the same number of men this season as in other years. J. R. Booth has about 2,000 men working at his plant and on the river, and their wage bill amounts to about $135,000 per month.

A large part of the business section of the Village of Russell, Ont., which is about 20 miles from Ottawa, was wiped out by fire last Sunday morning. The loss will amount to about $75,000, which is fairly well covered by insurance. The town hall, county registry office, Bank of Hochelaga, several stores and dwellings, were among the buildings destroyed. The cause of the fire is unknown. It started in a tinsmith's shop owned by R. W. Murray, and from there spread rapidly owing to the limited machinery in force to prevent it. The buildings are to be rebuilt without delay.

A dispute over some land alongside the Gatineau River on which the Dominion Government erected booms to facilitate lumber operations, was before the Supreme Court last week, the case being that of Leamy vs. the King. The Leamy family of Hull, Que., claim about 25 acres of sand and sandbars on the bed of the Gatineau River in the Township of Hull, granted, it is claimed, with certain land adjoining, to Philemon Wright, a pioneer settler in the district. The government denied the right of the bed of the river to the Leamy family. Judgment was reserved.

Two other cases also came before the court during the week, and in both judgment was reserved. One was that of McCall vs. the Canada Pine Lumber Company, the action arising out of the sale of lumber by the company for McCall. At the original trial judgment was given in favor of the company and McCall's counterclaim was dismissed. This judgment was upheld in the Appeal Court, but McCall took the case to the Supreme Court of Canada. The other case was that of Grant Campbell and Company vs. the Devon Lumber Company. The former firm arranged to cut and haul the pine on certain limits in Borden Township, Ont., for the latter company. Grant Campbell and Company held that the contract was not lived up to and the trial judge gave judgment in their favor. This devision was reversed in the Court of Appeal.

## Quiet Trade Continues at Montreal

Montreal, June 9th (Special to the Canada Lumberman):—For the moment there is a decided lull in the lumber market. There is reason to believe, however, that it will improve in the near future. There are two or three good building contracts in sight, one of which will require a very heavy amount of lumber. Owing to the paucity of large works, the dimension timber section is very quiet. Trade with the United States continues to be satisfactory. For last month, building permits totalled $529,171, this being a decrease of $1,787,977. The total for the five months is $2,394,998, a decline of $3,983,313 as compared with 1914.

Owing to the demands on the shipping companies by the Imperial authorities, comparatively small amounts of lumber are being sent to the United Kingdom in regular liners. In consequence of this scarcity of space, one firm has chartered another vessel of the Canada Steamship Lines, Limited. Spruce and birch form the great bulk of the lumber being shipped, pine going over in small quantities. Rates show a hardening tendency. One hundred and fifty shillings per standard have been asked, and the chances are that there will be a further advance before the season is over.

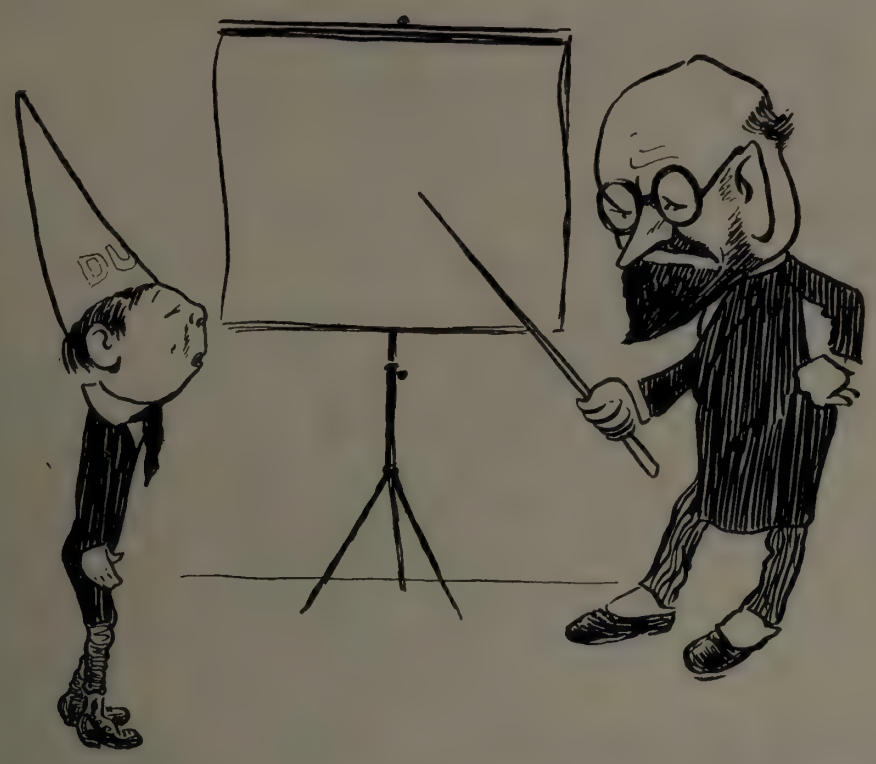
The Gres Falls Company, Three Rivers, have decided to rebuild their sawmill and mill for cutting up pulpwood which were recently destroyed by fire.

The British Guiana Government are desirous of introducing to Canada native woods suitable for furniture and veneers, and have sent to a former official living in Montreal six samples of the woods.

Several fires have occurred in the St. Maurice Valley district, giving a large amount of work to the St. Maurice Forest Protective Association.

Mr. Leon Gagne, Jr., sales manager of the Canada Lumber Sales Company, Limited, Montreal, is at the head of a movement inaugurated by the Chambre de Commerce to abolish level crossings in the city. He recently presided at a dinner held for the purpose of bringing pressure to bear upon the civic authorities and railway companies to abolish these crossings, which are held to be dangerous to life and inconvenient to traffic.

Mr. J. H. A. Acer, the chief representative of the Laurentide Company, Limited, in Montreal, is on the provisional board of directors of the Export Association of Canada, Limited, being formed with a capital of $500,000, to promote Canadian export trade. The Government, railways and large industrial organizations have promised to co-operate. The activities of the association will not be restricted to manufactured goods, but will also embrace assistance to trade in agricultural and natural products. Attention will be directed to the French and Belgian markets which will open up, particularly during the reconstruction period, and also to the immense Russian market opening up for manufactured goods of all kinds. Further extensions of the activities of the association to markets such as those of South America, India and the Far East will be made from time to time, as the opportunity seems favorable and the resources of the association permit. Offices will be opened in Canada and in London, England.



# A HARD LESSON

For many people to learn is how to buy right, that is to obtain the greatest value for every dollar expended. This is more true of lumber than most commodities.

Price does not establish Value. You know from experience that some of the most expensive material you have ever bought was purchased at the cheapest price.

Our business has been built up on a "value" basis. We aim to give the fullest possible value for each and every one of your dollars.

***THAT ORDER PLACED WITH US INSURES***

***Prompt, Courteous and Efficient Service.***
***The choicest lumber, best grades and smoothest mill work.***
***Your most critical customers pleased.***
***Satisfaction from start to finish, and the mental relief that this assures.***

If your business needs a Spring Tonic, try a car of Fenderson Spruce, New Brunswick Shingles, and Lath,—if your trade is not as good as you'd like,—try the "Quality Policy" as a stimulator. One of the best advertising mediums you can employ.

***Make that next car a Fenderson Car. You'll like it.***

## John Fenderson & Co.

**Incorporated**

**Sales Office**
**27 Besse Place**
**Springfield, Mass.**

**MILLS AT**
**Sayabec, Que.** **Cedar Hall, Que.**
**Salmon Lake, Que.** **St. Moise, Que.**
**Jacquet River, N. B.**

**WE CARRY THE LARGEST AND BEST ASSORTMENT OF DRY SPRUCE IN CANADA**

## Household Uses for Wood

By Joseph B. Knapp

The multiplicity of the present and prospective uses for wood in the modern household would indicate this to be a considerably neglected, although fertile, field for the extensive development of the utilization of lumber and wood products.

Man instinctively desires to produce for himself those articles of household use which are conducive to comfort and convenience. He takes enjoyment in the expenditure of effort which rapidly materializes in the finished work. The ease and rapidity with which wood is shaped into desirable forms, even under the manipulation of an unskilled hand, prompts the immediate thought of wood when some household article is required or is to be repaired.

Wood has been the primary article of use by mankind in providing the conveniences and comforts of life, and will continue to be as long as it is made easily available, or at least as easily obtainable as the ordinary substitutes.

Except for the ordinary structural parts, few households are supplied with articles made of wood, not essential, but highly desirable in making the household complete. Among such wooden articles might be mentioned fruit stands, card tables, book racks, kitchen utensil racks, clothes chests, closet shelves and trays, shoe boxes, firewood boxes and coal boxes, children's play pens, vegetable boxes, flower boxes, fruit-closets, flower stands, toy furniture and many others.

Furthermore, in most houses there is a lack of facilities for the storage of fuel, food products and wearing apparel. Such storage space can be provided by the construction of bins, closets or chests in the basement or attic of homes without the expenditure of particular effort by the householder. All are of such a nature that the layman, although inexperienced in working wood, is sufficiently skillful with his hammer and saw to construct them and obtain pleasure in the work.

The desire is generally manifest, but the accomplishment of the purpose is almost invariably deferred because of the extreme inconvenience confronting the city dweller in obtaining the necessary raw material without undue expenditure of effort and at reasonable cost.

If lumber were more readily available in small quantities, undoubtedly enormous amounts would be consumed in household use to provide some of the articles previously mentioned, and many others, which would add to the home comforts or household order. It is not necessary that this market be developed through the encouragement of the layman in the exercise of his efforts to produce articles of wood, but by a concentration of effort on the part of lumbermen to supply the wood within easy reach of the user.

The retail yard accomplishes this result in a minor degree in small communities where it is not located far distant from the houses. In the larger cities and towns the delivery cost for a small bill often exceeds the cost of the material itself, or at least forms a good portion of the delivered cost. The retailer can not afford to deliver small quantities of lumber for the householder's use except at a fair cost, because all such orders would be special and generally urgent.

To stimulate the use of lumber for household purposes some means must be found whereby the material can be placed in the hands of the householder in short order and in small quantities without abnormal charge for delivery. Many methods of accomplishing this have presented themselves to those interested in developing such a field of wood utilization. One of three methods, hereafter outlined, would apparently serve the purpose with great satisfaction.

That great institution, the modern department store, is responsible in a very large degree for the successful introduction and sale of many commodities of almost universal use to-day. The diversity of the products obtainable from department stores and the concentration of their delivery service permits this institution to serve the public most economically. The variety of products handled and distributed through department stores would indicate that these institutions could also serve as a distributing medium for small orders of lumber. The fact that lumber in any desired length, width and thickness might be obtained and delivered within twenty-four hours by ordering from some department store would, without question, stimulate the use of lumber in the household. Department stores need not carry large stocks, but if provided with racks containing lumber of short lengths and various widths and thicknesses, a few standard patterns of molding and lattice, they could easily serve this class of trade and replenish the supply from day to day or from week to week from some correspondent retail yard or planing-mill. It could often accept larger orders than are ordinarily required in the household by referring them to the correspondent retail yard or planing-mill and delivering through the regular delivery service.

Planing mills or sawmills located in populous communities might serve this household trade by motor delivery on short order, or might establish regular delivery routes, covering specific territory on certain days of each week and advertising this fact so that the householder might anticipate his wants, phone his order, and receive the material on the day the route on which he lives is covered. This regular service would attract patronage and would induce the use of wood, where otherwise the pleasure of the article desired would be indefinitely postponed or entirely abandoned.

It seems highly probable, also, that a "wood products" retail store, conducted in some similar manner as the old-fashioned dry-goods store, might also be a successful enterprise. Suppose an enterprising merchant obtained a site for a retail store and put in a stock of wood products of all kinds, carrying lumber of standard width, thickness and variable length, moldings, lattice, wooden bowls and other articles of wood such as kitchen utensil racks, baskets, ironing-boards, clothes racks, porch boxes, sink drainboards, bread boards, axe handles, hatchet handles, snow shovels, and numerous other wooden products. A retail store of this kind giving regular delivery service would undoubtedly be received with great pleasure and instant patronage by the public.

The spring of the year particularly finds a marked demand for flower boxes and compartment vegetable boxes in the household. These two articles could most readily be provided in knocked down form, tied in bundles like box shooks, and with a small can of paint and a bundle of nails attached, would find ready sale; with the householder making up his boxes and painting them, all materials furnished at a flat cost, delivered. The plan of the modern 5, 10 and 15-cent store of holding special sales of certain articles should appear in advancing the sales of these knock-down wood boxes, desired by everyone and had by few.

The volume of lumber which may be consumed in homes is manifestly a matter of conjecture and would undoubtedly amount to considerable volume when properly pressed. The census of United States in 1910 reported that there were 17,805,845 occupied dwellings in this country, inhabited by 20,255,555 families. If each household consumed an average of fifty feet of lumber, the total consumption would be 1,012,777,750 board feet, about 2½ per cent. of the total quantity of lumber sawed annually in the United States. The possibility for consumption of lumber in household uses assumes astonishing proportions when the diversity of the uses is considered and the normal desire of the householder is anticipated.

The writer himself, although no expert as a wood-worker, has discovered the fascination and pleasant diversion of wood-working, and the ideas presented have resulted from personal experience in the difficulties of obtaining lumber with which to work. If more readily available, instead of using approximately 200 feet of lumber in the past year, 400 feet might have been used.

The idea of supplying the householder with his lumber requirements is by no means original, but is a presentation of the thoughts of many who have cast about for a means for developing and stimulating the lumber trade.

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## Market for Canadian Wooden Goods in England

In addition to varied correspondence received from Canadian shippers of general lumber since the beginning of this year, inquiries have also come to hand, says a Trade and Commerce report, from Canadian manufacturers seeking information as to the market for miscellaneous wooden goods, as follows: Match splints, cloth rolling boards, veneer, coat-hangers, toys, handles for hammers, axes, sledges and picks. Considerable correspondence has arisen, and in some instances preliminary trial orders have been placed. Whilst there is a wide market for manufactured wooden articles in the United Kingdom, the supply rests almost entirely upon the question of price. More especially is this the case in regard to the cheaper articles for domestic use, such as pastry boards, clothes-pins, cutting boards, broom handles, washboards, rolling pins, towel rollers and similar lines, the question which is of most concern to the dealer being that of price in comparison with the goods he already handles.

The following are some of the diverse lines of wood goods for which a market exists:—

Oak staves are in demand in sizes ranging from 18 inches upwards in length by 4 inches upwards in width, the thicknesses being ⅝-inch, 1-inch, 1⅛-inch, 1¼-inch, and 1½-inch. These staves should be made from quartered white oak and are used in the manufacture of churns, casks, and for tight-work generally.

There is also a large consumption of square bars for spool-making. The bars should be taken from birch or rock-maple, the former in lengths of from 2 feet to 4½ feet and from 1⅛-inch to 2-inch squares, and the maple bars in multiple lengths of 6 inches with squares ranging from 1¼ to 3 inches.

A market also exists for maple roller blocks used for wringing and washing machines. The sizes vary from 22 inches to 26 inches long and the diameters from 4 inches to 6½ inches. Canadian lumber firms already supply this market with these blocks. Other articles in demand are skewers (of hickory); perforated chair sets in "round," "square," and "shaped" designs; picture mouldings; wood casings for electric lighting; wood pulleys and box shooks in miscellaneous sizes.

# SUPPLIES

WE are continually having in mind, when buying goods, that there are special requirements in the way of goods that are needed by lumbermen. This is the reason why you can always rely on our having a good supply of the lines that you want for the Camp. Here's a list.

**90/100 Prunes 25 lbs.....6¾**
**Choice Yellow Peaches 50 lbs.....5¾**
**Choice Natural Figs 28 lbs.....5¾**
**Sair Dates 60 lbs.....4¼**

## H. P. ECKARDT & CO.

**WHOLESALE GROCERS**

**Church St. & Esplanade, TORONTO**

## KLIM

**(Spell it backward)**

**The Lumberman's Milk—Ideal for the camp**

"Klim" is a pure separated milk in powder form and is unexcelled for camp use for the following reasons:

It is easily, quickly and conveniently prepared. It has a pure natural milk flavor, just like fresh milk. "Klim" is not harmed by heat or freezing and will keep indefinitely, even after the tin is opened. "Klim" can be used for everything in place of liquid milk. It is one-third the cost of condensed milk.

Used in all the soldier camp kitchens from Victoria to Halifax. Packed for camp use especially in 10 lb. tins $2.00 each. 1 lb. makes one gallon of liquid. Large quantities special prices.

Write for free sample and full information.

**Canadian Milk Products Ltd., Toronto**

**Plants:—Belmont, Ont., Brownsville, Ont. Head Office:—Mail Building**

## Wanted - White Pine

We are at all times in the market for dry White Pine all grades and sizes, also will Contract for your this Season's Cut.

***Write us and we will call on you.***

**South Coast and Northern Lumber Co., Inc.**

**Saranac Lake, New York**

## Haven't You Heard This Before?

**"We need a new conveyor chain."**
**"What! Why, we only have had that one a short time."**
**"I know that—but it was poor chain—liable to fail anytime—but there's an easy way out—mark our orders Standard Conveyor Chain made by Standard Chain Co. of Pittsburgh, the same people that make our Loading Chain—then we'll be sure to get the best."**

**Sold by all jobbers.**

**Standard Chain Company**

**Pittsburgh**

## Kiln Drying Common Lumber

By C. C. Bronson, of the Day Lumber Company, Seattle, Wash.

As far as I have been able to learn and from over thirty years of actual experience the only method of reducing common lumber to shipping weight has been to cross pile the stock in yards, so that it could be air dried. This necessitates carrying enormous stocks, running in some cases into hundreds of millions on which insurance, taxes and carrying charges must be paid. On the Pacific Coast it is only within the last few years that even this method has been used, for when I first came to the coast, twelve years ago, a stock of 5,000,000 was a large one, which meant that thousands of cars of stock were shipped green.

In attempting to avoid shipment of green common boards and dimension we were prompted to investigate the possibilities of kiln drying this class of stock. We found that no matter how large a stock we carried there were always items of which we were short and which we were obliged to ship green, and I think this is true of most mills in the Pacific Northwest.

We believe we have solved a problem that has cost the fir mills thousands of dollars annually and has added just that amount to the revenue of the railroad companies, to say nothing of the dissatisfaction of the customer in being obliged to handle green stock. It is a safe estimate to say that the amount of green dimension shipped annually from the State of Washington that could have been kiln dried amounts to at least 600,000,000 feet, and, based on an average freight rate of 40 cents, the saving would amount to $960,000. This figure is based on 2,500 pounds a thousand, which we find to be the average weight of all sizes of green dimension. On the other hand had the same amount of lumber been kiln dried, basing the freight on 2,100 pounds a thousand, the average weight of kiln dried stock, there would have been a saving to the mills of Washington of nearly $1,000,000 annually.

We do not advise the kiln drying of all fir dimension, for there is stock with which better results can be secured by air drying. For this reason we make three grades of dimension, as follows: kiln dried stock, air dried stock, and No. 2. The stock is all surfaced one side and edge as usual and graded as carefully as possible. No allowance is necessary for shrinkage, as it is no more in kiln drying than in air drying. To avoid expense the stock to be kiln dried is piled dead on the trams until it is wanted for orders and is then loaded into the kilns. The air dried and No. 2 stock are handled in the usual way. Our experience in cutting from sapling and young old growth fir is that about 70 per cent. is suitable for kiln drying, 25 per cent. for air drying, and 5 per cent. for No. 2. We also apply the same rule to common boards and shiplap, both in fir and hemlock.

### Loss Due to Green Lumber

With hemlock shiplap we have secured the most startling results, having made shipments on which the underweights amounted to better than $3 a thousand on a 40-cent rate of freight. In contrast to this a shipment of green hemlock shiplap was brought to my notice on which the overcharge amounted to $90, and an additional allowance was made to the customer of $30 to cover the expense of piling, making a loss of about $4 a thousand to the mill, and a net loss of $7 a thousand. This might have been avoided by kiln drying.

Another good example is rough 3 x 12—16-inch. On this item, of which large quantities are shipped, we reduced the weight of the green stock 700 pounds a thousand, making a saving of $3.50 a thousand if shipped on a 50-cent rate of freight. The same results are possible with rough, small timbers. In fact, we have dried timbers up to 12 x 12 and 40 feet in length.

You will be interested in knowing how these results are secured. We use the Grand Rapids dry kilns. These kilns are more expensive than the standard type of kilns, having about twice the amount of pipe. They require 13,200 feet of 1-inch pipe, and 46 horsepower boiler pressure is used when the kiln is operated to full capacity. Our two stall dimension kilns, 10 x 104 x 9 feet high, cost approximately $5,000, and are built of tile with wood roof. These kilns handle 35,000 feet a day.

The cost of kiln drying dimension varies, but it is safe to figure it will not exceed 35 cents a thousand, including loading the lumber in and out of the kilns. This cost can be materially reduced under the right conditions. For example, our kilns are all of the progressive type; that is, at the same time a load is discharged from the dry end a green load is put into the kiln, but I think better results could be secured with a single charge kiln. By this I mean the kiln should be filled to its full capacity and allowed to remain until ready to discharge, which in our case is three days; then all the lumber should be removed and a new charge of green lumber put into the kiln. In this way the temperature remains even, and the drying process continues without interruption. We claim that with our method we accomplish in three days what would take in air drying at least four to six months, depending upon the weather conditions; and best of all it enables us to give our customers dry stock regardless of the season or weather conditions.

### Details of Handling Dry Kiln

We find if in loading the stock into the kilns the crossings are kept even and regular and placed at the extreme end of the stock, there is no twisting or checking, and each piece will come out practically straight. In fact, as good results are secured in this respect as could be had in air drying the same class of stock. In operating the kilns a temperature of 180 degrees is maintained in the green, and of 190 degrees in the dry end. The live steam is allowed to penetrate to about 40 feet, and is kept at any necessary point by the system of drafts and ventilators. The stock is held in the live steam about thirty-six hours. The steam pressure on the kiln pipes is from 15 to 20 pounds, and is held at this point by an automatic reducing valve.

While this paper deals with common lumber, I will state that we are able to kiln dry silo and 2-inch and 3-inch clear tank stock with only a small percentage of loss on account of checking. In the upper grades of fir in 1-inch we have almost eliminated checking and kinking.

We deem the kiln drying of lumber one of the most important branches of the manufacturing end of the lumber business, and in order to secure the best results we find it profitable to have a man in charge of our kilns who understands the principle of kiln drying with this system and is competent to operate the kilns properly so that the temperature and humidity are kept at the right point.

Our experiments have extended over a period of about eighteen months, and we have now reached a point where we can say we have passed the experiemental stage, and kiln drying common lumber will be our regular practice, and will extend to other mills.

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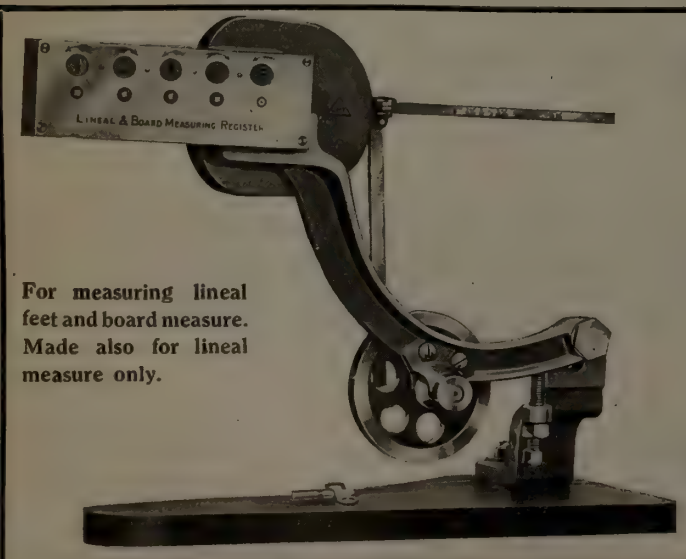
### Patriotic Year at the Canadian National Exhibition

The Canadian National Exhibition, which will be held from August 28th to September 13th this year, will mark a great epoch in the history of the patriotic service. This year is essentially a patriotic year, and every event that marks its progress must breathe the spirit of patriotism and imperialism. At the Exhibition this year will be exhibited for everyone to see, all kinds of German Kultur, from the helmets of the much vaunted Uhlans to the barbarous device, the asphyxiating gas bomb. Big guns that had done their deadly work before they fell into the hands of our soldiers; shells of every calibre; helmets and uniforms taken from the bodies of dead Germans; in fact everything that Krupp's have been able to create will be shown at the Exhibition this year.


For measuring lineal feet and board measure. Made also for lineal measure only.

# Morrison Lumber Measuring Register

## A LABOR SAVER

This register can be attached to your planer, moulder, resaw, matcher, your sorting table, or any other place you require. It will automatically and continuously measure your stock, giving the result in lineal or board measure as desired. It can be used for either filling small orders or for totalling the day's run.

The Morrison Register can be used in the sawmill, planing mill, furniture factory, woodworking plant or lumber yard. This register is solidly constructed and guaranteed accurate. Used by many of the largest concerns in the country.

WRITE US FOR OTHER PARTICULARS

## The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

# Lumber and Pulp Men

You will save money in placing your orders now for your requirements for 1915 and 1916 operations. As you are aware there has been an advance in all Raw Materials equal to about 7½ % to cover War Tax. We are still in position to give you the same prices offered on January 1st.

***Generous Sizes and Prompt Shipments***
**Our Mottoes .**

# Our Specialties

Mackinaw Long Pants, Mackinaw Knickers, Heavy Tweed Pants and Knickers, Mackinaw Coats in Black and Fancy Colors, Mackinaw and Tweed Shirts, Kersey Shirts, Pure Wool Underwear, Pure Wool Socks and Sweaters, also all Wool Grey Blankets.

And all the above at the old prices.

**Montreal Toronto**

**Smart-Woods LIMITED**

**Ottawa Winnipeg**

# Jenckes Boilers

***We make a Specialty of***

## Horizontal Tubular Boilers

for Saw Mill work. They are made in an extensive plant built and equipped for the purpose with all modern appliances.

The three prime elements of Design, Material and Workmanship receive equal and most painstaking attention, ensuring a boiler warranted to give perfect satisfaction and long service.

## The Jenckes Machine Co., Limited

**Sherbrooke Montreal Cobalt So. Porcupine St. Catharines Toronto Vancouver Nelson**

The EAGLE LUMBER CO. Limited
WHOLESALE LUMBER
SANS-DIEU-RIEN
MONTREAL - Canada
*Head Office at Montreal.*

**10/13 ft. SPRUCE**
ROUGH OR DRESSED.

Saw Mills at MONT LAURIER.
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Wholesale Dealer in Rough and Dressed Lumber, Lath and Shingles
Eastern Townships Bank Building, MONTREAL, Quebec

# EDGINGS

## Ontario

The Rodney Woodenware Company, Limited, Rodney, Ont., recently suffered a loss by fire.

The planing mill belonging to D. Barker on Second Avenue, North Bay, Ont., was destroyed by fire on June 10th.

The Thorold Pulp Mill, Thorold, Ont., which was destroyed by fire last December, and has been rebuilt, was started up on May 31st and is now running night and day.

The Thomas Wilson Lumber Company, Limited, Ottawa, Ont., has received a Dominion charter to carry on business as manufacturers and dealers in timber and woods of all kinds.

A report from Hudson Bay Junction states that The Ruby Lake Lumber Company recently lost all its camps and 15,000,000 feet of lumber as a result of extensive bush fires in its neighborhood.

A cheese box factory belonging to John E. Playfair, Playfair, Ont., was recently destroyed by fire. The loss on the building amounted to $1,500. The machinery was also destroyed. The company will rebuild

The Pembroke Lumber Company, Pembroke, Ont., report that the loss by the recent destruction of their planing mill by fire amounted to about $70,000, which was fully covered by insurance. They do not intend to rebuild the plant for some time, but will install a small planing mill plant to take care of their dressed lumber orders.

## Eastern Canada

"Letourneau, Ltee.," lumber dealers, have been incorporated with head office at Grand'Mere, P. Q.

Mr. Manning Smith has finished his lumber cutting operations at Waterside, N. B., and is removing his mill to Hastings, N. B.

The assets of the Upton Sash & Door Manufacturing Company, Upton, P.Q., are being advertised for sale by tender on June 21st.

The Gres Falls Company, Three Rivers, P. Q., have decided to rebuild their sawmill and mill for cutting up pulpwood which were recently destroyed by fire.

The sawmill belonging to Adelard Dubois at Hebertville, P. Q., County of Lake St. John, was destroyed by fire on June 10th. The loss amounted to $25,000.

The sawmill on the Eel River stream near Kirkland, N. B., formerly owned by John Kennedy, was recently destroyed by fire. The present owner is Mr. Buckingham.

The sawmill belonging to Rodrigue Deschambault, at St. Jerome, P. Q., was recently destroyed by fire, the loss amounting to $10,000. Mr. Deschambault will rebuild the mill and will require new machinery.

The Canadian Box Mills, Sherbrooke, P. Q., are considering the erection of a plant at a cost of from $10,000 to $15,000 for buildings and equipment. Information can be secured from E. C. Gatien, Town Clerk, Sherbrooke, P.Q.

The Nicolet Falls Pulp & Lumber Company, Danville, P. Q., had a narrow escape from losing their plant by fire recently. The fire broke out in the roof and after about an hour's work it was extinguished with slight damage as a result.

A forest fire is reported along the line of the International Railway on Crown lands along the borders of Restigouche and Victoria Counties in New Brunswick. It is stated that much valuable timber has been destroyed and the villages of Hazen and Five Fingers wiped out.

Under instructions from the Eastern Trust Company, liquidators of Dickey & McGrath, Limited, the property of the company, including about 50,000 acres of land on and near the Tusket River, the sawmills, steam tug, scows, lumber, general store and blacksmith shop, were sold at auction by William Law & Company at Yarmouth, N. S., recently. The bidding started at $5,000, and reached $14,000, at which the property went, to James McG. Stewart, of Halifax, representing the Royal Bank of Canada, which has a claim of $83,000.

Announcement is made in New York of the formation of the North American Pulp & Paper Companies, a Massachusetts trust with an authorized issue of $2,000,000 par value, 6 per cent. preference shares of $100 each, and $1,000,000 common shares without nominal or par value. J. E. A. Dubuc has been elected president, and John H. Duffy, vice-president. The executive is as follows:—W. H. Clark, John H. Duffy, Hon. George T. Oliver, J. E. A. Dubuc, Parmly W. Herrick, George W. Robertson and W. H. Sharp. It is stated that the North American Pulp & Paper Companies acquired control of the Chicoutimi Pulp Company (which carries control also of the Chicou-

timi Freehold Estates, Ltd.); the St. Lawrence Pulp & Lumber Corporation, both located in the Province of Quebec; and the Tidewater Paper Mills Company of Brooklyn, N. Y. The Canadian companies have an annual capacity of 90,000 tons of mechanical pulp, and 36,000 tons of sulphite pulp. They own an area of Crown license and freehold land adjacent to tidewater of 1,360,000 acres. The Chicoutimi Company, at the head of the Saguenay River, also owns 50,000 horse-power water power, of which 27,500 is developed and operated in connection with its mechanical pulp mills. The Tidewater Paper Mills Company has a capacity of 27,000 tons of newsprint paper.

## Western Canada

F. W. Crossley, lumber dealer, Gladstone, Man., has sold his business to the Corona Lumber Company, Limited.

The firm of Powell & Egland, Cabri, Sask., has been dissolved. The business will be continued by Mr. O. B. Egland.

A despatch from Nelson, B.C., states that the Western Canada Timber Company will start up its plant at Gerrard shortly.

The Moose Jaw Sash & Door Manufacturing Company, Limited, Moose Jaw, Sask., has been incorporated with capital stock of $30,000.

A. Fraser Company have been incorporated with head office at Vancouver, B. C., and capital stock of $25,000, to carry on business as timber merchants.

The Ohio Lumber Company, Limited, has been incorporated with head office at Vancouver, B. C., and capital stock of $300,000, to carry on business as manufacturers of lumber, timber, shingles and lath.

Townley Bros., Limited, have been incorporated with head office at Vancouver, B. C., and capital stock of $25,000, to take over and carry on the timber business formerly carried on by Lawrence Townley or Townley Bros.

Garnet Grey Fair and Wm. McIntosh, shingle mill operators, at Salmo, B. C., have dissolved partnership by mutual consent. The business hereafter will be carried on by Garnet Grey Fair under the name of "Fair Shingle Co."

W. A. Anstie, manager of the Forest Mills of B. C., recently stated that his company's various mills were operating at one-third capacity and there was a bright prospect for their being put upon full time in the near future.

The Edgewood Lumber Company, Castlegar, B. C., has decided to open its mill. Good reports of trade activity are being received by the company and as the crop prospects are good prairie farmers are placing orders for lumber.

The Cutler Shingle Company, Limited, has been incorporated with head office at Port Coquitlam, B. C., and capital stock of $20,000, to take over the business formerly carried on by W. B. Cutler, at Port Coquitlam, B.C., known as the "Cutler Shingle Mill."

The Alberta Farmers' Co-operative Company, Limited, Lougheed Building, Calgary, Alta., Secretary, E. J. Fream, are receiving tenders for the supply of lumber necessary to erect from one to ten elevators in Alberta. Specifications may be seen at the office of the company.

C. L. Terry, Vancouver, recently purchased from the Provincial Government over 3,300,000 feet of timber situated on Huaskin Lake, near Drury Inlet. The stand of cedar is 2,500,000 feet. Prices realized were $1.00 per thousand for cedar and spruce and for other species 50 cents per thousand.

The Kennedy Lumber Company, Limited, has secured a Dominion charter to carry on business as general lumber and timber manufacturers, with head offices at Winnipeg, Man. The incorporators include R. Siderfin, J. Ledingham, W. J. Allen, J. G. Crawford, and E. F. Haffner, all of Winnipeg.

A Vancouver despatch states that the British Columbia Mills, Timber & Trading Company have received an order from the British Admiralty for 10,000,000 feet of mixed lumber. Mr. Eric Hamber, vice-president of the company, states that this will enable them to open up more of their northern camps.

Sealed tenders are being received by the Minister of Lands for British Columbia up to June 25th for the purchase of License X92, to cut 4,440,000 feet of Douglas fir, hemlock, cedar and balsam fir on Lot 45, Chancellor Channel, Thurlow Island, Range 1, Coast District. Three years will be allowed for the removal of the timber.

The Cascades Timber Company has been granted an extra-provincial license to carry on business in the province of British Columbia with provincial office at 519 Metropolitan Building, Vancouver, and Rufus H. Roys attorney for the company. The address of the head office is care of M. G. Jeffris, Janesville, wis., U. S. A. The company's capital stock is $500,000. The objects of the company are to carry on business as lumber manufacturers and merchants.

The shingle mill being erected by the Shull Shingle Company on the north arm of the Fraser River at New Westminster, B. C., is nearing completion, and the installation of the machinery is well under way. The equipment will consist of 24 upright Sumner machines and one 4-block horizontal machine. The main mill is three storeys high, the top floor being occupied by the shingle machines, the middle floor by the sorting bins and the ground floor by transportation facilities. Four large dry kilns are located some distance away from the mill.


# PINE and SPRUCE

**Dressed as Required, Spruce and Pine—1914 cut.**

Merchantable 1 x 4 x 10/13
Merchantable 1 x 5 x 10/13
Merchantable 1 x 6 x 10/13
Merchantable 2 x 4 x 10/13
Merchantable 2 x 5 x 10/13
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Merchantable 2 x 8 x 10/13

all can be P. 1 or 2 S. and matched.

V Joint or Novelty Siding. Approximately 60 to 75 per cent. 12/13 ft.

**Roofing P 2 S & Matched—1914 cut.**

1 in. x 4 in. up x 8/13. Approximately 60 per cent. 12 13 ft.

**Cull White Pine—1914 cut**

1 in. and 3 in. x 4 in. up x 6/16

**Cull Spruce—1914 cut**

3 in. x 4 in. up x 10/13
3 in x 9 in x 10/13

3,000,000 pieces Mill Run Pine Lath, 4 x 1½ x ⅜, 1915 cut.

1,000,000 pieces Mill Run Spruce Lath, 4 x 1½ x ⅜, 1915 cut.

1,000,000 pieces No. 2 Spruce Lath, 4 x 1½ x ⅜, 1915 cut.

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WHOLESALE LUMBER AND PULPWOOD
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70 per cent. of the lumber fires start in the yards. Is it not good business to employ a night watchman and a Hardinge clock? Stations at the end of each alley—weatherproof, tamperproof, and put up by your own men, no wiring, guaranteed by the factory for one year. Every danger point in your plant is inspected hourly every night and you have your watchman's record of his night's work.

No part of this clock is made in Germany—it is made in the United States. The clock is $39.50 and stations $4.20 each, F.O.B. Toronto. The Canadian Western Lumber Co., New Westminster, B.C., have 40 stations in their plant.

Write us.

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The ideal motor for lumbermen, foresters and contractors.

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Powerful for towing; can also be hooked right on to the scow, barge or float.

**One motor will do the work of three or four men.**

Waterproof magneto, built in the flywheel.

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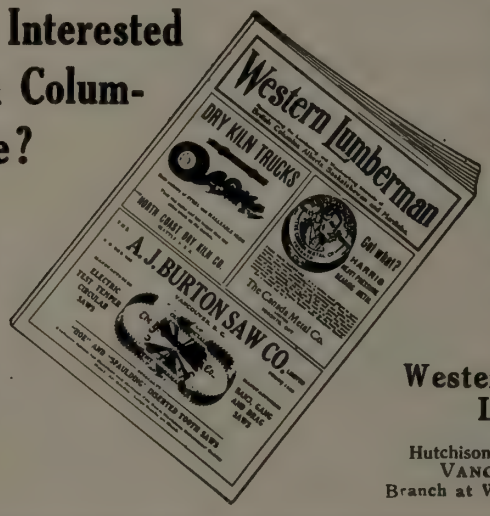


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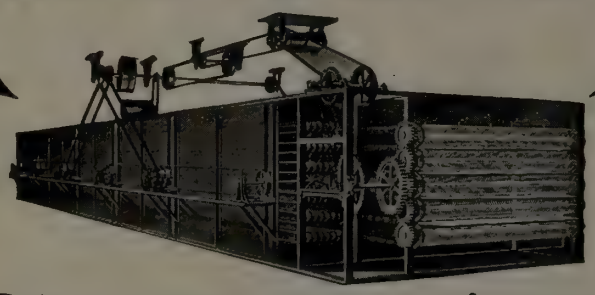

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# Moreau Barkers Eliminate Log Boiling

¶ Moreau Barkers save time by eliminating the boiling of logs.

¶ The Moreau Barker rosses from two to three cords per hour, taking logs 48" in length and 3" to 50" in diameter—peeling thoroughly—and evenly. It removes all knots, lumps and bark.

¶ The Moreau Barker saves money on power. It does not require more than 8 H.P. maximum for operation.

¶ The Moreau Barker only diminishes the log 18 per cent, a saving of wood from 7 to 12 per cent as compared with other machines.

¶ If you wish to make more money and do easier and better work write us for particulars.

## The Moreau Barking Machine Company, Limited

## St. Hyacinthe, Que.

**Address all communications to C. Manseau, Sales Manager, Drummondville, Que.**

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For SAWMILLS, PLANING MILLS and LUMBER YARDS

*Write for catalogue and prices.*

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# INDUSTRIAL LOCOMOTIVES

The designs of our small locomotives are the result of wide experience.

All details are accurately finished to standard gauges and are absolutely interchangeable on all locomotives of the same class and size.

This cuts out long delays when parts wear out, as parts liable to wear can be kept on hand or shipped promptly from our works.

# MONTREAL LOCOMOTIVE WORKS, LIMITED

DOMINION EXPRESS BUILDING, MONTREAL. CANADA

## CLIMAX Improved Geared LOCOMOTIVES FOR WOOD AND IRON RAILS

A 62-ton Climax Locomotive Designed Especially for Heavy Logging Work.

Climax Locomotives are successfully operated on steep grades and sharp curves. Any weight or gauge. Locomotives in stock for immediate shipment. **Get Catalog "H."**

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WE make them from carefully-selected iron, and every link is guaranteed ***strictly hand-made***—not the inferior machine-made.

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## Woodhouse Chain Works

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# "The Missing Link"

**DROP FORGED**
**FROM HIGH GRADE STEEL**

***Made in sizes 1/4" to 15/8"***

These links are the only ones which compare with the same size chain and are fully equal to it in strength. The great advantage of this is self-evident. Their use means a saving in expense and time. No other link approaches them. We also manufacture a large line of CONTRACTORS' SUPPLIES and MOTOR BOAT FITTINGS

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**The**

## Thomas Laughlin Company

**Portland, Maine, U.S.A.**

**This engine is 13½ ins. x 18 ins. and weighs 35 tons.**

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**Grey Iron Castings—any size or shape—ordinary or intricate—made promptly. New foundry, splendidly equipped. We would be pleased to quote on castings—singly or by contract. We also make drop forgings of all descriptions.**

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## Canadian Locomotive Company, Limited, Kingston, Ont.

## Taylor and Arnold Ltd., Sales Agent, Montreal and Winnipeg

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Car Lots

| | | |
|---|---|---|
| **White Pine:** | | |
| 1 inch No. 1 cuts and better | $50 00 | 52 00 |
| 1½ inch No. 1 cuts and better | 60 00 | 62 00 |
| 2-in. No. 1 cuts and better .. | 62 00 | 64 00 |
| 1½-in. No. 2 C. & B. ..... | 45 00 | 47 00 |
| 2-in. No. 2 cuts and better ... | 47 00 | 49 00 |
| 4/4 No. 2 and 3 cuts ..... | | 31 00 |
| 5/4 and 6/4 No. 2 and 3 cuts | | 37 00 |
| 8/4 No. 2 and 3 cuts ..... | | 38 00 |
| 1-in. Good Shorts ..... | 35 00 | 40 00 |
| 1 x 4 and 5 com. and dressing | 26 00 | 27 00 |
| 1 x 6 common and dressing .. | 27 00 | 29 00 |
| 1 x 8 common and dressing .. | 27 00 | 29 00 |
| 1 x 10 common and dressing.. | 31 00 | 32 00 |
| 1 x 12 common and dressing.. | 32 00 | 34 00 |
| 1 x 10 and 12 mill cull stocks | | 23 00 |
| 1-in. mill cull sidings ..... | | 21 00 |
| 5/4 and 6/4 x 4 m.r., m.c. out | | 27 00 |
| 5/4 and 6/4 x 5 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 6 m.r., m.c. out | | 28 00 |
| 5/4 and 6/4 x 8 m.r., m.c. out | | 29 00 |
| 5/4 and 6/4 x 10 m.r., m.c. out | | 32 00 |
| 5/4 and 6/4 x 12 m.r., m.c. out | | 34 00 |
| 2 x 10 common ..... ..... | | 28 00 |
| 2 and 3 x 12 common ..... | | 30 00 |
| 1 x 8 box and common ..... | 23 50 | 24 50 |
| 1 x 10 inch box and common. | 25 00 | 26 00 |
| 1 x 12 inch box and common.. | | 27 00 |
| 1-in. mill run sidings ..... | 25 00 | 27 00 |
| 1-in. mill run shorts ..... | | 22 00 |
| 1-in. mill run Norway ..... | | 22 00 |
| 2-in. mill run Norway ..... | | 23 00 |
| Norway, c and cf. 1-in. ..... | | 32 00 |
| Norway, c. and cf. 1½-in. .... | | 32 00 |
| Norway, c. and c. 2-in. ..... | | 32 00 |
| Spruce mill run 1-in. and 2-in. | | 22 00 |
| Spruce mill culls ..... ..... | | 18 00 |
| **Hemlock No. 1:** | | |
| 1 x 4 and 5-in. x 9 to 16 ft. ... | | 17 00 |
| 1 x 6-in. x 9 to 16 ft. ..... | | 20 00 |
| 1 x 8-in. x 9 to 16 ft. ..... | | 21 00 |
| 1 x 10 and 12 in. x 9 to 16 ft. | | 22 00 |
| 1 x 7 ,9 and 11 in. x 9 to 16 ft. | | 19 00 |
| 1-in. No. 2, 6-ft. to 16-ft. ... | | 16 00 |
| 2 x 4 to 12, 10 and 16 ft. .... | | 19 00 |
| 2 x 4 to 12-in., 12 and 14 ft. ... | | 19 00 |
| 2 x 4 to 12-in., 18 ft. ..... | | 22 00 |
| 2 x 4 to 12-in., 20 ft. ..... | | 24 00 |
| 2 x 4 to 12-in., 22 ft. ..... | | 25 00 |
| 2 x 4 to 12-in., 24 ft. ..... | | 26 00 |
| 2-in. No. 2, 4-in. and up in width, 6 to 16 ft. ..... | | 16 00 |
| Clear in B. C. cedar, kiln dried | | 50 00 |
| **Douglas Fir:** | | |
| Dimension Timber up to 32 feet: 8x8, 10x10, 10x12, 10x14, 12x12, 12x14, 14x14, 14x16 up to 32 ft. ... ... ... ... ... ... | | 31 50 |
| 6x10, 6x12, 8x10, 8x12, 10x16, 12x16, 16x16, 16x18, 18x18, 20x20, up to 32 ft. ... ... .. | | 32 00 |
| 6x14, 8x14, 12x18, 18x20, up to 32 ft. ... ... ... ... ... | | 32 50 |
| 6x16, 8x16, 10x18, 12x20, 14x20, 16x20 up to 32 ft. ..... .. | | 33 00 |
| 10x20, up to 32 ft. ..... .... | | 33 50 |
| 6x18, 8x18, up to 32 ft. ..... | | 34 00 |
| 6x20, 8x20, up to 32 ft. ..... | | 35 00 |

Timber in lengths over 32 feet take the following additions: 33 to 35 ft., 50c; 36 to 40 ft., $1; 41 to 45 ft., $3; 46 to 50 ft., $5; 51 to 55 ft., $7; 56 to 60 ft., $9; 61 to 65 ft., $12.50; 66 to 70 ft., $15; 71 to 75 ft., $18; 76 to 80 ft., $22.

| | |
|---|---|
| Fir flooring, edge grain ..... | 35 00 |
| No. 1 and 2 cedar 1-in. Fir rough | 38 00 |
| No. 1 and 2 clear 1¼, 1½ and 2-in. Fir rough ..... ..... | 40 00 |
| 1¼-in. No. 1 4-ft. pine lath.. | 5 00 |
| 1½-in. No. 2 4-ft. lath ..... | 4 75 |
| 1½-in. 32-in. pine ..... .... | 2 65 |
| 1½-in. No. 1 4-ft. hemlock lath | 4 00 |
| 1½-in. mill run hemlock lath | 3 75 |
| XX B. C. cedar shingles ..... | 2 25 |
| XXX 6 butts to 2-in. ..... | 2 90 |
| XXXX 6 to 23-16-in. ..... | 3 10 |
| XXXXX ..... ..... ..... | 3 35 |

Hardwoods—Per M. Feet, Car Lots

| | |
|---|---|
| Ash, white, 1sts and 2nds, 1½ and 2-in. | 60 00 |
| Ash, white, No. 1 common ..... | 45 00 |
| Ash, brown, 1sts and 2nds, 4/4 ..... | 50 00 |
| Ash, brown, common and better .... | 39 00 |
| Ash, brown, 1sts and 2nds, 6/4 & 8/4. | 60 00 |
| Birch, 1sts and 2nds, 4/4 ..... .... | 39 00 |
| Birch, No. 1 com. and bet., 4/4 ..... | 30 00 |
| Birch, 1sts and 2nds, 6/4 and 8/4 .... | 42 00 |
| Birch, 1sts and 2nds, 10/4 and 12/4.. | 45 00 |
| Birch, 1sts and 2nds, 16/4 ..... | 50 00 |
| Basswood, 1sts and 2nds, 4/4 ..... | 40 00 |
| Basswood, No. 1 com. and bet., 4/4.. | 30 00 |
| Basswood, No. 2 and 3, common .... | 18 50 |
| Basswood, 6/4 and 8/4, 1sts and 2nds. | 44 00 |
| Basswood, 6/4 and 8/4, com. and bet. | 38 00 |
| Basswood, 4/4, No. 2 com. and bet... | 28 00 |
| Soft elm, 1sts and 2nds, 4/4 ..... | 40 00 |
| Soft elm, No. 1 com. and bet., 4/4 .... | 28 00 |
| Soft elm, No. 2 and 3 common ..... | 17 50 |
| Soft elm, 6/4 and 8/4, 1 and 2 ..... | 42 00 |
| Rock elm, 1sts and 2nds, 6/4 x 8/4.. | 55 00 |
| Rock elm, No. 2 com. and bet. 6/4 and 8/4 ... .... ..... ..... ..... | 37 00 |
| Soft maple, 1sts and 2nds, 4/4 ..... | 33 00 |
| Soft maple, com. and bet., 4/4 ..... | 25 00 |
| Soft maple, 6/4 & 8/4, 1sts and 2nds. | 35 00 |
| Hard maple, 1sts and 2nds, 4/4 ..... | 37 00 |
| Hard maple, common and better, 4/ . | 28 00 |
| Hard maple, 12/4 & 16/4, 1sts and 2nds. | 46 00 |
| Red oak, plain 1sts and 2nds, 4/4.. | 59 00 |
| Red oak, plain 1sts and 2nds, 6/4 & 8/4 | 65 00 |
| Red oak, plain 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .. | 75 00 |
| White oak, plain, 1sts and 2nds, 4/4. | 59 00 |
| White oak, plain, 1sts and 2nds, 1½ and 2-in. ..... ..... ..... ..... | 65 00 |
| White oak, plain, 1sts and 2nds, 12/4 and 16/4 ..... ..... ..... .... | 75 00 |
| White oak, ¼ cut, 1sts and 2nds, 4/4. | 85 00 |
| White oak, ¼ cut, 5/4 and 6/4, 1sts and 2nds ..... ..... ..... | 88 00 |
| White oak, ¼ cut No. 1 common .... | 55 00 |
| Hickory, 1sts and 2nds, 4/4 ..... | 70 00 |
| Hickory, 6/4 and 8/4, 1sts and 2nds. | 75 00 |

## OTTAWA, ONT.

Manufacturers' Prices

| | | |
|---|---|---|
| **Pine good sidings:** | | |
| 1-in. x 7-in. and up .....$52 00 | | 54 00 |
| 1¼-in. & 1½-in. x 8-in. and up | 55 00 | 58 00 |
| 2-in. x 7-in. and up ..... | 58 00 | 62 00 |
| No. 2 cuts 2 x 8-in. and up .. | 40 00 | 42 00 |
| **Pine good strips:** | | |
| 1-in. ..... ..... ..... | 38 00 | 40 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 52 00 |
| 2-in. ..... ..... ..... | 52 00 | 55 00 |
| **Pine good shorts:** | | |
| 1-in. x 7-in. and up ..... | 40 00 | 42 00 |
| 1-in. x 4-in. to 6-in. ..... | 30 00 | 33 00 |
| 1¼-in. and 1½-in. ..... | 50 00 | 54 00 |
| 2-in. ..... ..... ..... | 52 00 | 54 00 |
| 7-in. to 9-in. A sidings .... | 25 00 | 27 00 |
| Pine, No.. 1 dressing sidings .. | 30 00 | 33 00 |
| Pine, No. 1 dressing strips .. | 29 00 | 30 00 |
| Pine, No. 1 dressing shorts .. | 22 00 | 24 00 |
| Pine, 1-in. x 4-in. s.c. strips .. | 22 00 | 23 00 |
| Pine, 1-in. x 5-in. s.c. strips .. | 24 00 | 25 00 |
| Pine, 1-in. x 6-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 1-in. x 7-in. s.c. strips .. | 23 00 | 24 00 |
| Pine, 8 s.c., 12 ft. to 16 ft. ... | 25 00 | 26 00 |
| Pine, 1-in. x 10-in. M.R. ..... | 27 00 | 28 00 |
| Pine, s.c. sidings, 1½ and 2-in. | 28 00 | 30 00 |
| Pine, s.c. strips 1-in. ..... | 21 00 | 23 00 |
| 1¼, 1½ and 2-in.. ..... | 24 00 | 26 00 |
| Pine, s.c. shorts, 1 x 4 to 6 in. | | 20 00 |
| Pine, s.c. and bet., shorts, 1 x 5 | 20 00 | 21 00 |
| Pine, s.c. and bet., shorts, 1 x 6 | 20 00 | 21 00 |
| Pine, s.c. shorts, 6'-11' 1"x10" | 23 00 | 24 00 |
| Pine, box boards: | | |
| 1" x 4" and up, 6'-11' .... | 17 50 | 18 00 |
| 1"x3" to 6", 12'-16' ..... | 19 00 | 20 00 |
| Pine mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up ..... ..... | 17 00 | 19 00 |
| Pine mill culls stock 1 x 12 ... | 21 00 | 22 00 |
| Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft. ..... | 17 00 | 18 00 |
| O. culls r & w p ..... ..... | 15 00 | 17 00 |
| Red pine, log run: | | |
| mill culls out, 1-in. ..... | 18 00 | 20 00 |
| mill culls out, 1¼-in. ..... | 19 00 | 21 00 |
| mill culls out, 1½-in. ..... | 19 00 | 21 00 |
| mill culls out, 2-in. ..... | 22 00 | 24 00 |
| Mill culls, white pine, 1"x7" and up ..... ..... ..... | 20 00 | 21 00 |
| Mill run Spruce: | | |
| 1"x4" and up, 6'-11' ..... | 17 00 | 18 00 |
| 1"x4" and up, 12'-16' ..... | 18 00 | 20 00 |
| 1"x9"-10" and up, 12'-16' .. | 22 00 | 24 00 |
| 1¼"x7" 8-9" and up, 12'-16' | 22 00 | 24 00 |
| 1¼"x10" and up, 12'-16' .... | 22 00 | 24 00 |
| 1½" & 2"x12" and up, 12'-16' | 25 00 | 26 00 |
| Spruce 1-in. clear (fine dressing and B) ..... ..... ..... | 25 00 | 27 00 |
| Hemlock 1-in. cull ..... ..... | 13 00 | 15 00 |
| Hemlock 1-in. log run ..... | 17 00 | 20 00 |
| Hemlock 2x4, 6, 8, 10, 12/16'. | 19 00 | 23 00 |
| Tamarac ..... ..... ..... | 19 00 | 20 00 |
| Basswood log run, dead culls out | 22 00 | 24 00 |
| Basswood log run mill culls out | 23 00 | 26 00 |
| Birch log run ..... ..... | 19 00 | 22 00 |
| Soft elm, common and better, 1, 1½, 2-in. ..... ..... | 20 00 | 24 00 |
| Ash, black, log run ..... | 25 00 | 28 00 |
| 1 x 10 No. 1 barn ..... .... | 33 00 | 36 00 |
| 1 x 10 No. 2 barn ..... ... | 23 00 | 26 00 |
| 1 x 8 and 9 No. 2 barn ..... | 22 00 | 23 00 |
| Lath per M: | | |
| No. 1 white pine 1½-in. x 4-ft. | 4 25 | 4 50 |
| No. 2 White Pine ..... .... | 3 80 | 3 95 |
| Mill run white pine ..... .... | 4 00 | 4 25 |
| Spruce, mill run 1½-in. ..... | 3 25 | 3 50 |
| Red pine, mill run ..... ..... | 3 60 | 3 70 |
| Hemlock, mill run ..... ..... | 2 75 | 3 00 |
| 32-in. lath ..... ..... ..... | 2 00 | 2 00 |
| Pine Shingles | | |
| xxxx, 18-in. ..... ..... | 3 00 | 3 50 |
| Clear butt 18-in. ..... .... | 2 50 | 3 25 |
| xx ..... ..... ..... | | 1 75 |
| White Cedar Shingles: | | |
| xxxx, 18-in. ..... ..... | 3 75 | 4 25 |
| Clear butt, 18-in. ..... .. | 3 00 | 3 50 |
| 18-in. xx ..... ..... .... | | 2 00 |
| Spruce logs (pulp) ..... .... | 13 00 | 15 00 |

## QUEBEC, QUE.

| | cts. | |
|---|---|---|
| White Pine—In the Raft | | |
| First class Ottawa waney, 18-in. average, according to lineal.. | 60 | 65 |
| Oak—Michigan and Ohio | | |
| By the dram, according to average and quality .... ..... | 60 | 70 |
| Elm | | |
| By the dram, according to average and quality, 40 to 45 feet | 70 | 75 |
| By the dram, according to average and quality, 30 to 35 feet. | 50 | 60 |
| **Ash** | | |
| 13 inches and up, according to average and quality, per cu. ft. | 25 | 30 |
| Average 16 inch ..... ..... | 30 | 40 |
| **Birch** | | |
| 14 inch, per cu. ft. ..... | 20 | 22 |
| 15 inch, per cu. ft. ..... | 24 | 26 |
| 16 inch, per cu. ft. ..... | 28 | 30 |
| 18 inch, per cu. ft. ..... | 32 | 35 |
| **Quebec Spruce Deals** | | |
| 12 ft. and up x 3 x 9 and up. | $22 00 | 23 00 |
| Oddments ..... ..... ..... | 17 00 | 18 00 |
| Boards, 1 and 2 in. ..... .... | 16 00 | 18 00 |
| **Birch Planks** | | |
| 1 to 4 in. ..... ..... .... | 16 00 | 18 00 |

## SARNIA, ONT.

Fine, Common and Better

| | |
|---|---|
| 1 x 6 and 8 in. ..... ..... .....$54 00 | |
| 1 in., 8 in. and up wide ..... .. | 62 00 |
| 1¼ and 1½ in. and up wide ..... | 65 00 |
| 2 in. and up wide ..... ..... .... | 70 00 |
| **Cuts and Better** | |
| 4/4 x 8 and up No. 1 and better ..... | 55 00 |
| 6/4 x 8 and up No. 1 and better ..... | 65 00 |
| 8/4 x 8 and up No. 1 and better ..... | 65 00 |
| 6/4 x 6 and up No. 2 and better ..... | 52 00 |
| 8/4 x 6 and up No. 2 and better ..... | 54 00 |
| 6/4 x 6 and up No. 3 and better ..... | 46 00 |
| 8/4 x 6 and up No. 3 and better ..... | 50 00 |
| **No. 1 Cuts** | |
| 1 in., 8 in. and up wide ..... ..... | 42 00 |
| 1¼ in., 8-in. and up wide ..... .... | 55 00 |
| 1½ in., 8-in. and up wide ..... .... | 57 00 |
| 2 in., 8-in. and up wide ..... ..... | 60 00 |
| 2½ and 3 and 8-in. and up wide .... | 75 00 |
| 4 in., 8-in. and up wide ..... ..... | 85 00 |
| **No. 2 Cuts** | |
| 1 in., 6-in. and up wide ..... ..... | 31 00 |
| 1¼ in., 6-in. and up wide ..... ... | 42 00 |
| 1½ in., 6-in. and up wide ..... .... | 44 00 |
| 2-in., 6-in. and up wide ..... ..... | 47 00 |
| 2½, 3 and 4 in., 6-in. and up wide ..... ..... ..... | 62 00 65 00 |
| **No. 3 Cuts** | |
| 1 in., 6-in. and up wide ..... ..... | 24 00 |
| 1¼ and 1½ in., 6-in. and up wide.. | 33 00 |
| 2-in., 6-in. and up wide ..... ..... | 33 00 |
| 2½, 3 and 4-in., 6-in. and up wide ..... ..... ..... | 43 00 48 00 |
| **Common and Dressing Mill Run** | |
| 1-in. x 4-in. ..... ..... ..... .... | 25 00 |
| 1-in. x 5-in. ..... ..... ..... .... | 25 00 |
| 1-in. x 6-in. ..... ..... ..... .... | 26 00 |
| 1-in. x 8-in. ..... ..... ..... .... | 27 00 |
| 1-in. x 10-in. ..... ..... ..... .... | 29 00 |
| 1-in. x 12-in. ..... ..... ..... .... | 34 00 |
| 1 in. x 13 in. and up ..... ..... | 34 00 |
| 1¼, 1½ and 2-in. ..... ..... .... | 30 00 |
| **No. 1 Barn** | |
| 1 inch ..... ..... ..... | 31 00 45 00 |
| 1¼, 1½ and 2-in. ..... ..... | 36 00 45 00 |
| 2½ and 3-in. ..... ..... | 45 00 |
| 4 inch ..... ..... ..... | 50 00 |
| **No. 2 Barn** | |
| 1 inch ..... ..... ..... | 28 00 36 00 |
| 1¼, 1½ and 2-in. ..... .... | 30 00 36 00 |
| 2½ and 3-in. ..... ..... | 38 00 |
| **No. 3 Barn** | |
| 1 inch ..... ..... ..... | 21 00 28 00 |
| No. 1, 1, 1¼, 1½, 2-in. ..... | 20 00 25 00 |
| **Box** | |
| No. 1, 1, 1¼, 1½, 2-in. ..... | 22 00 25 00 |
| No. 2, 1¼, 1½, 2-in. ..... | 19 00 23 00 |
| **Mill Culls** | |
| Mill run culls, 1-in. ..... .. | 19 00 |
| 1, 1¼, 1½ and 2-in. ..... | 20 00 |
| No. 2 ..... ..... ..... | 17 00 18 00 |
| **Lath** | |
| No. 1, 32-in. pine ..... ..... .... | 1 75 |
| No. 2, 48-in. pine ..... ..... ..... | 4 25 |
| No. 1, 48-in. pine ..... ..... ..... | 4 75 |
| No. 3, 48-in. pine ..... ..... ..... | 3 75 |

## WINNIPEG, MAN.

No. 1 Pine, Spruce and Tamarac

S. 1 S. and 1 E.

| Dimension | 6 ft. | 8 ft. | 10 ft. | 14x16 ft. |
|---|---|---|---|---|
| 2 x 4 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 6 ... ... | 14 00 | 17 00 | 20 50 | 18 50 |
| 2 x 8 ... ... | 17 00 | 17 50 | 21 00 | 19 00 |
| 2 x 10 ... ... | 18 00 | 18 50 | 21 50 | 20 00 |
| 2 x 12 ... ... | 18 00 | 19 00 | 23 50 | 21 50 |

Dimension in the rough or surfaced one side 50c. per M. extra.

## FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

Dimension

| | |
|---|---|
| 2 x 4-12 ..... ..... ..... ..... | 20 50 |
| 2 x 4-8-14-16 ..... ..... ..... .. | 20 50 |
| 2 x 4-10-18-20 ..... ..... ..... | 22 50 |
| 2 x 6, 8 to 16 ..... ..... ..... | 20 00 |
| 2 x 8, 8 to 16 ..... ..... ..... | 20 50 |
| 2 x 4-6 and 8-in.; 8, 12, 14 and 16 ft. | 22 50 |
| 2 x 4-6 and 8-in.; 10 ft. ..... ..... | 24 50 |
| 2x4-6 and 8-in.; 24,26,28, 30, 32 ft... | 26 50 |
| 2 x 10 and 2 x 12; 8-16 ft. ..... .... | 23 50 |
| 2 x 10 and 2 x 12; 18, 20, 22 ft. ..... | 25 50 |
| 2 x 10 and 2 x 12; 24, 26, 28, 30, 32 ft. | 27 50 |
| **No. 1 Common Boards** | |
| 4 inch ..... ..... ..... ..... .. | 19 00 |
| 6 inch ..... ..... ..... ..... .. | 21 50 |
| 8, 10, 12 inch ..... ..... ..... .. | 23 50 |
| Mixed widths ..... ..... ..... .. | 22 50 |
| **Flooring** | |
| 4 or 6 inch No. 1 ..... ..... .... | 33 00 |
| 4 or 6 inch No. 2 ..... ..... .... | 31 00 |
| 4 or 6 inch No. 3 ..... ..... .... | 25 00 |
| **Shiplap—Finished** | |
| 4 inch ..... ..... ..... ..... .. | 19 50 |
| 6 inch ..... ..... ..... ..... .. | 23 00 |
| 8, 10 and 12 inch ..... ..... ..... | 24 00 |
| **Siding** | |
| 6 inch No. 1 ..... ..... ..... .. | 33 00 |
| 6 inch No. 2 ..... ..... ..... .. | 31 00 |
| 6 inch No. 3 ..... ..... ..... .. | 25 00 |
| **Lath** | |
| No. 1 Cedar, pine, spruce (not mixed) | 5 00 |
| No. 1 Cedar, pine, spruce (mixed) ... | 4 50 |
| No. 2 Cedar, pine, spruce (mixed) ... | 3 25 |

## PINE—ROUGH TIMBER

| | |
|---|---|
| 3 x 6 in.; 8 to 16 ft. ..... ..... .. | 25 10 |
| 3 x 8 in.; 8 to 16 ft. ..... ..... .. | 22 00 |
| 3 x 12, 4 x 4, 6 x 6 in.; 8-16 ft. ..... | 25 00 |
| 4 x 10 to 10 x 10, 8 x 8, 6 x 12 in. up to 32 ft. ..... ..... ..... ..... | 27 00 |

## BRITISH COLUMBIA COAST FIR.

Dimension S 1 S, and E.

| | |
|---|---|
| 2 x 4 in.; 6 and 8 ft. ..... ..... .. | 17 50 |
| 2 x 4 in.; 12 x 14 ft. ..... ..... .. | 18 50 |
| 2 x 4 in.; 10 x 16 ft. ..... ..... .. | 19 50 |
| 2 x 4 in.; 18 x 20 ft. ..... ..... .. | 20 50 |
| 2 x 4 in.; 22 x 24 ft. ..... ..... .. | 21 50 |
| 2 x 4 in.; 26 x 32 ft. ..... ..... .. | 23 50 |
| 2 x 10 and 2 x 12 in.; 10 to 16 ft. .... | 20 00 |
| 2 x 10 and 2 x 12 in.; 18 and 20 ft. .... | 22 00 |
| 2 x 10 and 2 x 12 in.; 22 and 24 ft. .... | 23 00 |
| 2 x 10 and 2 x 12 in.; 26 to 32 ft. .... | 25 00 |
| 2 x 14 in.; 10 to 16 ft. ..... ..... | 25 00 |
| 2 x 14 in.; 18 and 20 ft. ..... ..... | 27 00 |
| 2 x 14 in.; 22 and 24 ft. ..... ..... | 28 00 |
| 2 x 14 in.; 26 to 32 ft. ..... ..... | 30 00 |
| 3 x 3 and 3 x 4 in.; 8 to 14 ft. ..... | 21 00 |
| 3 x 3 and 3 x 4 in.; 8 to 16 ft. ..... | 22 00 |
| 3 x 3 and 3 x 4 in.; 18 and 20 ft. ..... | 23 00 |
| 3 x 3 and 3 x 4 in.; 22 and 24 ft. ..... | 24 00 |
| 3 x 3 and 3 x 4 in.; 26 to 32 ft. .... | 26 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 6 to 16 ft. ... | 24 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 18 and 20 ft. ... | 24 50 |
| 6 x 6, 6 x 8, 8 x 8 in.; 22 and 24 ft. ... | 25 00 |
| 6 x 6, 6 x 8, 8 x 8 in.; 26 to 32 ft. ... | 25 50 |

## FLOORING

| | |
|---|---|
| Nos. 1 and 2, 1 x 3 in., E. G. ..... | 32 00 |
| Nos. 1 and 2, 1 x 4 in., E. G. ..... | 31 00 |
| Nos. 1 and 2, 1 x 6 in., E. G. ..... | 29 00 |
| Nos. 1 and 2, 1 x 4 in., or 6 in., F. G. | 23 00 |
| No. 3, 1 x 4 in. or 6 in. ..... ..... | 20 00 |

No. 3 Edge grain $3.00 per M. extra.

## SHIPLAP

| | |
|---|---|
| B. C. Fir, 6 in. ..... ..... ..... .. | 19 00 |
| B. C. Fir, 8, 10, 12 in.; 8 to 16 ft. ... | 20 00 |
| No. 2 Shiplap, 6 in. ..... ..... .... | 19 00 |
| No. 2 Shiplap, 8, 10 and 12 in. ..... | 20 00 |

## FIR, COMMON BOARDS, S 1 S, 8 to 16 Ft.

| | |
|---|---|
| Mixed widths (may contain 30 per cent. 4 and 6 in.) ..... ..... ..... .. | 19 00 |
| Common Boards, 8 to 12 in. ..... | 20 00 |
| No. 2 Mixed widths ..... ..... .... | 17 00 |
| No. 2 Boards, 8 to 12 in. ..... ..... | 18 00 |

## SHINGLES

| | |
|---|---|
| XXX B. C. Cedar ..... ..... ..... | 2 75 |

## LATH

| | |
|---|---|
| Fir lath, 3/8 x 1 3/8 in. x 4 ft., bundled in 50's ..... ..... ..... | 4 00 |
| Cedar lath 3/8 x 1 3/8 in. x 4 ft. .... | 4 50 |

## BUFFALO AND TONAWANDA, N.Y.

White Pine

Wholesale Selling Price

| | |
|---|---|
| Uppers 4/4 ..... ..... ..... ....$94 00 | |
| Uppers 5/4 to 8/4 ..... ..... ... | 92 00 |
| Uppers 10/4 to 12/4 ..... ..... .... | 97 00 |
| Selects 4/4 ..... ..... ..... .... | 84 00 |
| Selects 5/4 to 8/4 ..... ..... .... | 82 00 |
| Selects 10/4 to 12/4 ..... ..... .... | 92 00 |
| Fine common 4/4 ..... ..... .... | 61 00 |
| Fine Common 5/4 ..... ..... .... | 65 00 |
| Fine common 6/4 ..... ..... .... | 65 00 |
| Fine common 8/4 ..... ..... .... | 67 00 |
| No. 1 Cuts 4/4 ..... ..... ..... | 51 00 |
| No. 1 Cuts 5/4 ..... ..... ..... | 57 00 |
| No. 1 Cuts 6/4 ..... ..... ..... | 59 00 |
| No. 1 Cuts 8/4 ..... ..... ..... | 61 00 |
| No. 2 Cuts 4/4 ..... ..... ..... | 32 00 |
| No. 2 Cuts 5/4 ..... ..... ..... | 43 00 |
| No. 2 Cuts 6/4 ..... ..... ..... | 45 00 |
| No. 2 Cuts 8/4 ..... ..... ..... | 50 00 |
| No. 3 Cuts 5/4 ..... ..... ..... | 33 00 |
| No. 3 Cuts 6/4 ..... ..... ..... | 34 00 |
| No. 3 Cuts 8/4 ..... ..... ..... | 36 00 |
| Dressing 5/4 ..... ..... ..... .... | 46 00 |
| Dressing 5/4 x 10 ..... ..... .... | 51 00 |
| Dressing 5/4 x 12 ..... ..... .... | 52 00 |
| No. 1 Moulding 5/4 ..... ..... ... | 58 00 |
| No. 1 Moulding 6/4 ..... ..... ... | 58 00 |

(Continued on page 58)

*28 "Service" Branches Throughout Canada*

**Canadian Consolidated Rubber Co., Limited**

**Montreal, P. Q.**

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# Was The Old Way of Trading

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# "ADIUVETUR EMPTOR"
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*28 "Service" Branches Throughout Canada*

# CURRENT LUMBER PRICES—Continued

| | |
|---|---|
| No. 1 Moulding 8/4 | 58 00 |
| No. 2 Moulding 5/4 | 47 00 |
| No. 2 Moulding 6/4 | 47 00 |
| No. 2 Moulding 8/4 | 47 00 |
| No. 1 Barn 1 x 12 | 48 00 |
| No. 1 Barn 1 x 6 and 8 | 34 00 |
| No. 1 Barn 1 x 10 | 36 00 |
| No. 2 Barn 1 x 6 and 8 | 32 00 |
| No. 2 Barn 1 x 10 | 34 00 |
| No. 3 Barn 1 x 6 and 8 | 26 00 |
| No. 3 Barn 1 x 10 | 27 00 |
| Box 1 x 6 and up | 23 00 |
| Box 1 x 10 | 25 00 |
| Box 1 x 12 | 26 00 |
| Box 1 x 13 and up | 30 00 |

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda:

MAPLE

| | 1s & 2s | No. 1 Com. | No. 2 Com. |
|---|---|---|---|
| 4/4 | 30 - 32 | 20 - 22 | 14 - 16 |
| 5/4 to 8/4 | 33 - 35 | 22 - 24 | 14 - 15 |
| 10/4 to 16/4 | 37 - 39 | 27 - 29 | 19 - 21 |

RED BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 41 - 43 | 27 - 29 | 15 - 17 |
| 5/4 to 8/4 | 43 - 45 | 29 - 31 | 17 - 19 |

SAP BIRCH

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 23 - 25 | 17 - 19 |
| 5/4 and up | 37 - 39 | 25 - 27 | 17 - 19 |

SOFT ELM

| | | | |
|---|---|---|---|
| 4/4 | 35 - 37 | 24 - 26 | 15 - 17 |
| 5, 6 & 8/4 | 37 - 39 | 26 - 28 | 17 - 19 |

BASSWOOD

| | | | |
|---|---|---|---|
| 4/4 | 33 - 35 | 24 - 26 | 16 - 18 |
| Thicker | 35 - 37 | 26 - 29 | 19 - 20 |

PLAIN OAK

| | | | |
|---|---|---|---|
| 4/4 | 51 - 53 | 32 - 34 | 20 - 22 |
| 5/4 to 8/4 | 53 - 55 | 34 - 36 | 22 - 24 |

ASH, WHITE AND BROWN

| | | | |
|---|---|---|---|
| 4/4 | 45 - 47 | 27 - 29 | 18 - 20 |
| 5/4 to 8/4 | 52 - 54 | 29 - 31 | 19 - 21 |
| 10/4 and up | 61 - 63 | 41 - 43 | 21 - 23 |

BOSTON, MASS.

| | | |
|---|---|---|
| White pine uppers, 1 to 2 in. | 92 00 | 98 00 |
| Selects, 1 to 2 inch | 80 00 | 88 00 |
| Fine common, 1 in. | 68 00 | 70 00 |
| Fine common, 1¼ to 2 in. | 70 00 | 72 00 |
| No. 1 Cuts 1 in. | | 55 00 |
| No. 1 Cuts 1¼ to 2 in. | 60 00 | 64 00 |
| No. 2 Cuts, 1 in. | | 40 00 |
| No. 2 Cuts, 1¼ to 2 in. | 48 00 | 50 00 |
| Barn Boards, No. 1, 1 x 12 | 48 00 | 50 00 |
| No. 1, 1 x 10 | 37 00 | 38 00 |
| No. 1, 1 x 8 | | 37 00 |
| No. 2, 1 x 12 | 36 00 | 40 00 |
| No. 2, 1 x 10 | 34 00 | 35 00 |
| No. 2, 1 x 8 | 33 00 | 34 00 |
| No. 3, 1 x 12 | 31 00 | 32 00 |
| No. 3, 1 x 10 | 29 00 | 30 00 |
| No. 3, 1 x 8 | | 29 00 |
| Canadian spruce boards | 23 50 | 25 00 |
| Spruce, 10 in. dimension | 25 00 | 27 00 |
| Spruce 12 in. dimension | 26 50 | 28 00 |
| Spruce, 9 in. | 23 50 | 24 50 |
| Spruce, 8 in. and under dimen. | | 25 00 |
| 10 and 12 in. random lengths, 10 ft. and up | | 24 00 |
| 2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 and 3 x 4 random lengths, 10 feet and up | 21 00 | 22 50 |
| All other random lengths, 7-in. and under, 10 ft. and up | 21 00 | 21 50 |
| 5-inch and up merchantable boards, 8 ft. and up, p 1s | 21 00 | 22 00 |
| 1 x 2 and 1 x 3 furring, p 1s clipped and bundled | 22 00 | 22 50 |
| 1½-in. spruce laths | | 4 15 |
| 1½-in. spruce laths | | 3 80 |

New Brunswick Cedar Shingles

| | | |
|---|---|---|
| Extras | 3 30 | 3 40 |
| Clears | | 2 70 |
| Second clears | | 2 60 |
| Clear whites | | 2 30 |
| Extra 1s (Clear whites out) | | 1 50 |
| Extra 1s (Clear whites in) | | 1 00 |
| Red Cedar Extras, 16-in. 5 butts to 2-in. | | 3 50 |
| Red Cedar Eurekas, 18-inch 5 butts to 2-in. | | 4 25 |
| Red Clear Perfection, 5 butts to 2¾ | | 4 80 |
| Washington 16-in. 5 butts to 2-in. extra red clear | 3 30 | 3 40 |

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Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

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It's a Pink anyway you take it, and it's the best Peavey made.

# Dominion Timber Regulations

Licenses to cut timber on Dominion Lands in the Provinces of Manitoba, Saskatchewan, and Alberta, the Northwest Territories, within twenty miles on either side of the main line of the Canadian Pacific Railway in the Province of British Columbia, and in the tract of three and one-half million acres to be located by the Government in the Dominion in the Peace River district in the Province of British Columbia, lying east of the Rocky Mountains and adjoining the Province of Alberta, shall be disposed of by public auction at the office of the Dominion Timber Agent for the districts in which the berths are situated.

Before any parcel of timber is offered for sale it shall be surveyed by a duly qualified Dominion Land Surveyor into berths of an area not exceeding twenty-five square miles, and each of such berths shall then be thoroughly cruised by a duly qualified timber cruiser in the employ of the Dominion Government. The Minister shall then fix an upset price at which the berth shall be disposed of, and no berth shall be sold at less than the price so fixed.

Purchases to the amount of one thousand dollars or under shall be paid in cash at the time of sale. Purchases over one thousand dollars and not exceeding five thousand dollars shall be paid, one-half in cash at the time of sale, and a note or notes shall be given for the remaining half of the purchase price, payable in three months, with interest at the rate of five per cent. per annum. Purchases over five thousand dollars and not exceeding ten thousand dollars shall be paid one-third in cash at the time of sale, and notes shall be given for the remaining two-thirds of the purchase price, payable in three and six months, with interest at the rate of five per cent. per annum. Purchases exceeding ten thousand dollars shall be paid one-fourth in cash at time of sale, and notes shall be given for the remaining three-fourths of the purchase price, payable within three, six and nine months, with interest at the rate of five per cent. per annum. Notes shall be made payable at a bank in the city or town in which the sale is held or at a bank in the city of Ottawa. Cash payments must be made at the time of sale in legal tender or by an accepted cheque on a chartered bank, or by a draft issued by a chartered bank, payable to the order of the Deputy Minister of the Interior. If default is made in any payment required by this section the sale shall be forfeited and void.

The purchaser must also pay the cost or the estimated cost of the survey of the berth before a license is issued.

The licensee shall pay an annual ground rent of five dollars per square mile except for lands situated to the west of Yale, in the Province of British Columbia, in which case the yearly ground rent shall be five cents per acre.

The licensee shall pay the following dues on timber cut on his berth :—

Sawn lumber, 50 cents per thousand feet, board measure.

Railway ties, eight feet long, 1½ cents each.

Railway ties, nine feet long, 1¾ cents each.

Shingle bolts, 25 cents per cord.

And 5 per cent. on the sale of all other products of the berth.

# Timber Permits

Yearly permits are granted to settlers, mine operators and others on application to the Dominion Timber Agents, from whom further information can be obtained.

**W. W. Cory,**

Deputy Minister.

Department of the Interior, Ottawa,
December 20th, 1912.

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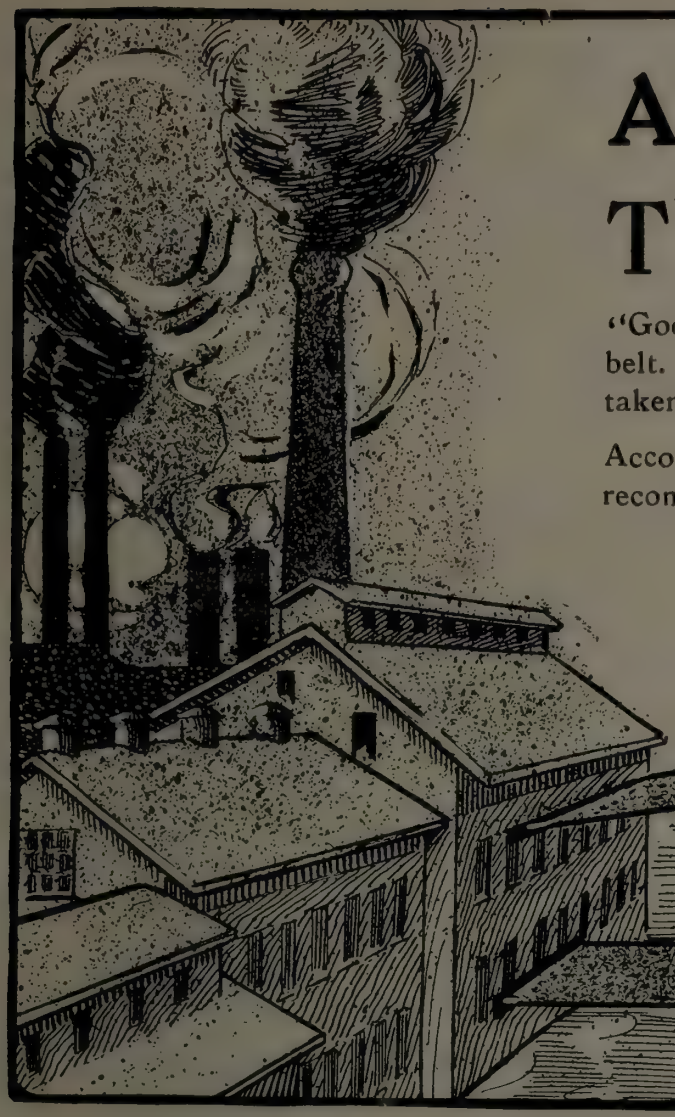

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(Continued on page 64)

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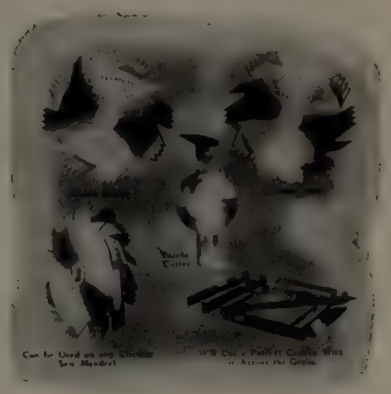

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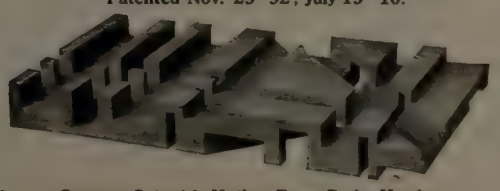

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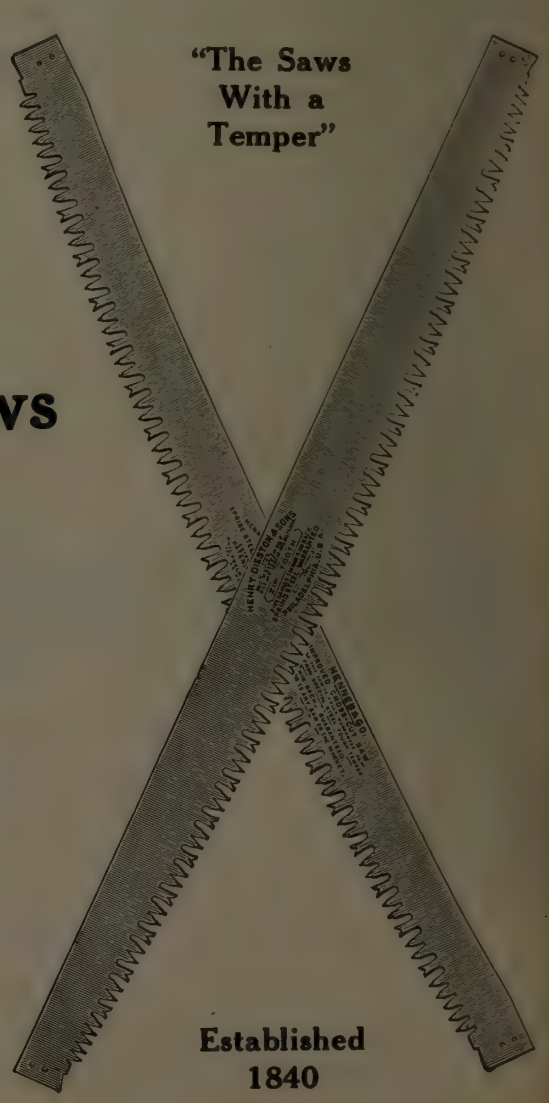
**TORONTO, ONT., CAN.**

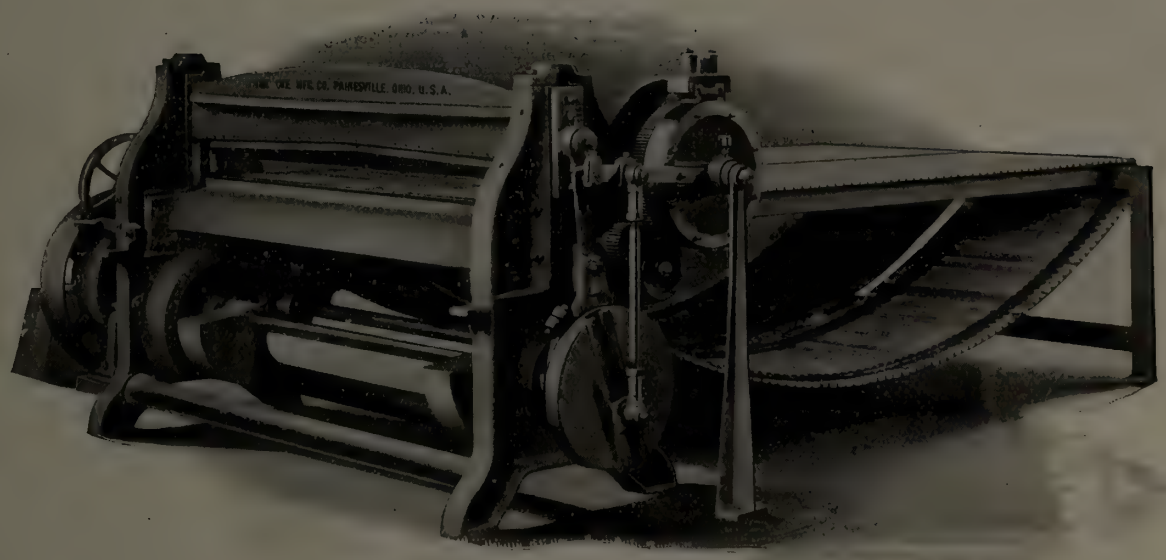
"The Saws With a Temper"



Established 1840

Veneer Machinery

# A New Improved Veneer Clipper



The illustration shows our new improved type "E" veneer clipper. The machine is sturdily designed with great strength and freedom from complicated parts. It will cut a thick bed of veneers and leave every sheet with a clean, smooth, square edge

For crates and basket work this new clipper fitted with the automatic feed attachment is indespensable. The machines are furnished with a top roll which holds the stock firmly to the table in feeding under knife, thus preventing the stock from slipping.

The Automatic feature is simple, durable, positive in its working and entirely different and infinitely superior to any other kind on the market.

The clipper is built in the following sizes, 36, 42, 52, 64, 76, 88, 100 and 120 inches.

*Write us for catalogues of this and our other veneer machines.*

## The Coe Manufacturing Company

### PAINESVILLE, OHIO, U.S.A.

*Established 1850*

***The oldest and largest manufacturers of complete veneer equipment in the world.***

*The Mark* THE E. LONG MANUFACTURING CO. SAW MILL MACHINERY ORILLIA, CANADA *of Quality*

# 3 Saw Improved Lath Bolter

## Points Worthy of Notice

Main frame made in one piece. 2 lower feed rollers 5″ diameter and **power driven.**

2 upper pressure rollers both **power driven.**

Front pressure roller raises towards the saws, and being power driven prevents bolts from flying back out of the machine.
Bolts cannot stick.

**At the price we sell this machine it has no competitor.**

# Long's Quality Lath Bolters

## 4 Saw Lath Bolter

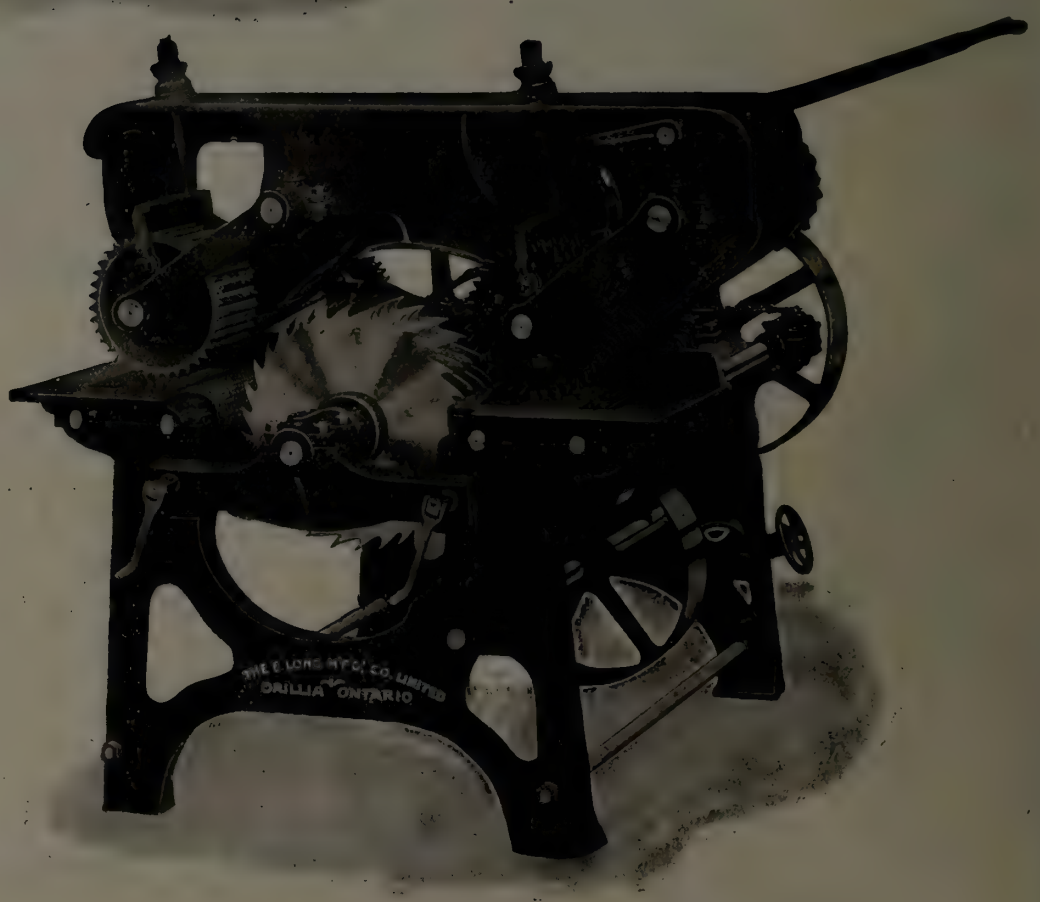
A machine for mills of large cutting capacity

Please notice

this machine has—Three Mandrel bearings, the outer one being easliy removed for taking off saws for filing.

Four lower feed rollers, all **power driven.**
Two top pressure rollers, **power driven.**
Bolts cannot stick or fly back.

*Full particulars on Application*




# The E. Long Manufacturing Co., Limited

## Orillia, Canada

*Agencies:* **MONTREAL**—Williams & Wilson, Ltd. **WINNIPEG**—Stuart Machinery Co., Ltd. **EDMONTON and CALGARY**—Gorman, Clancey & Grindley Ltd. **VANCOUVER**—Robert Hamilton & Co.

# Waterous Edgers

## Every Size—Take Your Choice

### *Light Champion Edger*

Saw space—30½ in., carries 18-in. saws; will take cants and lumber up to 5 in. thick. Built in two sizes:—two saws—1 movable, 1 stationary; three saws—2 movable, 1 stationary. The best edger for light and portable mills on the market.

**Catalogue 115**

### *New Champion Edger*

In three sizes—40-in., 48-in. and 52-in. saw opening. Carries 22-in. saws, will take stock up to 6 in. thick. **Our automatic guide gauge is a feature**—no other edger has it.

**Catalogue 113**

### *Big Champion and Combination Edger*

**The heavy edger for heavy duty.** Built in seven sizes—48-in., 54-in., 60-in., 66-in., 72-in., 84-in. and 96-in. saw space. Carries 26-in. saws, takes cants up to 8-in. thick and will handle them without trouble. **Combination Edger** has cluster section 18½ in. wide and will take as many as 12 saws. Just the thing for the mill that has lots of small logs but not enough to warrant the installation of a gang.

**Catalogue 1011**

## The Waterous Engine Works Co.

**Limited**

**BRANTFORD, CANADA**

**H. B. Gilmour, Vancouver, B.C.** **Branch—Winnipeg, Man.**

# "FROST KING" METAL

**$5,000,000.00**
**worth of mixed metal sold annually.**

Our thirty-five years experience in metal mixing enables us to place on the market a babbitt that we believe to be absolutely perfect. For high speed machinery and engine work it is without an equal. It is specially designed for saw-mills, planing mills, threshing engines, traction engines, pumps, rolling mills, pulp machinery, and all classes of stationary engines. It is a high grade metal made of the very best selected stock, and carefully compounded.

If your dealer does not stock FROST KING send us a money order for your requirements. **Price 30c per lb.**, Fort William and East; West of Fort William **35c per lb.**, delivered nearest railway station; packed in 30 lb. and 60 lb. boxes.

For extra duty, such as over-hanging saws, our FAULTLESS BABBITT will stand where all other metals will fail. Price, Fort William and East, **40c per lb.**; West of Fort William, **45c**, delivered to your nearest railway station; packed in 30 lb. and 60 lb. boxes.

## HOYT METAL CO., Toronto, Canada

**Have factory and office at Eastern Avenue and Lewis Street, Toronto, Canada**

**Factories also at:— New York, N. Y. London, Eng. St. Louis, Mo.**

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and
# Beware of Imitations

"CAMEL HAIR" "CAMEL" BRAND BELTING — TRADE MARK REG.

**Reasons Why**
**THE "CAMEL HAIR" BELTING**
**As a Power Transmitter is Cheapest**

**BECAUSE!** It lasts longer than any other belt on the market.
**BECAUSE!** It slips just one-half that of any other belting.
**BECAUSE!** It will run equally well in damp, wet or a dry atmosphere.
**BECAUSE!** It is less affected by acid fumes and high temperatures than any other belting.
**BECAUSE!** It is uniform in thickness and runs true.
**BECAUSE!** Of its great strength—almost twice that of best oak tanned double leather.
**BECAUSE!** It requires much less attention than other styles of belting.
**BECAUSE!** The stretch comes out quickly and after taking up once or twice (according to load and nature of run) requires little or no more attention.
**BECAUSE!** It transmits more power than any other belting.

**We also manufacture**
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**Stitched Canvas Belting**
**for**
**trasmission, elevating and conveying.**

**Red Stitched Canvass Belting for all purposes.**

**"Insurance" Brand Linen Fire Hose with Underwriters' labels.**

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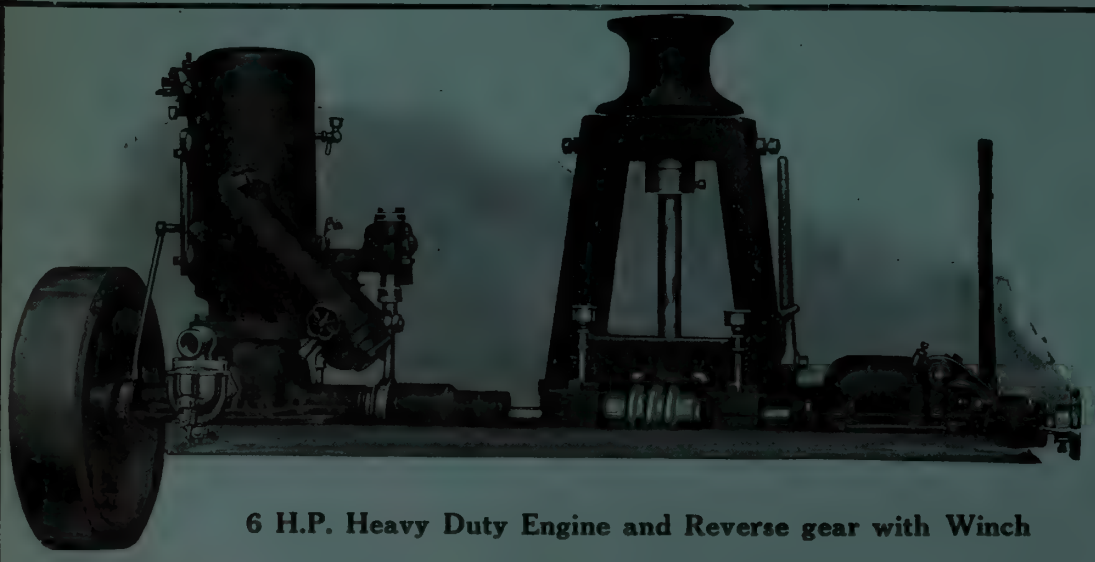
***Send Us an Order Now.*** **If necessary to telegraph do so at our expense.**

**Montreal Toronto Winnipeg**

## The J. C. McLaren Belting Co.
Limited
**General Mill Supplies MONTREAL**



**6 H.P. Heavy Duty Engine and Reverse gear with Winch**

# River Driving Costs

will be decidedly lower this year if you use Adams Gasoline Towing Machinery in 25 ft. punts for carrying supplies and handling booms and logs. One man does the work of ten. We have both machinery and complete punts for prompt shipment. It will pay you to write us now. Gasoline engines all sizes, 2 to 25 h.p.

## Adams Launch & Engine Co.
**Penetang, Ont.**